

Grandstream Remote Solutions Overview and New Product Showcase Q2 2020

Presentation By:

Chris Dow

Channel Sales Manager – United States



AGENDA

1. Who is Grandstream?
2. New Products
3. Upcoming Products
4. IPVT Enhancements
5. Vertical Solutions Examples
6. Partnering with Grandstream
7. Q & A





Founded in 2002

We have been manufacturing cutting-edge IP unified communications products for over 15 years

Over 600 Employees

Privately held with over 600 employees worldwide covering 9 global office locations

Serving Consumer, SMB and Enterprise Markets

Our award-winning solutions serve the small and medium business and enterprises markets

Comprehensive Product Portfolio

Over 50 IP Unified Communications products sold in over 150+ different countries



OUR MISSION

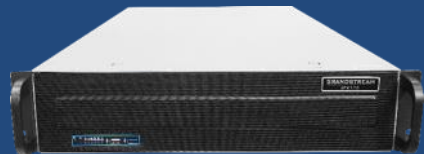
We believe in **connecting the world**

We believe every business, large or small, should have the tools to communicate from anywhere on any device

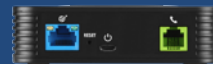
And we design products that make this belief become a reality...



Meetings & Conferencing



Voice and Video



Networking



WE EMPOWER BUSINESSES TO DO MORE



GRP Line “Carrier Grade”



GRP2612



GRP2613



GRP2614



GRP2615



GRP2616



GBX20




grp2610fw.bin

Single Firmware For All GRP

All GRP models use a unified firmware file.


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<gs_provision version="1">
  <mac>000b82000000</mac>
  <config version="1">
    <P1360>download</P1360>
    <P1361>s1ptests1ptest</P1361>
    <P1362>cz</P1362>
    <P1363>10</P1363>
    <P1364>0</P1364>
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Current Pcode-based Format

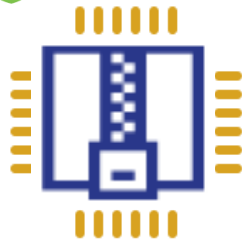
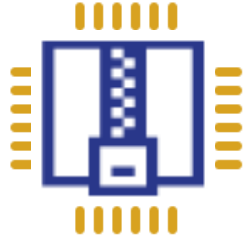


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<gs_provision version="1">
  <mac>000b82000000</mac>
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    </item>
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New Named-based Format

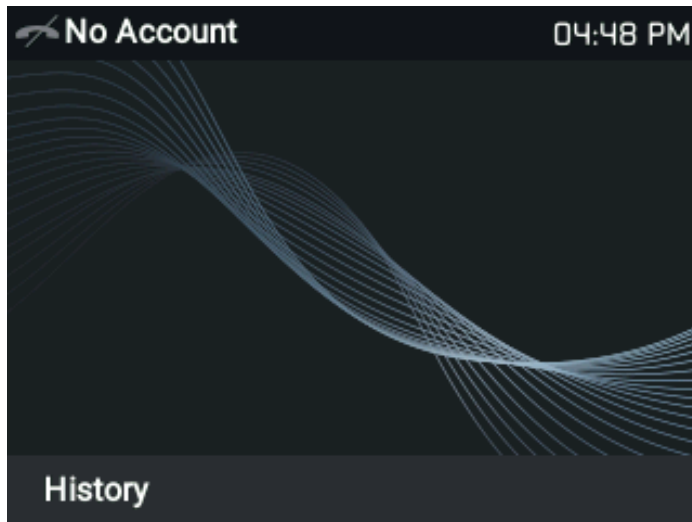
Name-Based Config XML

GRP supports name-based XML config files



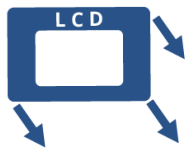
Dual-Image Firmware

For increased reliability, GRP supports dual-image firmware



New LCD User Interface

GRP has a new GUI design for the LCD with an increased refresh rate



Replaceable LCD Panel

GRP26XX has a replaceable LCD cover for private label. (Exception GRP2614)



3 model options

GRP2612 with PSU

GRP2612P with PoE

GRP2612W with
PoE & Wi-Fi

GRP2612/W/P

Carrier-Grade IP Phone

- 2.4" color LCD
- 2 SIP accounts and 4 multi-purpose line keys
- Up to 16 virtual multi-purpose keys
- Dual switched auto-sensing 10/100 Mbps Ethernet ports
- HD audio and OPUS support
- Enterprise-level protection including secure boot, dual firmware images, and encrypted data storage
- Wi-Fi option with GRP2612W and PoE option with GRP2612P

