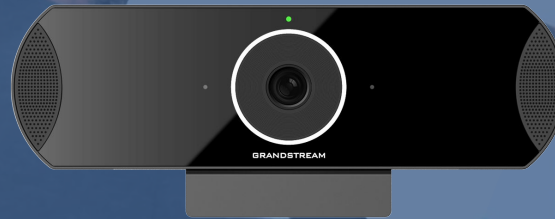




GRANDSTREAM
CONNECTING THE WORLD



**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

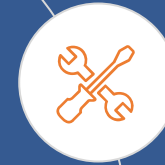


GVC3200

Video Conferencing System



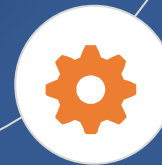
- Android 4.4 with support for SIP video calling and more



- 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



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

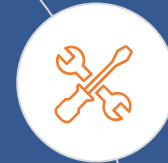


GVC3210

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



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



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

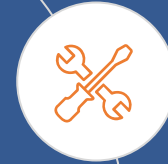
Not Officially Launched
Optional Accessory: GMD1208



IPVT10 Enterprise Video Conferencing Server



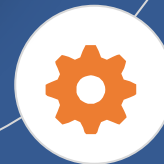
- Up to 120 video feeds and 300 participants across all conference sessions



- 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



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 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 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 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



Audio Conferencing Systems



GAC2500



GAC2570

Not Officially Launched



GMD1208

Not Officially Launched

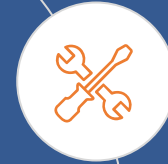


GAC2500

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



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



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

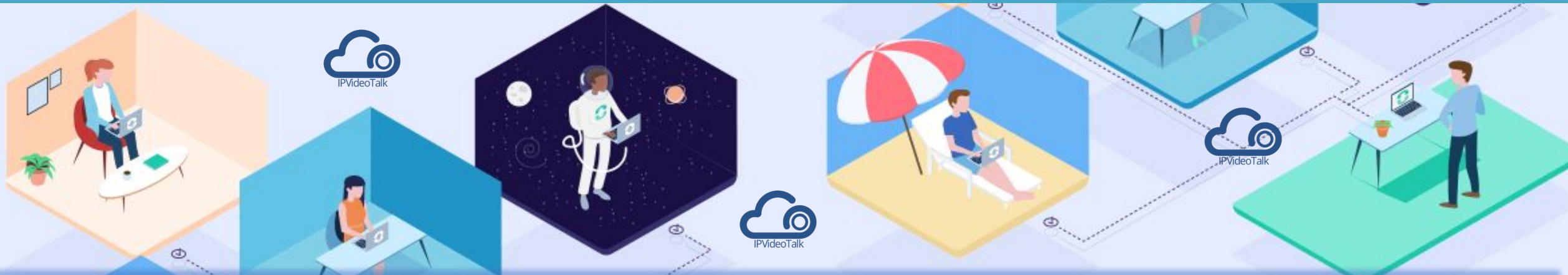
Talking Points: Discussing With Customers

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.

