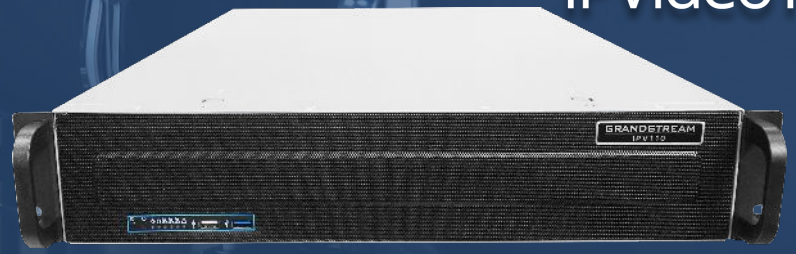
GRANDSTREAM

CONNECTING THE WORLD

IPVideoTalk



Business Conferencing Solutions Resource Kit

Business Conferencing Solutions

Innovative Conferencing for Small and Medium Businesses

Grandstream's conferencing solutions bring the functionalities and benefits of flexible and powerful conferencing devices to business of all sizes. These ground breaking solutions are packed with features to modernize an organization's communications.

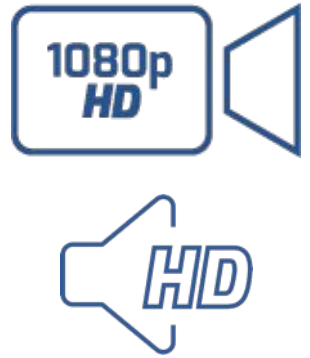
Why Grandstream's GVC Series?

Flexible

- Our hardware supports nearly every video conferencing platform:
- SIP and H.323
- Any SIP cloud platform
- WiFi support (except GVC3202) & Android

Mobile

- Numerous ways to support mobile and remote users
- IPVideoTalk cloud platform offers mobile apps and web access
- Grandstream Wave softphone app supports voice and video conferencing
- Conference with Android apps



Powerful Audio & Video

- Full 1080p HD at 30fps
- GAC2500 Android Conference Phone included with GVC3200/02
- Supports every major voice codec, including G.722 wideband HD audio
- Numerous options for content sharing

Video Conferencing Systems & IPVideoTalk

GVC3200

GVC3202

GVC3210

Not Officially Launched

GVC3212

Not Officially Launched

GVC3220

IPVT10

IPVideoTalk

IPVideoTalk

GRANDSTREAM
CONNECTING THE WORLD

Unified COMMUNICATIONS
PRODUCT OF THE YEAR
2016

GVC3200

Video Conferencing System

- Android 4.4 with support for SIP video calling and more
- Embedded MCU with up to 9-way video conferencing and remote screen sharing
- Advanced remotely controllable PTZ camera with wide angle lens and 12x optical zoom
- Gigabit network port, Wi-Fi, Bluetooth and 3 HDMI output ports for 3-screen view and screen sharing

broadsoft ribbon communications Metaswitch Networks

GRANDSTREAM
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GVC3202

Video Conferencing System

- Android 4.4 based with support for SIP video calling and more
- Built-in MCU with up to 2-way 1080p video conference, 3-way 720p and VGA
- Advanced remotely controllable PTZ camera with wide angle lens and 9x optical zoom
- Gigabit network port, Bluetooth and 2 HDMI output ports for 2 screen view and screen sharing

broadsoft

ribbon communications

GRANDSTREAM
CONNECTING THE WORLD

2018 TMC INTERNET TELEPHONY PRODUCT OF THE YEAR

GVC3210

Video Conferencing Endpoint

- Runs on Android 6.x operating system
- Sharp HD video resolutions up to 4k Ultra HD with 16M pixel camera sensor and built in call recording.
- Built-in 4-MIC array with Noise Shield Technology, and support for external audio equipment
- Integrated wifi, bluetooth, 1x HDMI in, 2x HDMI out, and 2x USB

