

The background features a dark blue gradient with several overlapping, semi-transparent, light blue geometric shapes. These shapes are curved and layered, creating a sense of depth and movement. They appear to be stylized, flowing forms that sweep across the frame.

Grandstream Networks

Deploying for Industry Verticals

About Grandstream

- **Founded in 2002**
- **Over 600 employees**
- **Product Portfolio contains over 40 products: *Business Conferencing, IP Phones, Gateways and ATAs, Networking Devices, Surveillance and Facility Access Systems, and Award Winning IP PBXs***
- **Primarily serving small-to-medium size businesses (SMBs) and consumer markets**

US



Boston - Headquarters
Los Angeles, CA
Dallas, TX

China



Hangzhou, Shenzhen
Hong Kong - Warehouse

Morocco



Casablanca - Support Center, EMEA

Venezuela



Venezuela- Support Center, LATAM

Netherlands



Moerdijk - Warehouse

Malaysia



Kuala Lumpur – Support Center, APAC



Award-Winning History

Deloitte.
Technology Fast50





Total Grandstream Solution



IP Telephony

Audio IP Phones
Video IP Phones
ATAs & Gateways
IP PBXS



Conferencing

Video Conference Systems
Audio Conference Phone



Network Products

WiFi Access Points
Gigabit VPN Router



Security Products

Facility Access Systems
Surveillance Cameras
Video Management Systems



Vertical Industry Solutions

- Offices and Enterprises
- Commercial
- Hospitality
- Education
- Logistics





Typical Office Deployment

- UCM series of IP PBXs drives the backend and acts as an anchor for communications
- Desktop communications are highly customized depending on office needs
- Mobility supported through WiFi access points and WiFi/DECT handsets
- Meeting spaces turn into virtual collaboration spaces with conferencing solutions
- Security integrates intelligently with the GDS series





In-House Unified Communications



- UCM series of IP PBXs acts as the engine for an office deployment
- Robust in-house solution to bridge together voice, video, data, and mobility
- Supports advanced telephony features, call queue, biggest names in CRM software
- Can support up to 2000 seats and 200 concurrent calls



Wide Range of Endpoints

- Perfect desktop device at every price point
 - GXP1600 series: Cost-conscious and reliable
 - GXP1700 series: Efficiency and productivity focus without breaking the bank
 - GXP2100 series: Advanced features and call-volume support
- Mobile IP handsets support the on-the-go user
 - DECT series for affordable solution with less handsets
 - WiFi series for high-end roaming solution
- Multimedia desktop endpoints supports video collaboration and drives productivity



Mobility Throughout the Office

- Modern office is adopting a hybrid layout
 - Individual productivity areas, coupled with collaborative open spaces
 - Communications/workstations need to be able to move with the user
- GWN access points create an immersive WiFi experience for employees
- WP820 wireless handset allows users to bring advanced communications with them
- DECT option for affordable, low handset count solution



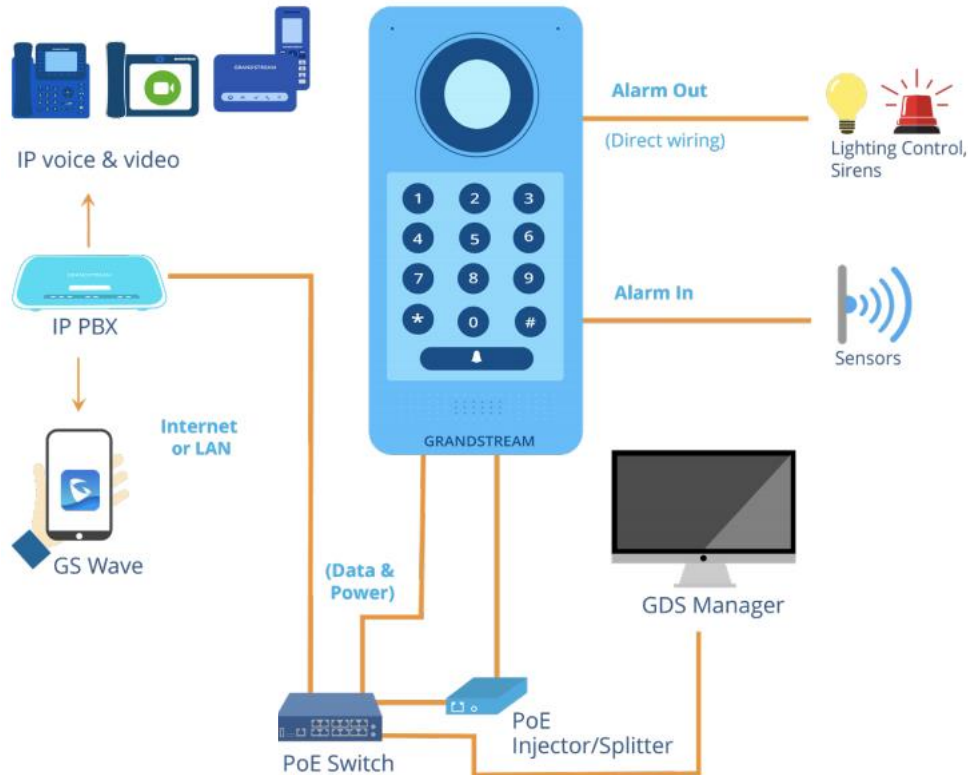
Virtual Collaboration Spaces



- GVC series of video conferencing solutions
 - Huddle rooms
 - Meeting rooms
 - Conferencing spaces
 - Boardrooms
- IPVideoTalk enables anyone to join and collaboration from anywhere
- Drives internal and external collaboration