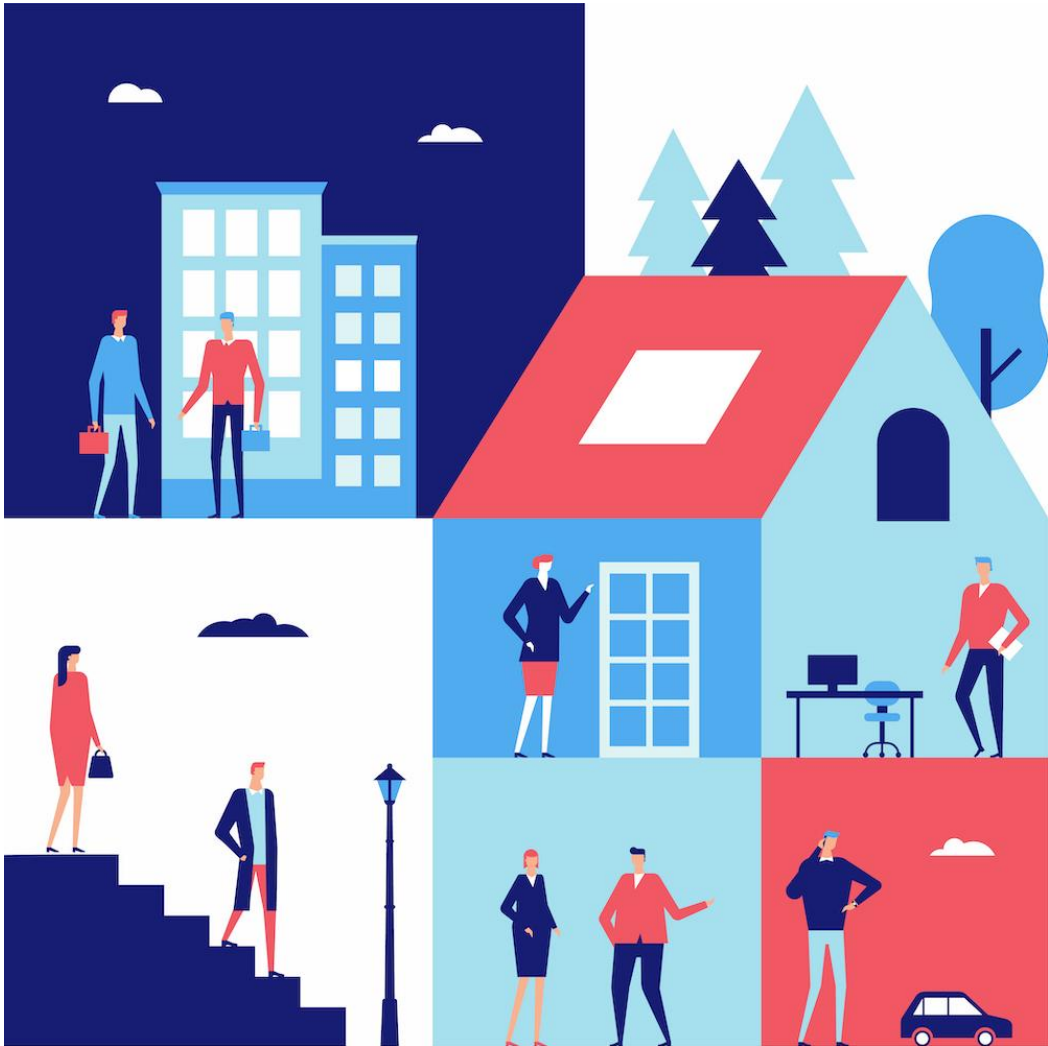
“ You can host meetings with workers in different locations and still achieve intimate interactions that help cultivate working relationships. No longer are meetings action-less and boring, but are rather proactive and engaging. With Grandstream’s video conferencing solution, remote workers can enjoy 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:

SIP
and
H.323

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



On-Premise Video Conferencing Solution

About IPVT10

IPVT10 is an on-premise video conferencing server designed to manage an entire business needs under one network. It's built for enterprises with multiple locations who require a collaboration solution to connect remote employees, external customers or anyone of IPVT10 features an array of customization options to make meetings more productive, access-device options, strong security protocols as well as advanced control tools to conferencing.

Product Positioning

Many businesses prefer a powerful, on-premise conferencing solution to a cloud-based platform—that's where solutions like IPVT10 come in. IPVT10 provides an on-premise video conferencing server that allows businesses to build a customized conferencing platform with strong security options. It allows users to have complete control of their conferencing solutions by centralizing it all onto one network while limiting reliance on external cloud platforms. Thanks to its flexibility and powerful performance, IPVT is the ideal choice for large video conferencing deployments.