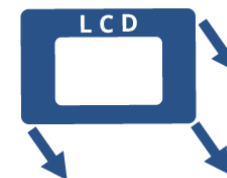
GRP2613

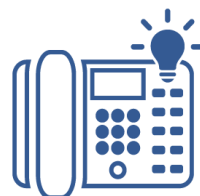
Carrier-Grade IP Phone

- 2.4" color LCD
- 3 SIP accounts and 6 multi-purpose line keys
- Up to 24 virtual multi-purpose keys
- Dual switched auto-sensing 10/100/1000 Mbps gigabit Ethernet ports with PoE
- HD audio and OPUS support
- Enterprise-level protection including secure boot, dual firmware images, and encrypted data storage



3 LINES





GRP2614

Carrier-Grade IP Phone

- 2.8" color LCD, 2.4 inch color LCD for digital BLF/SD
- 4 SIP accounts and 4 multi-purpose line keys
- Up to 40 virtual multi-purpose keys
- Dual switched auto-sensing 10/100/1000 Mbps gigabit Ethernet ports with PoE
- HD audio and OPUS support Integrated dual-band Wi-Fi
- Enterprise-level protection including secure boot, dual firmware images, and encrypted data storage

GRP2615

Carrier-Grade IP Phone

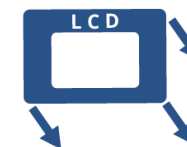
- 4.3" color LCD
- 5 SIP accounts and 10 multi-purpose line keys
- Up to 40 virtual multi-purpose keys
- Dual switched auto-sensing 10/100/1000 Mbps gigabit Ethernet ports with PoE HD audio and OPUS support Integrated dual-band Wi-Fi
- Extension module support
- Enterprise-level protection including secure boot, dual firmware images, and encrypted data storage



Support for up to 4 cascaded expansion modules



10 LINES

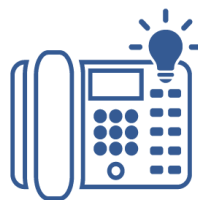
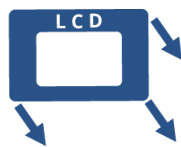




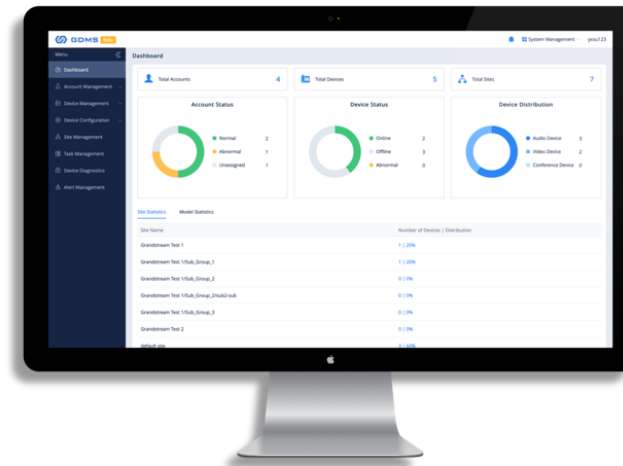
GRP2616

6-Line Carrier Grade

- 4.3" Color LCD screen
- 2.4" Color additional LCD screen
- 6 line keys, 6 SIP accounts
- Gigabit network port, PoE
- Wi-Fi & Bluetooth
- Opus support



GDMS

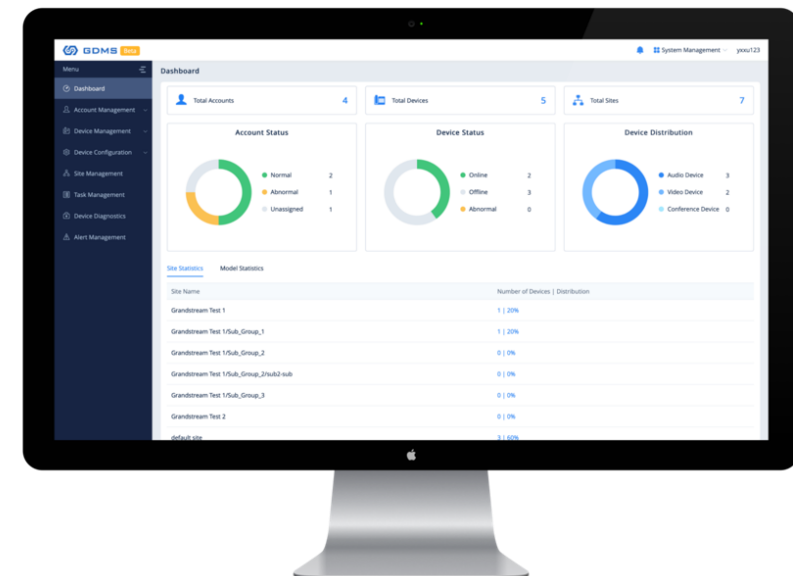


GDMS



Grandstream Device Management System

GDMS provides a centralized interface for enterprises, channel partners and multi-site businesses to monitor, manage, and provision large-scale deployments of Grandstream devices.