Smart Security for Staff



- GDS series creates secure facility with controlled access
 - Code, RFID card, and Key-fob capabilities
 - Time-based authorization
 - Visitors can ring to reception/security staff
- Integrates with desktop and mobile endpoints
- GDS3710 video feed to GXP2100 series, GXV multimedia phones, WP820 WiFi handset



Typical Commercial Deployment

- UCM series offers an affordable and robust solution to field customer calls
- Mobile handsets help both retail and security staff in their unique ways
- Access points create the perfect public WiFi network to keep customers happy
- Advanced access security for theft and loss prevention





Streamlined Communications



- Customers expect to have questions answered quickly
- Longer wait time means less sales
- Transfer, hold, custom music, custom IVR, call queue
- UCM6202 can create an ideal platform to accomplish this



WiFi/DECT Mobile Handsets



- Empowers retail to be more productive
 - Can work the floor while assisting calling customers
 - Easily communicate from department to department
- Allows security staff to be more responsive
 - Ability to roam throughout commercial structures with WiFi capabilities
 - Push-to-talk and panic button features



Public WiFi Networks

- A public WiFi network is now an expectation of customers
- GWN create the perfect network for customers
 - Multiple SSID
 - Captive portals
 - Bandwidth limits
 - Market-leading security



Security and Theft Prevention

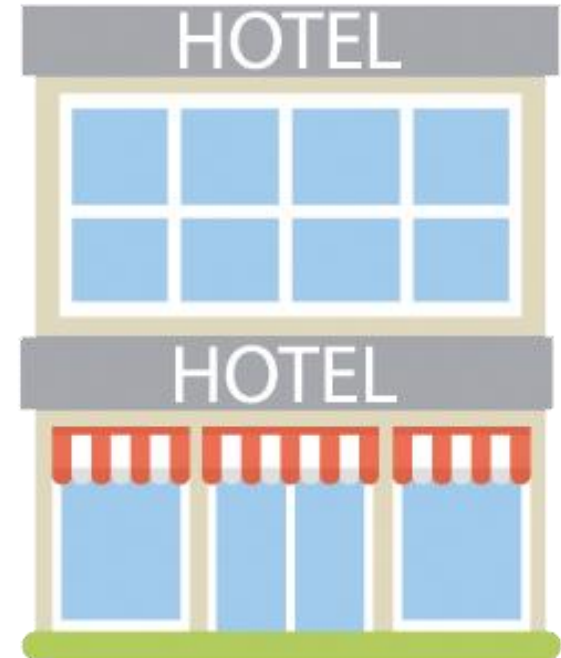


- GDS series helps control access to larger facilities
- Security staff can allow/prevent access, no matter location
- Time-based access for retail staff
- Customized alerts and notifications



Typical Hospitality Deployment

- UCM series can easily handle complex communication network
- Vastly different communication requirements per staff member
- WiFi for rooms, event halls, and outdoor areas





Mapping a Perfect Communications Network



- UCM series lays a powerful foundation
- Many departments that need intuitive communications
- IVRs and call route map needs to be intuitive
- PMS integration to maximize staff/guest experience



Diverse Communication Needs



- Reservations desk biggest driver in revenue and call-volume
- Front desk controls the guest experience, requires rapid response
- Housekeeping requires mobility and organization
- Hotel guests require room-based communication



WiFi Networks for Staff and Guests



- Public WiFi networks for guests
- Captive portal can secure connection
- Separate WiFi network for staff
- GWN7600LR for outdoor and event hall WiFi



Typical Education Deployment

- UCM creates scalable and redundant communication networks
- Facility security with the GDS and integrated devices
- High-productivity classroom and administrator phones
- WiFi networks that support hundreds of devices





Scalable and Redundant

- UCM series can easily scale communication needs
- Grandstream **Zero-Config** capabilities
- No on-going licensing fees to keep solution affordable



Security and Facility Access



- Easily track, manage, and record access to any door
- Paging, intercom, and alarm capabilities for quick response
- Combines with any endpoint



Communication and Productivity



- Easy staff communication with crystal-clear HD audio
- Video phones for parent-teacher meeting
- Paging, speed dial keys, large phonebooks for admins



Hundreds of Devices Supported



- WiFi access points can support hundreds of devices
- Lecture halls with condensed students
- Long range WiFi in-between buildings and sporting areas



Typical Logistic Deployment

- Mobility focused business with light call-volume
- Businesses spread out regionally that need to be interconnected





Mobile Floor Staff

- Push-to-talk capabilities and seamless WiFi roaming
- Accelerometer can send alerts based on sudden movements
- Streamlined UI and comfortable grip for one-handed use



Regionally Separated Solutions



- Logistics warehouses spread across large distances
- GVC+IPVideoTalk can connect both staff on-the-road and in-office
- Essential for time-sensitive operations

The background features a large, abstract graphic composed of several overlapping, curved, teardrop-like shapes in various shades of blue. These shapes are layered to create a sense of depth and movement, with some appearing to wrap around others. The overall effect is a dynamic, modern design.

THANK YOU