- 300 participants
- Multiple access devices
- 1080p FULL HD Video
- Complete Security

Competitive Features

- Built for high-capacity use with participants & 10 conference s
- Audio and video recording with in memory
- Powerful video resolution of 120 video feeds and 300 parti
- Real-time video and screen sh 1080p30 resolution
- Facebook & YouTube Live inte
- Customized meeting reports f productivity
- We make accessing meetings integrating with multiple devi
- Strongest security protocols fo conferencing experience

Highlights

Registrants & Simultaneous Sessions	Up to 300 registrants and 10 simultaneous sessio
Video	Up to 120-way @ 1080p
Audio Codes	Opus, G.722, G.711a/l, up to 48kHz wide-band audio
MCU	H.264/VP8 1080p30
Registered Devices	Up to 10,000
Devices Supported	PC/Mac, Android/iOS mobile devices, GVC video conferencing, G PSTN trunk, or SIP PBX
Security	HTTPS and WSS/OTLS-SRTP encryption for WebRTC, and TLS/SRTP



GVC Series Video Conference Solutions

About the GVC Series

The GVC3200 series empowers businesses with the benefits of video collaboration in a user-friendly, flexible and affordable package. Each GVC comes equipped with exceptional audio and video quality, powerful optical zoom fully-immersive meeting experience. Each device runs on the Android™ operating system with support for a wide variety of video applications, and the GVC3200 and GVC3202 include H.323 for compatibility with third-party video conferencing systems.

Product Positioning

The video conferencing market is diversifying and is no longer only for enterprises with deep pockets. To meet the needs of businesses of all sizes, Grandstream engineered the GVC3200 series video conferencing systems to provide devices with powerful features, an easy-to-use Android interface, sleek design and affordable price point. Every business deserves the power and collaboration offered through video conferencing.

Competitive Features

- Flexible platform supports SIP video calls, direct IP calls, Android apps and cloud services
- H.323 support for compatibility with third-party systems
- User-friendly interface modeled after Android for intuitive control by all users
- No multi-point licensing fees required on the GVC3200 or GVC3202
- Industry-leading 1080p resolution standard, up to 4k resolution on the GVC3210
- Easy installation with all-in-one design and free mounting kit included



GVC Series Product Family

	GVC3200	GVC3202	GVC3210
MCU & Video Resolution	4-way 1080p 5-way 720p 9-way VGA	2-way 1080p 3-way 720p & VGA	Point-to-Point, all Multi-point based on cloud platform
Cloud Platform Required for Multi-point	No - Optional	No - Optional	Yes
Operating System	Android 4.4	Android 4.4	Android 6.0
H.323 Integrated	Yes	Yes	Yes
Mic/Speaker Included	Yes - GAC2500	Yes - GAC2500	Built-in Mic/Speaker
Lens	1.2x zoom, wide	9x zoom, wide	3x zoom, wide
Video In	1x HDMI/VGA	1x HDMI/VGA	1x HDMI
Video Out	3x HDMI	2x HDMI	2x HDMI



IPVideoTalk is Grandstream's video, audio and web conferencing platform. This innovative cloud-based service expands the power of the GVC series to connect with up to 100 meeting attendees. IPVideoTalk uses WebRTC technology to provide 1-click meeting joining with no plugins, and users can join meetings via web browsers, mobile apps or PSTN.



[GVC Series Sell Sheet](#)

[IPVT10 Sell Sheet](#)

E-Guides

Video Conferencing Overview Hardware and web service solutions



GRANDSTREAM
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Rethink Internal Communications with Video
IP Video Communication Deployments
from Grandstream

Dynamic. Collaborative. Engaging.

In this digital era, video is everywhere. We find its dynamic, collaborative, and engaging nature to be an important quality in the way we communicate. So, why haven't we adopted it within our working environments as well? Data shows that video viewership in enterprises outside of the US grew by more than 25% from 2015-2016 as more and more businesses are incorporating video in their internal communications. The time has come to rethink the way businesses communicate and pay close attention to the impact of video communications.

Grandstream is here to help you create dynamic IP video solutions, so let's explore the different IP video communication deployments we offer.