Public Cloud Service

- No setup required
- Accessible from anywhere
- Distributed servers in multiple regions (United States and Europe)

Convenient Configuration & Provisioning

- One-stop administrative site to manage and configure all endpoints.
- Batch configuring device SIP accounts, device parameters.



Unified Deployment & Device Management



- Manage all devices located in different sites and provisioning them by model, site, or custom groups.
- Schedule tasks such as provisioning and upgrading firmware.

Real-time Monitoring & Alert

- Monitor account register status, call status/quality and etc.
- Receive alert notifications upon detecting abnormal device status.



Intelligent diagnostic

- One-click debugging: Easily collect system logs, network captures, and traceroutes
- Analysis diagnostic results(Pending)

Powerful API and Local Deployment

- Using the API, you can quickly integrate the management of devices into any system.
- Local Deployment (Pending)





GDMS



Sites/Group Management

- Divide devices into multiple sites
- Divide devices into multiple groups and use grouping template to manage



Firmware Management

- Provide Official firmware list
- Support to upload custom firmware and upgrade devices



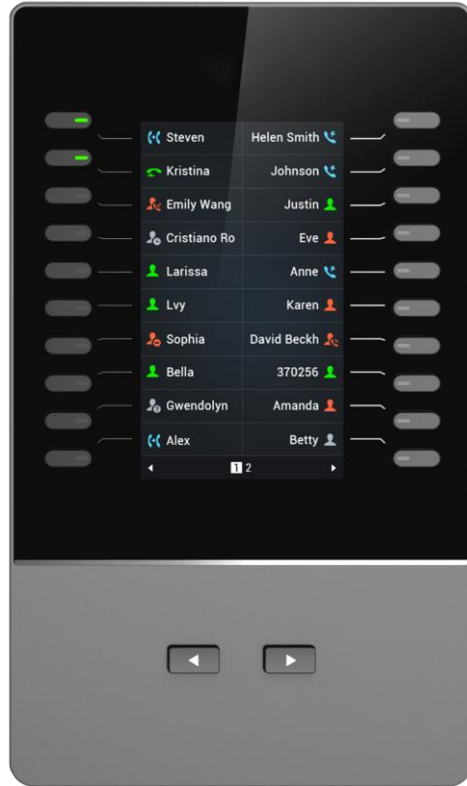
Schedule Task

- Multiple forms of tasks (immediate, scheduled time, circular tasks)
- Multiple tasks: account configuration, parameter configuration, firmware upgrade, restart, restore to factory, etc.



Multi-privilege management

- Allocate permissions by roles
- Separation management by sub organization



GBX20

Extension Model

- Compatible with Grandstream IP Phones: GXV3350 & GRP2615
- 20 per page (each module contains 2 pages, for up to 40 lines per module, up to 160 with 4 daisy-chained modules)
- 4.3 inch (480x272) TFT color LCD
- Local GUI with animation driven from the host GRP2615 or GXV3350 phone; Multiple line/call appearances
- GBX20 firmware is upgraded by direct network download through host phone (GRP2615 or GXV3350)'s network connection and firmware upgrade setup (GDMS)

New Products



GXV3350



GXV3380



16 LINES



GXV3350

6-Line Carrier Grade

- 16 lines with up to 16 SIP accounts
- Built-in mega-pixel, camera for video calling with privacy shutter
- Runs on the Android 7.0 operating system
- Built-in Bluetooth for syncing with mobile devices and connecting Bluetooth headsets
- Dual-switched auto-sensing 10/100/1000Mbps network ports
- Integrated dual-band Wi-Fi (2.4GHz & 5GHz)
- Built-in PoE/PoE+

