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# MATRIX STRIVES TO OFFER MORE IN EVERYTHING IT DOES



Telecom market is growing big way more into IP, Gateway & solution driven by technology enhancement with customised solutions.

**"MATRIX'S KEY DIFFERENTIATORS LIE IN PROVIDING PRE-SALES, POST-SALES AND R&D SUPPORT."**

## **Q** Brief us about your company?

Established in 2004, En-kay Services is dedicated to provide customer satisfaction in telecom and security products. A team of qualified personnel cater to each and every requirement of our customers, further aiding in enhancing customer satisfaction.

## **Q** What is your turnover and growth percentage?

With the total turnover of 3 Crores last year we are targeting at a growth of 20%-30% this year.

## **Q** What kind of solutions and products you are dealing in?

We offer telecom solutions in Gateways like IP-GSM with TDM and security solutions that include Time-Attendance, Access Control and CCTV systems. We also provide Call Centre solutions with IVR & CRM integration. Furthermore, we do cater to any type of integration in telecom, information technologies & security surveillance.

## **Q** What kind of telecom solutions you have?

We offer a range of Gateways, integration with various platforms & IP calling with audio/video features.

## **Q** How do you find Matrix products in terms of its advantages vis-à-vis other brands?

Matrix is a brand that stands for 'SUBSTANCE' in terms of technology, depth, genuineness and going beyond the mere outer façade & offering more values in all areas. This is what differentiates Matrix from its competitors. It strives to offer MORE in everything it does – technology, applications, functions, features, performance, flexibility, reliability and support. Matrix positioning is based on offering more of these true, inherent values which customers expect from infrastructure solutions.

The company provides specific solutions with heavy focus on quality and customer service. Key differentiators lie in providing pre-sales, post-sales and R&D support. Most importantly, Matrix has an in-house manufacturing unit and R&D Centre to offer quick turnaround for clients.

## **Q** As a partner what kind of products you want to add this year?

We are focusing on adding more in the IP segment with Video phones, UC in telecom, SAMAS in integration with various cameras for added features, in order to be at par with latest technology developments. **SME**

## **RANGE OF TELECOM AND SECURITY SYSTEMS**

- EPABX System
- Digital EPABX System
- Matrix EPABX System
- Panasonic EPABX System
- Security Camera
- Wired Phone
- Cordless Phone
- Fax Machine
- Caller Id Phone
- Intercom System
- Corded Telephones
- Digital Video Recorder
- Fingerprint Access Control
- Time Attendance System
- Building Security System
- Wired Phone for Office
- Video Door Phone for Home
- Security Camera for Institute