Video Solutions for Startups

If you haven't noticed, startups are blossoming left and right, and their prominent working culture is creating a demand for collaborative communication tools like video. Having video communication tools is important in startups because it facilitates its fast-paced, cross-functional culture.

A recommend endpoint for startups are video phones because they can provide the functionalities they need to thrive in their growing working culture. Some key features of our GXV series of video IP phones include:

- Runs on Android™ operating system
- 6 lines with up to 6 SIP accounts
- Audio and video conferencing
- Built-in camera for video calling via Android apps & SIP
- Bluetooth, WiFi and HDMI capable
- Capacitive touch screen
- Integrated PoE/PoE+

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GRANDSTREAM
CONNECTING THE WORLD

Grandstream Reseller's Video Conferencing Guide

Nothing Boosts Productivity More Than Video Conferencing

With the crazy, hectic and on-the-go nature of the modern world, it is more difficult than ever before for businesses to keep all employees engaged, connected and productive. As the workforce gets more spread out, new tools are needed to accommodate the changing conditions of the workplace. Enter video collaboration. This once up-and-coming, enterprise-level technology has now become a realistic, attainable, and reliable option for business of all sizes thanks to companies like Grandstream. Video conferencing empowers businesses to collaborate like never before, be more efficient, increase productivity and drive better business results. It is also easier-to-use, more powerful and more affordable than ever before.

Here at Grandstream, we offer a wide-variety of video conferencing solutions in order to provide the ideal option for every business, no matter their needs. This guide will break down our video conferencing options from a reseller's angle.



Video Conferencing with Grandstream
Check out our video to learn why
Grandstream offers the ideal conferencing
solution for any business

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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](#)



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](#)

A S I A
P A C I F I C
L A N D

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](#)



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.

AHP RECRUITERS NEEDED



eMentalist outsourcing services



Potential?
Provided.

Time never
sleeps



WHY OUTSOURCING SHOULD BE THE NEW MANTRA FOR SUCCESS?