GXV3380

High-End Smart video Phone for Android™

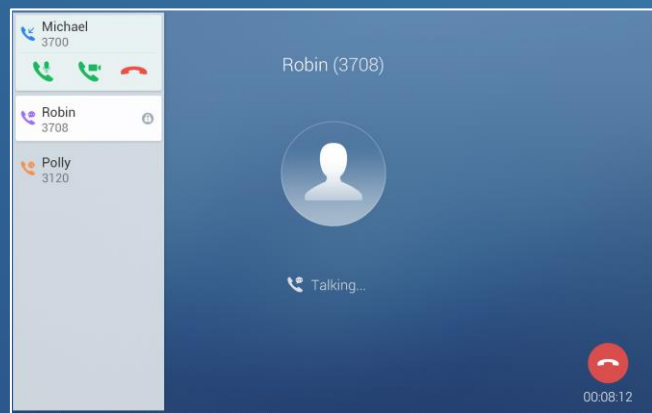
- 16 lines with up to 16 SIP accounts supported
- Built-in 2 megapixel camera for video calling with privacy shutter
- Runs on Android 7.1.1 operating system
- Built-in Bluetooth and dual-band Wi-Fi
- Dual-switched auto-sensing Gigabit ports with built-in PoE/PoE+
- Dual-mic HD speakerphone with advanced echo cancellation
- 8" capacitive 10-point touch screen
- 7-way HD audio conferencing & 3-way 1080p 30fps HD video capability



16 LINES



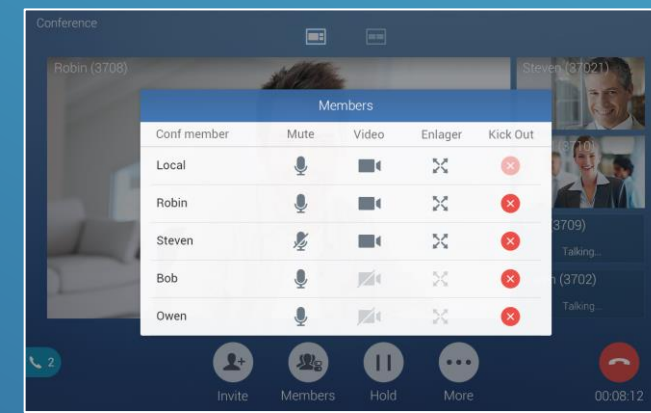
GXV3380 User Interface



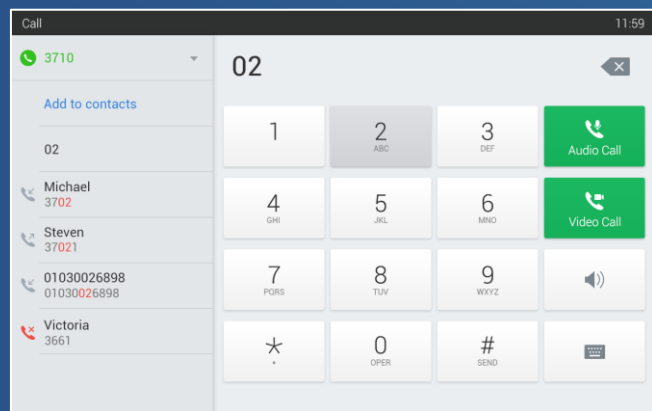
Audio Call



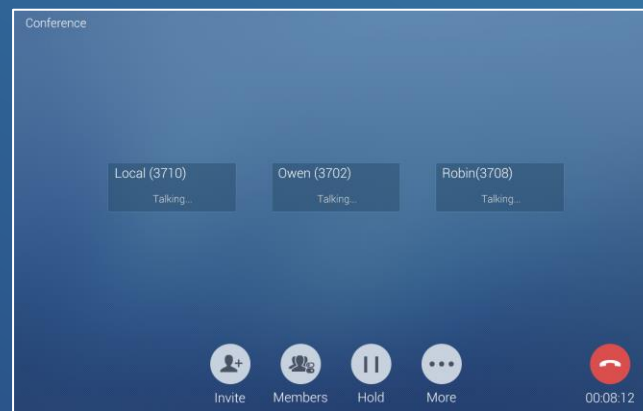
Three-Way Video Conference



Conference Control



Dial Pad



Three-Way Audio Conference

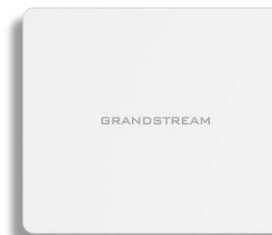


Conference Video Recording

New Products



GWN7630LR



GWN7602



GWN Manager



WP810

GWN7630LR

Long-Rang Wi-Fi AP

- IP66 weatherproof
- Dual-band 4x4:4 MU MIMO
- 2.33GBps throughput
- 200+ concurrent clients
- 300 meter range





GWN7602

Mid-Tier Wi-Fi AP

- 3 network ports to provide devices with ethernet
- Uplink gigabit network port
- Dual-band 2x2:2 MU MIMO
- 100 meter range, 80 clients

GWN Manager

Wi-Fi Management Software (FREE)

GWN Manager is a software-based management platform for Grandstream access points, typically deployed in the customer's private network. This flexible, scalable solution offers the same simplified configuration and management options as GWN.Cloud, however delivered in software form. Keep an eye on the network's performance with real-time monitoring, alerts, statistics and reports that can be viewed using a web browser or the mobile application.