GRANDSTREAM
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GVC3212

HD Video Conferencing Device

- 1x HDMI 1.4 with support for up to 1080p video display
- 60 ° field-of-view wide angle
- Integrated omnidirectional and cardioid dual-microphone that supports 48KHz full-band voice sampling rate and 3-meter voice pickup distance with advanced acoustic echo cancellation
- Support Miracast and AirPlay

Not Officially Launched

GRANDSTREAM
CONNECTING THE WORLD

GVC3220

Enterprise Video Conferencing System

- Based on an Android 9.0 operating system
- Supports sharp video quality of up to 4K full-HD video output
- Supports up to 4 external 1080P webcams; Advanced camera with 8M pixel CMOS sensor, 69.5°FOV wide-angle lens, 12x zoom and PTZ for easy camera view adjustments
- AI facial recognition technology easily identify meeting room participants

Not Officially Launched

Optional Accessory: GMD1208

GRANDSTREAM
CONNECTING THE WORLD

IPVT10

Enterprise Video Conferencing Server

- Up to 120 video feeds and 300 participants across all conference sessions
- Up to 10 simultaneous conference sessions and up to 10,000 registered accounts
- Up to 1080p 30fps H.264/VP8 video for real-time video and screen sharing
- Advanced meeting controls, conference recording, flexible scheduling, customizable registration invitations, follow-up features, and comprehensive reports

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WebRTC WORLD 2017 PRODUCT OF THE YEAR

IPVideoTalk

Unified Video Conferencing & Web Collaboration Service

IPVideoTalk is Grandstream's video, audio, and web-conferencing platform. It is a virtual meeting room that coworkers, teammates, classmates, or any group can come together in to collaborate. Your organization can be empowered by video communication no matter where workers are located, and IPVideoTalk comes with key features to push productivity to the max. View all IPVideoTalk Meeting Plans now and sign up to start your meetings for free with up to 49 active video feeds and 150 participants.

IPVideoTalk Homepage

IPVideoTalk

IPVideoTalk Meeting Plans - Basic

IPVideoTalk Meetings - Basic (Free)

- Free
- Up to 50 meeting participants and 49 video feeds
- HD Video, HD Audio, Screen-sharing, group/private chat, reports/analytics, recording
- Unlimited meetings (up to 70 minutes per meeting session)
- Attend from PC, Mac, Android/iOS devices, GVC series devices (requires GVC Room System Add-On), VoIP dial-in
- 512MB (approx. 2 hours) of cloud recording storage

IPVideoTalk

IPVideoTalk Meeting Plans - Pro

IPVideoTalk Meetings - Pro

- $9.99 per month, billed annually
- Up to 100 meeting participants and 49 video feeds
- 1080p HD video, HD audio, Screen-sharing, group/private chat, reports/analytics, recording
- Unlimited meetings (up to 6 hours per meeting session) and unlimited webinars
- Attend from PC, Mac, Android/iOS devices, GVC series devices (requires GVC Room System Add-On) , VoIP and Toll dial-in
- 2GB (approx. 8 hours) of cloud recording storage

IPVideoTalk

IPVideoTalk Meeting Plans - Business

IPVideoTalk Meetings - Business

- $14.99 per month, billed annually
- Up to 150 meeting participants and 49 video feeds
- 1080p HD video, HD audio, Screen-sharing, group/private chat, reports/analytics, recording
- Unlimited meetings (up to 6 hours per meeting session) and unlimited webinars
- Attend from PC, Mac, Android/iOS devices, GVC series devices (requires GVC Room System Add-On), VoIP and Toll dial-in
- 5GB (approx. 20 hours) of cloud recording storage

IPVideoTalk

Audio Conferencing Systems

GAC2500

GAC2570

Not Officially Launched

GMD1208

Not Officially Launched

GRANDSTREAM
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GAC2500

Audio Conferencing System

- 4.3” capacitive touch screen LCD
- 6 lines with built-in 7-way conference bridge
- Integrated Bluetooth, USB and Wi-Fi
- Runs on Android 4.4 operating system

