

Client



Martin Sprocket & Gear, Inc.

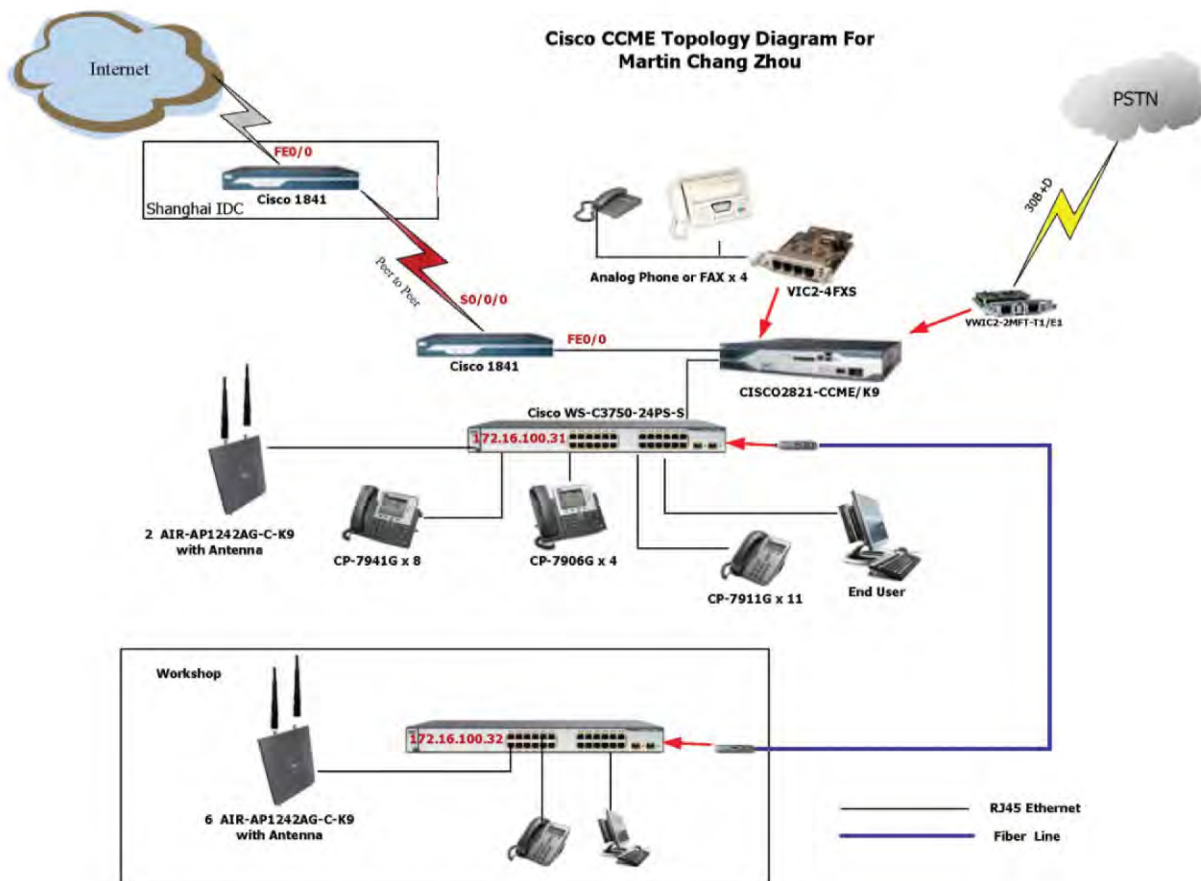
Product



Cisco Systems Inc.
www.cisco.com

Martin Sprocket & Gear Co., Ltd. is a wholly owned subsidiary of Martin Sprocket & Gear Inc., the leading US manufacturer of mechanical power transmission products. The company owns and operates three manufacturing facilities in Mainland China, producing high quality sprockets, pulleys, bushes, couplings and shaft locking devices for sale on domestic and international markets. Shanghai is the administrative and commercial headquarters for the Asia region.

Martin Sprocket & Gear is a traditional enterprise company, mainly focus on traditional manufacturing-based. However, it does not mean that in the management and information aspects is ageing. Martin Sprocket & Gear in the Greater China region has many branches, and contacts are persistence. According to this characteristic, NetCraft has arranged an appropriate system for Martin Sprocket & Gear by using one of the Cisco's phone system products to improve efficiency. To optimize and enhance each other's communication, while achieving the goal for cost reduction. This project started from the new branch of Martin Sprocket & Gear located in Changzhou. They have had the opportunity to extend this to all other branches in China. The image below shows the Cisco telephone system of Martin Sprocket & Gear in Changzhou:



Client



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Product



This project was completed in September 2009, after Martin Sprocket & Gear used the Cisco telephone system we provided for them, the company think that there is a great improvement in all aspects as well as in the traditional PBX systems. As we had also installed a Cisco wireless AP for Martin Sprocket & Gear, it is enough to completely cover their 2000 square meters large factory with this product and installation equipment, making the telephone contact within the factory become extremely convenient and casual. The company's staff can clearly receive signals anywhere within the factory by simply holding a Cisco mobile phone. This facilitates the external and internal communication.

NetCraft has the following customized solution for Martin Sprocket & Gear:

1. Arranged Martin Sprocket & Gear using the Cisco IP Phone as the company's phone system:
 - 1.1 Through the Cisco Call Manager System to centralize the management for various divisions in the telephone usage, in order to have phone system integration.
 - 1.2 Deal to the IP Phone features, all offices throughout the whole country will have a significant saving on telephone expenses.
 - 1.3 The IP Phone is based on the IP information to take the voice. When a new branch will be opened in the future, there is only a need to set up a link-based network while no additional purchase of any telephone system, and just simply purchase a telephone and the corresponding license in order to make contacts. This also substantially resolved in the expenditure in respect of the telephone system.
 - 1.4 In business-wise, the company just need one office phone number, through the Cisco IP Phone and distribute the calls to any branch, and even the headquarters in the United States. This not only improves the company's image, but also reduces the domestic and international telephone charges.
2. Using CISCO 3750G as a network switch:
 - 2.1 As the 3750G is a gigabit switch machines, so that the data can improve the company's exchange rate.
 - 2.2 The use of Cisco IOS can achieve the telephone information and application data bandwidth management, so without having to install any additional equipment, it can also achieve the perfect integration of phone and computer.
3. Using CISCO AIR-AP1242AG as Martin Sprocket & Gear's factories and office-wide area wireless coverage equipment in Changzhou:
 - 3.1 As AP1242AG have a very high stability and compatibility, thus reducing the device failure rate, as well as wireless LAN and client compatibility issues.
 - 3.2 As a relatively large factory, there are not many places to lay cable channels, in the case with the Cisco IP Phone, the company can use the Cisco Wireless IP Phone as a terminal, so there will be full coverage with telephone signals.
 - 3.3 Using the embedded CISCO IOS management software, there is an achievement in data and voice bandwidth management, and truly accomplished the integration of information and language.

Martin Sprocket & Gear deemed that after NetCraft has the professional solution and arrangement for them to use Cisco phone system, making telephone contact within the factory has become extremely convenient and casual. The company's staff can simply hold the Cisco mobile phone; there is a clear signal everywhere within the factory. This facilitates the external and internal communication. ■