- Complete scalability
- Network-based AP management
- Real-time Wi-Fi AP and client monitoring
- Bank-grade TLS encryption from end-to-end
- X.509 certificate-based authentication
- Built-in captive portals



WP810

Cordless Wi-Fi Phone

- 2 lines, 2 SIP Accounts
- Rechargeable 1500mAh battery, 6-hour talk time, 120-hour standby
- HD voice & dual MIC design
- Configurable button for push-to-talk
- Dual-band Wi-Fi
- Micro USB port and 3.5mm headset jack

Upcoming Products



UCM63XX



GSC3570



GSC3615



GSC3610



UPCOMING
PRODUCT

UCM63XX

Enterprise-Grade Unified Communication Solution

- Three Gigabit auto-sensing RJ45 network ports with integrated PoE+
- Based on the latest Asterisk version 16 open source telephony operating system
- Compatible with GDMS for cloud setup, management, and monitoring
- Built-in call center suite and call queue for efficient call traffic management
- Enhanced features for work from home setups



HD Intercom & Facility Control Station

- 7-inch 1024x600 capacitive touch screen
- Dual-band 802.11ac Wi-Fi
- 4x alarm input ports
- 1x alarm output port
- 4 SIP accounts
- Full-duplex 2-way HD audio with advanced echo cancellation





GSC3610

Infrared Weatherproof Dome Camera

- Smart infrared technology for optimal white balance and exposure
- Supports alert notifications via outbound voice or video call & email screenshot
- Primary stream 1920x1080 and secondary stream 640x480
- Supports motion detection



UPCOMING
PRODUCT

GSC3615

Infrared Weatherproof IP Camera

- Smart infrared technology for optimal white balance and exposure
- Supports alert notifications via outbound voice or video call & email screenshot
- Primary stream 1920x1080 and secondary stream 640x480
- Supports motion detection





Try IPVideoTalk Meeting for your video calls

www.ipvideotalk.com



- Remote team meetings, webinars, virtual classrooms, telehealth consultations, online fitness classes, etc.
- Meet anywhere, any time on nearly any device
- Up to 150 participants and 49 video feeds
- **FREE Basic Plan: 50 participants, 49 video feeds**
- Attend on PCs, Macs, Android & iOS Devices
- Screen-sharing, private & group chat, recording, webinars, PSTN/VoIP dial-in and more
- Expand to integrate with GVC series





Business / Enterprise

Web Meetings and Video Conferences



Remote VoIP Solutions with Easy-to-Use Devices



Wi-Fi Access & Remote Device Management





Education



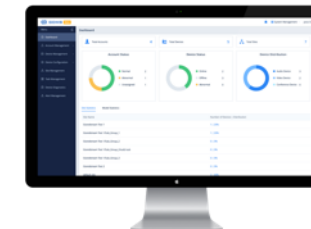
Virtual Classrooms



Remote Access to School Phone Platform



Remote Device Config & Management





Healthcare



Telehealth Solutions & Web Staff Meetings



Record Procedures / Involve Remote Doctors



Ensure Doctors & Nurses are Always Reachable





Government



Formal Web Meetings & Video Conferences



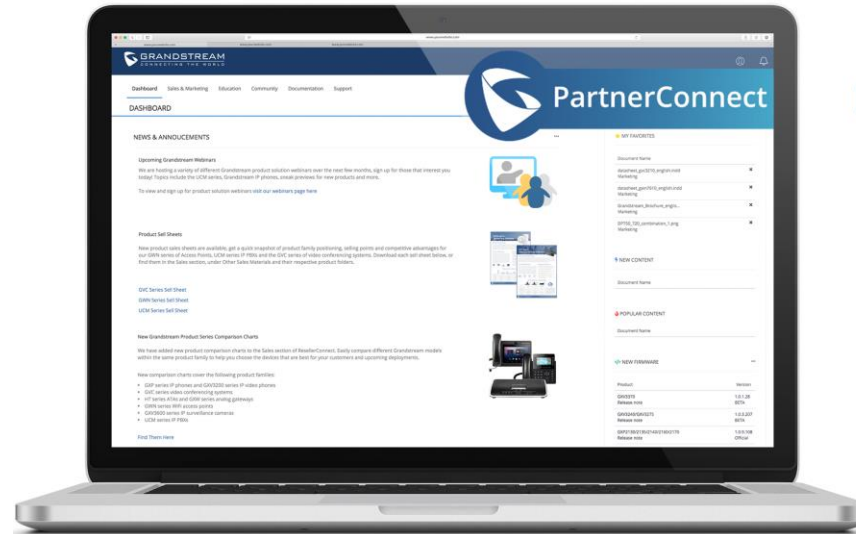
Room-based Systems for Critical On-Location Staff



Keep Remote & Travelling Personnel Connected



partnerconnect.grandstream.com



PartnerConnect
is Grandstream's
exclusive portal for our
global community of
partners.