GRANDSTREAM
CONNECTING THE WORLD

GAC2570

Android Enterprise Conference Phone

- 7 inch capacitive touch screen
- Built-in Bluetooth 5.0 for syncing microphones
- Runs Android and offers full access to the Google Play Store
- Full-band and wide- band audio codec support, Opus and G.722.1C

Not Officially Launched

GRANDSTREAM
CONNECTING THE WORLD

GMD1208
Wireless Microphone

- 8 omni-directional MEMS microphones with 1400mA built-in Li-Ion battery
- Micro-B port for charging and BYOD
- Proprietary 2.4GHz wireless when connecting with Grandstream GAC/GVC
- Ultrasound pairing and high quality audio coding with error tolerance

Not Officially Launched

IPVideoTalk

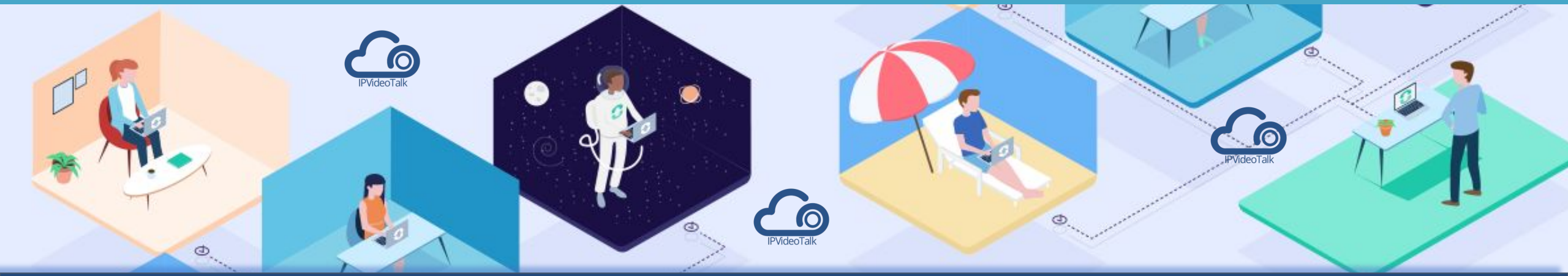
Talking Points

Talking Points: Discussing With Customers

At Grandstream, we take our video conferencing seriously. Having developed an award-winning video conferencing solution, not only can we vouch for its success, but are also lucky enough to use our own homegrown IP products in our everyday communication needs; video conferencing being one of them. So stop scheduling phone calls and start hosting your own interactive and work-efficient video conferencing meetings.

- Enhances collaboration between regionally separated employees
- Connects multiple meeting spaces into one virtual room
- Eliminates the costly need to travel
- Creates a personal face-to-face environment
- Further integration of cloud technology