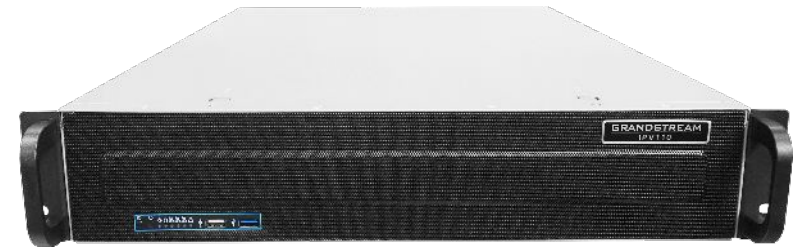
Grandstream Solutions

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

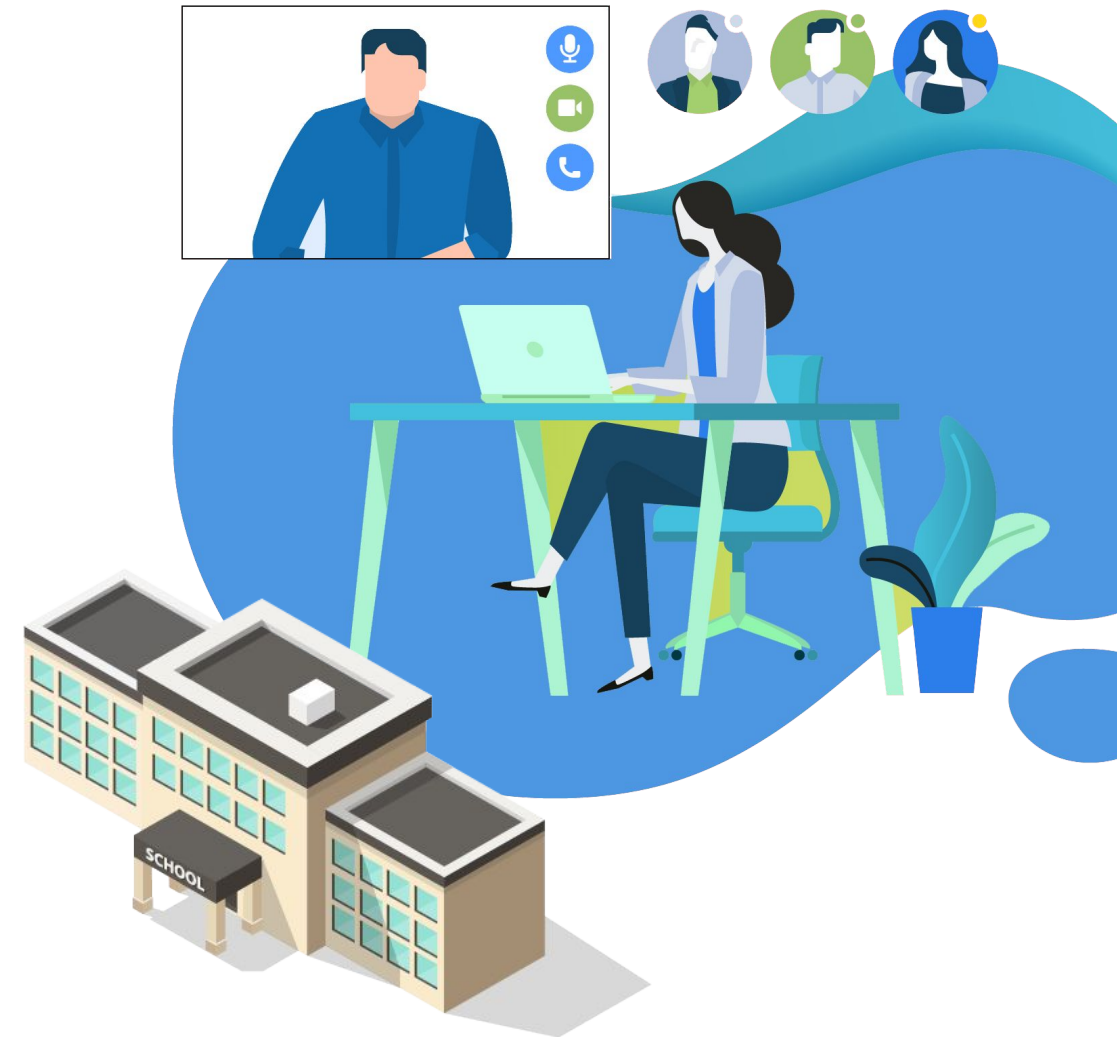


For many brands, especially luxury brands, customer service is as important to their business as anything else. For these businesses, the customer experience is the core facet of the brand and one of the ways they connect with customers and enforce the perceived quality of the brand. Many brands are 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.

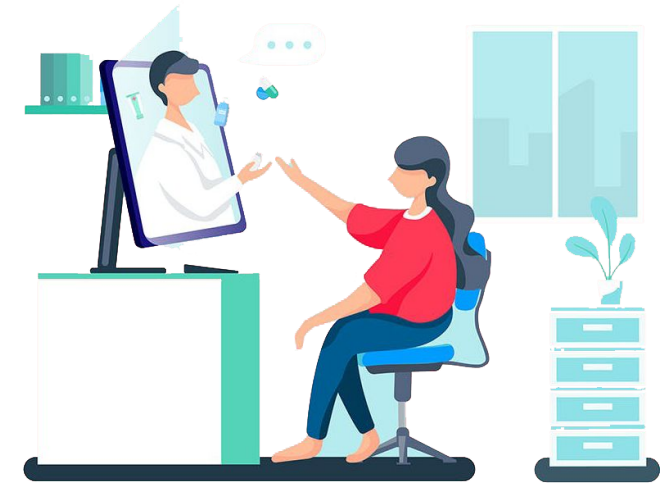
Industry Deployments: Education

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

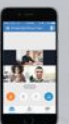
Large or Medium
Conference Rooms



Huddle Rooms and
Smaller Spaces



Desktop, Remote & Mobile





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THANK YOU

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