Priority Technical
Support



Sales Tools &
Marketing Materials



Exclusive Partner News
& Updates



Community
Engagement



Training & Education

Materials You Should Be Using

Comparison Charts



Model	GVC3200	GVC3202	GVC3210
MCU & Camera	All-in-one	All-in-one	No MCU
MCU	4-way 1080p 5-way 720p 9-way VGA	2-way 1080p 3-way 720p & VGA	No MCU: Point-to-point 4k Multi-point based on cloud platform
Resolution	Up to 1080p (30fps)	Up to 1080p (30fps)	Up to 4k (30fps)
Cloud Platform Required for Multi-point	No - Optional	No - Optional	Yes
Video In	1x HDMI/VGA	1x HDMI/VGA	1x HDMI
Video Out	3x HDMI	2x HDMI	2x HDMI
Lens	12x zoom, wide	9x zoom, wide	3x zoom, wide
Operating System	Android 4.4	Android 4.4	Android 6.x
H.264 Video	Yes, (H.264) (MP) (BP)	Yes, (H.264) (MP) (BP)	Yes, (H.264) (MP) (BP)
H.265 Video	Yes	Yes	Yes
Bluetooth/Wi-Fi	BT, Wi-Fi dual-band	BT only	BT, Wi-Fi dual-band
Content	1080p	1080p	1080p
Remote Control	BT & Smartphone	BT & Smartphone	BT & Smartphone
Mic/Speaker Included	Yes - GAC2500	Yes - GAC2500	Built-in Mic/Speaker

Battle Cards

DP722/730/752 DECT Wireless

In environments where roaming free while making and receiving calls is a necessity, the DP722/730 is the go-to-choice. Up to five DP722/730 handsets are supported on each DP752 base station while each DP722/730 supports a range of up to 350/400 meters outdoors and 50 meters indoors from the base station. When paired with Grandstream's DECT Base Stations, the DP722/730 offers a powerful cordless DECT solution for any business or residential user.

- Competitive Features**
- 10 lines, 10 SIP accounts
 - DECT authentication & encryption technology
 - 3-way audio conferencing
 - Rechargeable battery
 - Speaker-phones with HD acoustic chamber and echo cancellation
 - Configurable push-to-talk button
 - HD audio; Full duplex speakerphone



	DP730	Feature W32P	DP722	Feature W32P
Battery Capacity	1500mAh, 3.7V Li-ion	1400mAh, 3.7V Li-ion	800mAh, 3.7V W-400 AAA x2	800mAh, 3.7V W-400 AAA x2
Battery Life	400h Talk 500h Standby	300h Talk 400h Standby	120h Talk 250h Standby	5-10h Talk 100h Standby
Port (Line)	Micro-USB port	Fixed USB cable	Micro-USB port	Micro-USB port
Charging (Power)	Micro-USB port or Cradle	Cradle Only	Micro-USB port or Cradle	Cradle Only
Charging Range	400m (with DP752 base station)	300m	350m (with DP752 base station)	300m
LED Backlight	2.4" 140x120 color	2.4" 140x120 color	1.8" 120x100 color	1.8" 120x100 color
Headset Jack	Adjustable	Fixed	Adjustable	Fixed
Programmable Softkeys	3	2	2	2
Dedicated Side Buttons	Volume, Push-To-Talk	N/A	N/A	N/A
Controls	Accelerometer & Gesture Control	N/A	N/A	N/A
Push To Talk	Supported (via softkey)	Not Supported	Supported by softkey	Not Supported
Custom Ringtone	Supported	Not Supported	Supported	Not Supported
Ring Group Mutes	Supported	N/A	Supported	N/A
Supervisor Management	Via Web UI	No	Via Web UI	No
Video	Supported	Not Supported	Not Supported	Not Supported
Base Station	DP752 and DP750, 10 SIP accounts/lines per system, up to 5 handsets, per/range button	Same base for W32P & W50P, 5 SIP accounts per system, up to 5 handsets, per/range button	DP752 and DP750, 10 SIP accounts/lines per system, up to 5 handsets, per/range button	Same base for W32P & W50P, 5 SIP accounts per system, up to 5 handsets

WP820 Enterprise Portable WiFi Phone

About the WP820

The WP820 is a portable WiFi phone designed for a variety of enterprises and vertical market applications, including retail, logistics, medical and security. This powerful, portable WiFi phone comes equipped with integrated dual-band 802.11 a/b/g/n WiFi support, advanced roaming, and integrated Bluetooth. By adding 7.5 hour talk time and HD voice with dual-MICs, the WP820 offers a powerful combination of features, mobility, and durability to suit all portable telephony needs.