Talking Points: Remote Workers

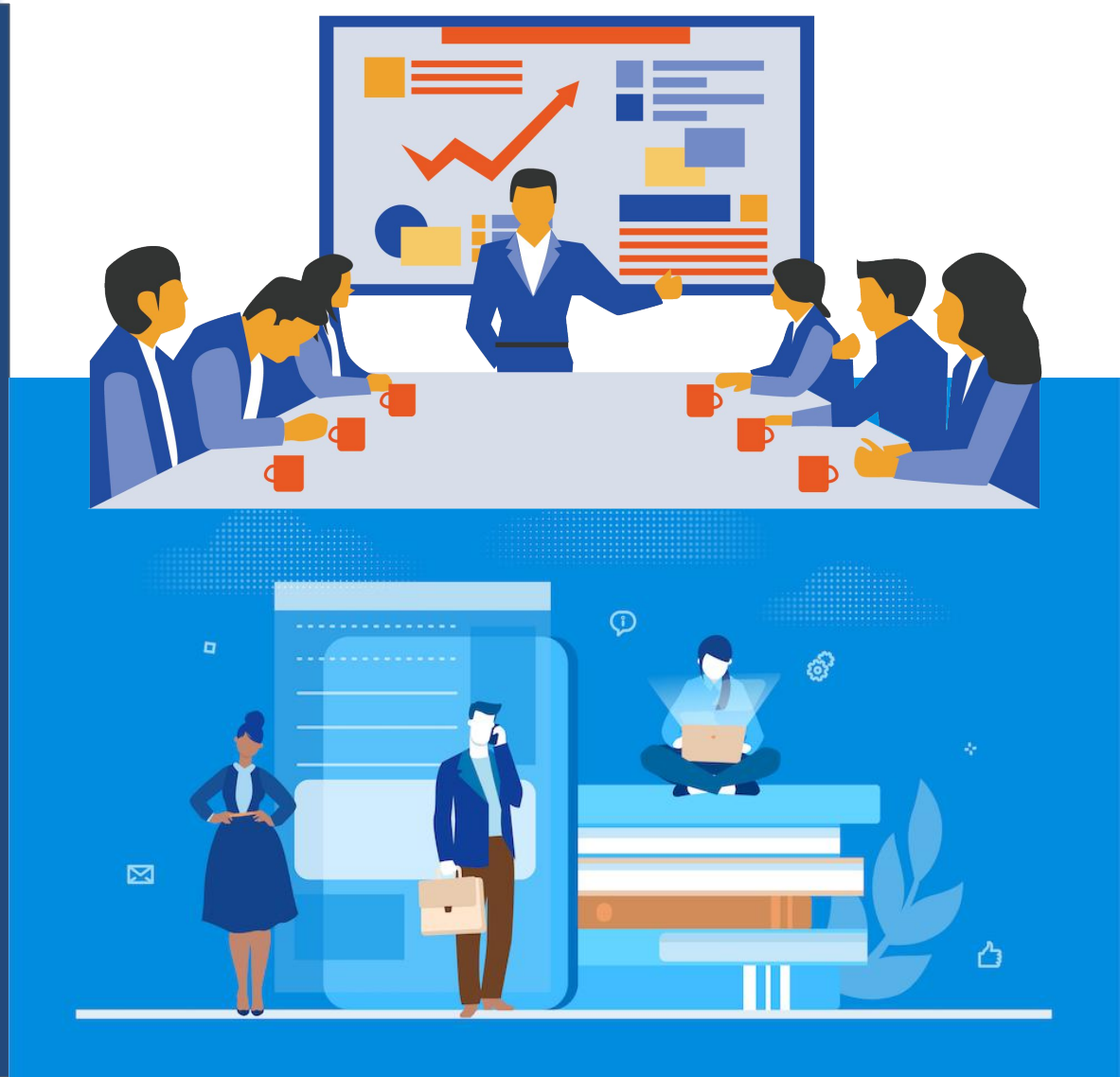


Communication technology has changed over the years to cater to different versions of workers, like virtual employees who are not physically interacting with the rest of their team. Thanks to this technology, remote workers can stay connected even when distance gets in the way.