Product Positioning

In environments where roaming free while making and receiving calls is a necessity, the WP820 is the go-to-choice. With advanced roaming support thanks to its dual-band WiFi technology, users can walk and talk with no restrictions throughout any office, warehouse, store, hotel, medical facility, construction site and more. The WP820 is designed for users who require mobility, durability and a powerful, interruption-free voice solution for dynamic environments.



Competitive Features

- Two lines, two SIP accounts
- Dual-band WiFi with outstanding antenna design and advanced roaming support
- Bluetooth for syncing headsets and mobile devices
- HD voice and dual MIC design
- Rechargeable battery with 7.5 hour talk time, 150-hour standby time
- Speaker-phones with HD acoustic chamber and echo cancellation
- Built-in push-to-talk and panic buttons
- Accelerometer for movement-based notification and alarm

WP820 Key Technical Specifications

WiFi	Dual-band 802.11 a/b/g/n
Lines/SIP Accounts	2 lines, 2 SIP accounts
Screen	2.4 inch (240x320) color LCD
Keys	Backlit keypad, 3 soft keys, menu pad, 7 function keys
Push-to-talk	One programmable push-to-talk or panic button
Bluetooth	Yes
Battery	Rechargeable, 7.5 hour talk time, 150-hour standby
Voice Codes	G.711, G.729, G.722, iLBC, Opus, in-band & out-of-band DTMF



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Presentations



GSC3510 SIP Intercom Speaker/Microphone



Grandstream Academy



academy.grandstream.com

The three certification levels include (from low to high):



Grandstream Certified Specialist (GCS)

- Intended for those who attend a standard certification training in any product category. This is typically for partial or full-day trainings without hands-on training.
- This basic level certification is meant to provide high-level knowledge on our products.
- Expiration is after 1 year.



Grandstream Certified Professional (GCP)

- Intended for those who attend an advanced certification training in any product category. This is typically for a full-day or two-day training, depending on the product type and is fully hands-on training with labs, configuration and testing.
- This advanced certification level is meant for handling complex installations and deployments using our products.
- Expiration is after 1 year.



Grandstream Certified Expert (GCE)

- Intended for Grandstream's Certified Partners, once a partner is trained and passes the Certified Expert level trainings they will be able to host and conduct their own certification trainings for their customers.
- Expiration is after 2 years.

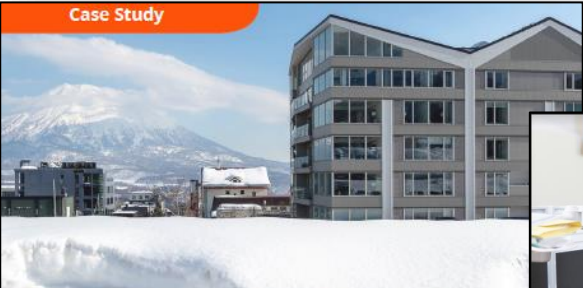
GCS GCP GCE UC Solution Networking B... Door Entry B... Video Confer... Active Non-Active									
Trainings(19)									
Session Number	Session Title	Level	Language	Solution	Instructor	Region	Registrants	Session Schedule	Active
GST2018-349	GCS UC -Adhoc Test only	GCS	English	UC Solution	Nathan Sharp	North America	16/50	07/11/2018 11:25AM - 12/02/2018 11:25AM	Active
GST2018-519	Certificación Especialista de la Serie GWN700X	GCS	Spanish	Networking S...	Yohan Suarez	Latin America	55/200	11/01/2018 04:26PM - 12/07/2018 11:55PM	Active
GST2018-557	Certificación Especialista de la Serie UCM6200/...	GCS	Spanish	UC Solution	Raul Salas	Latin America	85/200	11/19/2018 10:16AM - 11/25/2018 10:16AM	Active
GST2018-575	Certificación Profesional de Networking (Serie ...	GCP	Spanish	Networking S...	Francesco Tu...	Latin America	1/50	11/22/2018 06:00PM - 11/26/2018 12:00AM	Active
GST2018-581	GCS Grandstream Certified Specialist - FiberCon...	GCS	English	UC Solution	Jerry Kendall	North America	0/25	11/23/2018 09:30PM - 11/24/2018 12:30AM	Active
GST2018-576	Online (GCS)	GCS	Spanish	UC Solution	Sergio Ferna...	Latin America	1/50	11/26/2018 08:00AM - 11/30/2018 11:59PM	Active
GST2018-574	Certificación Avanzada Online UCM Platform (GCS)	GCS	English	UC Solution	Rafael Gonzá...	Europe, Midd...	0/50	11/26/2018 04:00PM - 12/13/2018 06:00PM	Active
GST2018-558	GCS Networking November 2018 Webinar	GCS	English	Networking S...	Angelo Gentili	Europe, Midd...	0/100	11/30/2018 11:00AM - 11/30/2018 01:00PM	Active




Grandstream Case Studies

We write case studies for you!


Case Study




**GRANDSTREAM**

Highlights of NISADE's Grandstream Solution:

- ✓ Complete redundancy
- ✓ 5-star guest experience
- ✓ Scalable & future-proof
- ✓ Streamlined management
- ✓ Easy-to-use devices



World-Class Ski Resorts in Japan Rely on Grandstream Solutions

**NISADE**
NISEKO ALPINE DEVELOPMENTS

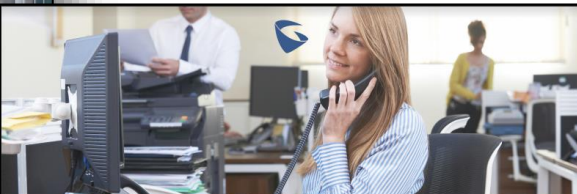
Niseko Alpine Developments (NISADE) is the developer, owner and manager of a family of world-class ski resorts in Niseko, Hokkaido, Japan. Their resorts offer the best skiing conditions in the world along with luxurious amenities, upscale options and 5-star guest rooms, suites, and penthouses.

Need: Build a Powerful Solution for all Communications


NISADE was looking to upgrade the communications platform at two of their resorts in Niseko - Hinzan and The Maples Niseko. Both properties were using analog technology, which not only limited their ability to communicate amongst staff but made it extremely complicated to install and maintain phone access in their guest rooms - which are spread throughout each property. This old technology was NISADE back from being able to offer a seamless guest experience and did not match the perception that they were a truly world-class destination.

The Solution: Grandstream

After considering many options, Mr. Cruz from NISADE decided to adopt a Grandstream solution for their two properties in Niseko. Using Grandstream's HT801, NISADE built an entire solution, including all management platforms and endpoints, from the same manufacturer. This saved a great deal of time and money and makes on-going maintenance much simpler.






Service Provider Relies on Grandstream ATAs to Deliver Reliable VoIP Platforms

**STRATANET**

The customer
StrataNet is a communications service provider providing internet, VoIP and video services to businesses and consumers throughout New Zealand.


The need
The company's customers are mostly based in rural areas where copper lines are poor quality yet very expensive. StrataNet was using Cisco Linksys ATAs to offer VoIP services to these rural customers, however they reported nothing but reliability problems with these devices and noted that around 50% of customer's experienced problems with them. The price of these devices continually increased from year-to-year and they required Cisco Call Manager software, which is expensive and difficult to maintain. StrataNet needed to find ATAs that would allow them to deliver reliable voice services that are easily accessible at a reasonable cost.



The solution
After testing Grandstream's HT series of ATAs, they switched all of their rural VoIP subscribers to the HT801 and continue to deploy it on an on-going basis.

The result
"We've now started supplying Grandstream as our primary vendor of ATAs (mostly HT801). Since the switch, our customers have been experiencing very reliable VoIP connectivity and our service calls have gone down significantly. With Grandstream, we now have very cost-effective hardware, and can internally manage the customer's SIP lines without the need for a separate management platform like with Cisco. Good job, Grandstream."

- Richard Mahoney, StrataNet

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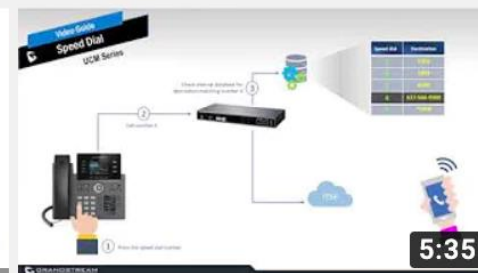
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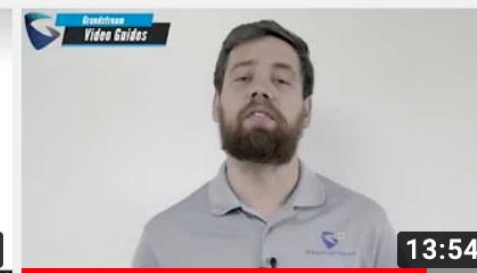
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THANK YOU

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