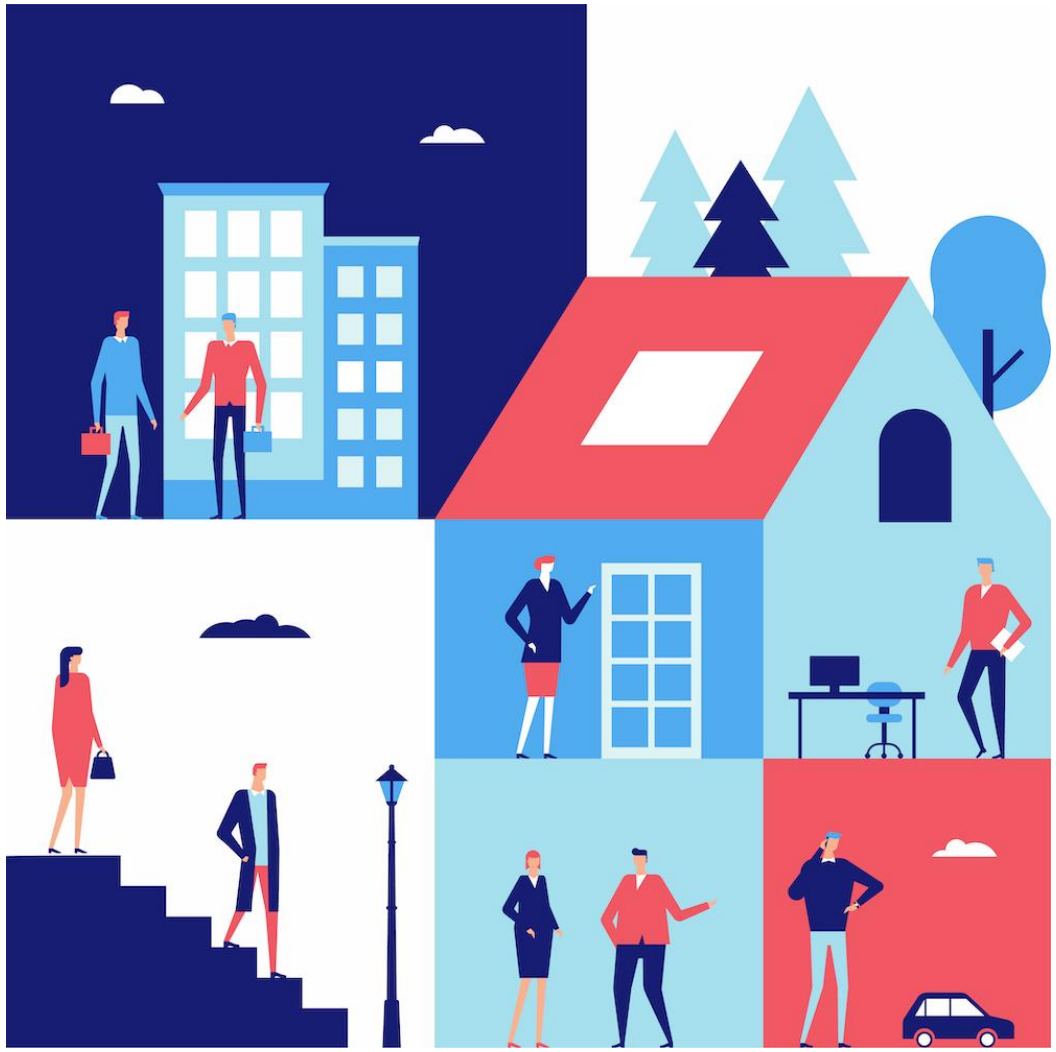
“ You can host meetings with workers in different locations and still achieve intimate interactions that help cultivate working relationships. No longer are meetings action-less and boring, but are rather proactive and engaging. With Grandstream’s video conferencing solution, remote workers can enjoy a productive and engaging experience Help remote workers feel like part of the team and increase their collaboration by implementing any of these solutions in your business.”

Talking Points: Enhancing Productivity

- Cost sensitive deployments with a need for intuitive video conferencing
  - Android interface
    - Pairs with most video and web conferencing services
  - IPVideoTalk Room System integration
  - 4-Mic array allows for small office footprint
  - Content sharing support



Talking Points: Empowering Collaboration



- Upgrades a conference room into a virtual collaboration space
  - What to look for in deployments
    - Remote workers
    - Numerous clients and geographical limitations
    - Multiple work sites
    - Remote classrooms
    - HR and training focus

Video Conferencing Resources

Data Sheets

HD Full Conferencing

- GVC3200
- GVC3202
- GVC3210
- GVC3212
- GVC3220

Audio Conferencing

- GAC2500
- GAC2570
- GMD1208

Web Conferencing Server and Platform

- IPVT10
- IPVideoTalk

Battle Cards

GVC series Video Conferencing Solutions – Battle Card

The GVC series – Ideal for Every Deployment

We designed our GVC series to offer something unique within the video conferencing market – flexibility. Our GVC series offers a truly flexible hardware device that can be used in a wide variety of ways. Whether you are expanding an existing solution or building a new one, the GVC offers a powerful solution that can be customized to fit any requirement.

Where other vendors and cloud providers charge high prices for devices that require separate platform licenses, Grandstream provides an affordable, flexible, license-free solution.

	GVC3200 High capacity with built-in MCU	**GVC3202** Mid-capacity with built-in MCU	**GVC3210** Endpoint Device
MCU	Yes, up to 9-way	Yes, up to 3-way	No
Video Resolution	Up to 1080p HD (30 fps)	Up to 1080p HD (30 fps)	Up to 4k (30 fps)
Video Output	3x HDMI	2x HDMI	2x HDMI
Bluetooth / WiFi	Yes / Yes	Yes / No	Yes / Yes
O.S.	Android 4.4	Android 4.4	Android 6.x

Competitive Features

- **Based on Android**:
  - full access to the Google Play Store and apps like Skype & Google Hangouts
  - Sync with Google Services such as Google Calendar
  - a familiar and intuitive smart-device-like interface
- **Flexible** – built to support any SIP, H.323 or Android platform
- **MCU** - Built-in MCU to host video calls (GVC3200: up to 9-way, GVC3202: up to 3-way)
- **1080p HD** - available on all models, up to 4k resolutions on GVC3210
- **GAC2500 Conference Phone** - included with GVC3200 & GVC3202
- **Bluetooth** - for pairing speakers, microphones, mobile devices, headsets and more
- **Presentations** - Content-sharing options on all models
- **WiFi** - supported on GVC3200 and GVC3210
- **IPVideoTalk** – Our cloud collaboration platform offers plug-n-play with the GVC series and mobile apps for Android and iOS

Deployment Options:

1. Third Party Platforms
2. Point-to-Point
3. Android apps
4. IPVideoTalk

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GVC Series Battle Card

(Click to View)

Sell Sheets

GVC Series Sell Sheet

IPVT10 Sell Sheet

E-Guides

Video Conferencing Overview
Hardware and web service solutions

IP Video Communication Deployments from Grandstream

Grandstream Reseller's Video Conferencing

Grandstream WiFi Voice & Video Solutions

Video Conferencing Server Deployment Guide

Mobility Productivity Integration Guide

Grandstream Solutions for Education

Video Conferencing Videos

[Grandstream's Video Conferencing Solutions]

[Grandstream's GVC3200 Video Conferencing Solution]

[Grandstream VideoTalk: Collaboration Solutions]

[Grandstream's GVC Business Conferencing Solutions]

[Deployment Scenarios of the New GVC3210]

[GVC3202 Video Conferencing System from Grandstream]

[Grandstream's GAC2500 Android Conference Phone]

Video Conferencing Solution Blogs

- How to Cater Grandstream Collaboration Solutions for Business of All Sizes
- Why Your Video Conferencing Solution Should be Mobile-Friendly
- Video Conferencing is More Popular Than You Think
- Don't Just Communicate - Collaborate
- Growing Trends of Video Conferencing
- IPVideoTalk: Breaking Down Adoption Barriers to Video Conferencing

IPVideoTalk

Case Studies

Asia Pacific Land Case Study

"It's been a year since the integration of the GVC3202 and IPVideoTalk with continued success and satisfaction from APL. Grandstream's video conferencing solution has helped APL's communication strategy by unifying their globally-disperse business and increasing their overall communication experience. The GVC3202 and IPVideoTalk exceeded all of APL's expectations."

Click to View Case Study

ASIA PACIFIC LAND

Business: Real estate investment and asset management firm

Location: Japan and Los Angeles

Problem: It was becoming difficult to use Skype for Business to communicate with people outside the company as many were using different platforms that did not support Skype. The lack of cross-platform compatibility caused a major problem as it hindered communication efforts.

Requirement: It had to be able to integrate all different types of communication technologies, allow easy conferencing between their global offices, and high video resolution.

Solution: GVC3202, IPVideoTalk

eMentalist Case Study

Click to View Case Study

eMentalist

Business: Recruitment and outsourcing agency

Location: HQ in India and an office in London

Clientele: They help businesses find outsourced, offshore talent to fulfill business objectives

Requirement: Ideally, they wanted to continue to use Skype but also have access to a video platform that could support popular apps and third party platforms that their clients use.

Solution: GVC3210, high-end video conferencing solution that runs on Android and therefore allowed them to utilize Skype and any other Android app while doing it on a much more powerful device.

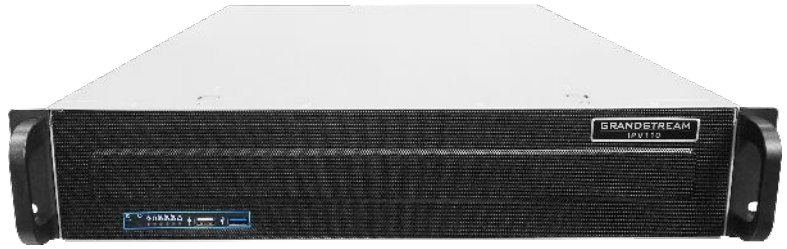
Grandstream Solutions

Industry Deployments: Enterprise IT Help Desk

Many enterprises are offering “IT Help Desks” through the form of video conferencing to offer employees instant gratification and allow IT teams to troubleshoot issues remotely. This saves everyone time and increases efficiency and productivity.

Industry Deployments: Customer Service

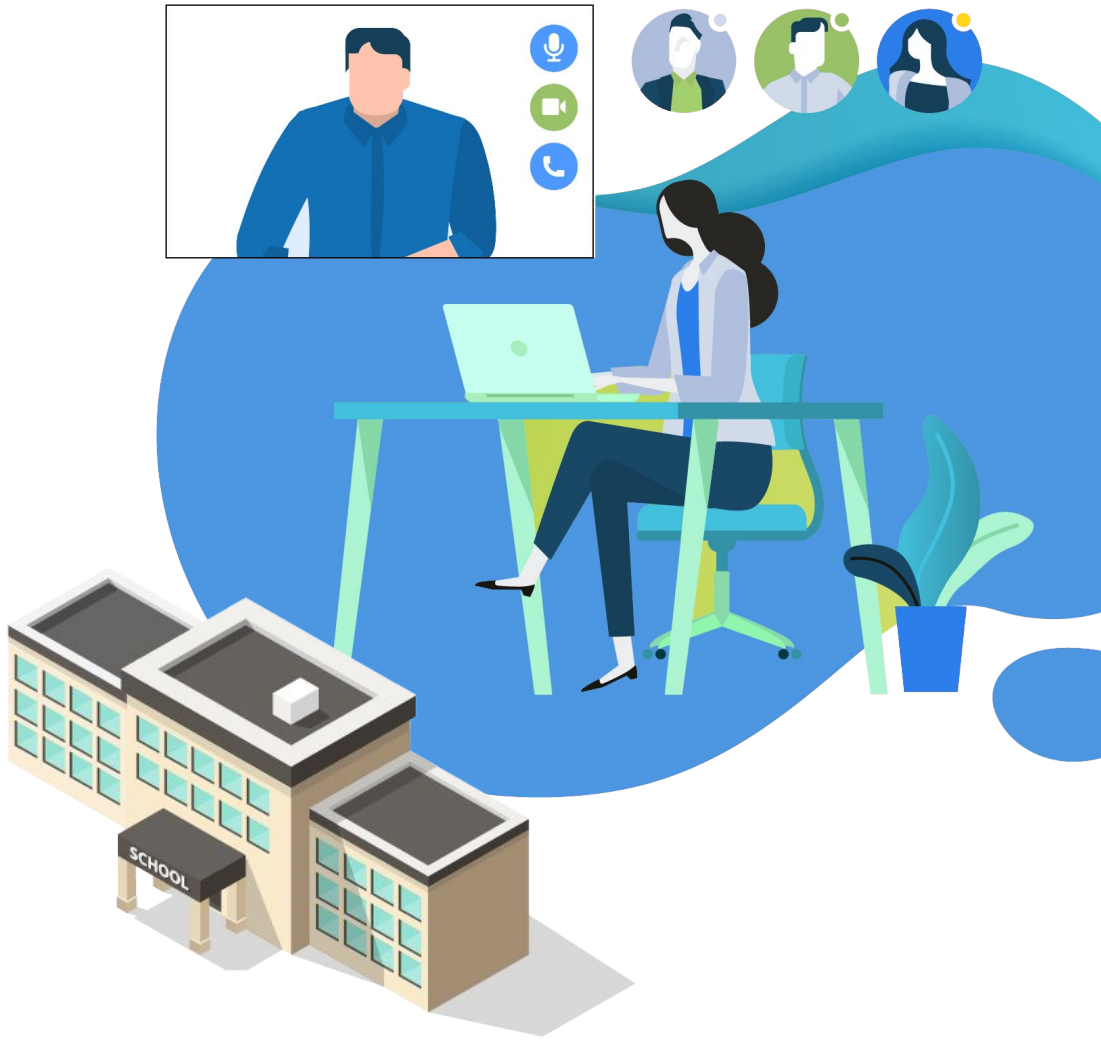
IPVideoTalk



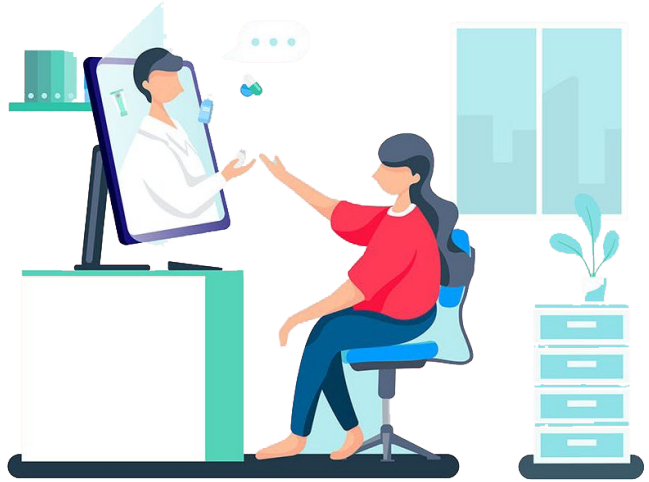
For many brands, especially luxury brands, customer service is as important to their business as anything else. For these businesses, the customer experience is the core facet of the brand and one of the ways they connect with customers and enforce the perceived quality of the brand. Many brands are utilizing video collaboration to take their customer service to the next level. Rather than a vague and impersonal chat or phone call, video conferencing allows brands to connect face-to-face with customers to truly engage and show support to the customer through the web.

Industry Deployments: Education

With limited time and resources, the educational sector needs to do everything it can to maximize those areas while also improving the quality of the learning experience. Elementary schools all the way up to colleges and universities are using video conferencing to incorporate remote guest speakers or teachers. They also combine classes in different physical locations for special sessions, projects and group learning, as well as numerous other ways to allow students access to opportunities outside the physical school. Video conferencing also offers schools a great way to record classes for future use and training purposes.



Industry Deployments: Medical



The medical industry is not only one of the largest consumers of video conferencing but they also utilize video in some very unique ways. Some hospitals use video conferencing to provide interpreters for non-English speakers. In addition, hospitals all over the world are using video conferencing to stream and record live surgeries. This allows doctors to consult with other doctors during procedures, allows for recording of procedures for legal and training purposes, and also offers a powerful live-training tool for doctors and nurses.

Industry Deployments: E-Learning

The e-learning industry is booming, and that is thanks to powerful video collaboration tools. Video conferencing allow tutors, music teachers and chefs to teach a class or consult with anyone from anywhere, offering them a global service reach, maximum efficiency, and huge savings on travel costs. Simply set up a video conferencing device and hold the class through the web. For students, this allows them to access personalized and customized educational resources from the familiar surrounding of their own home.

Benefits

- Greater student engagement
- Record and stream classes and lectures
- Combine classes for group learning and special projects

The Ideal Solution for Every Room

Large or Medium Conference Rooms

Huddle Rooms and Smaller Spaces

Desktop, Remote & Mobile

GRANDSTREAM

CONNECTING THE WORLD

THANK YOU

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