Grandstream Announces Interoperability Between Its

H.264 SIP Video Phone and Partners' Products

Internet Telephony Conference Spring 2006, Ft. Lauderdale, FL—January 25, 2006—Grandstream Networks today announced it has completed engineering interoperability tests between its new GXV-3000 H.264 based SIP video phone and the SIP products from a few partner companies.

Based on completed interoperability tests conducted by engineers from Grandstream and its partners, GXV-3000 works seamlessly with SIP soft client from Counterpath, IP-PBX or softswitch products from Digium, Netcentrex, and Pingtel.

 "With the exciting release of GXV-3000, Grandstream solved 2 critical issues that prevent video communications over public Internet from becoming a mass phenomenon: high cost of hardware terminal and delivery of high quality 2-way real-time video over modest bandwidth," said David Li, Grandstream's CEO. "GXV-3000's DSP optimized implementation of the latest H.264 video codec ensures high fidelity video quality at bandwidth between 64kbps and 1Mbps. Its attractive price point (MSRP $295) and broad interoperability with various 3rd party SIP products further makes this product stand out from the rest of the crowd. "

"The Grandstream product is one of the sleekest and coolest video phone products out there today," said David Michaud, CEO of Netcentrex, Inc. "It combines sound design with features that are fully supported by our market leading video calling VoIP application servers and frequently requested by our growing base of joint customers."

Digium™, the original creator and primary developer of Asterisk™, the industry's first open source PBX, is currently offering technical demonstrations of video conferencing with the GXV-3000 and its upcoming version of Business Edition, the professional grade version of Asterisk™.

"The launch of the GXV-3000 video phone underscores the reality that video and VoIP are here," said Mark Spencer, president of Digium and creator of Asterisk. "We see open source playing an integral role in making VoIP video conferencing an easy and cost-effective method of communicating face-to-face over distances."

"Pingtel's SIPxchange ECS is designed to handle enterprise real time communications and the new Grandstream GXV-3000 just worked out of the box", said Al Brisard, VP of Marketing. "Standards based SIP is the enabler of interoperability but the real value to the enterprise is ease of use, ease of deployment, and unprecedented choice of end points and capabilities."

"We are excited to provide H.264 communication ability between Grandstream GXV-3000 and CounterPath eyeBeam softphone users. Carriers and businesses now have access to the latest technologies and optimal performance when selecting video communication solutions," said Donovan Jones, Vice President, Sales and Marketing, CounterPath Solutions Inc.

The new GXV-3000 features an adjustable advanced VGA resolution camera sensor (with 1-touch ON/OFF switch for privacy control), a razor-thin 5"6-inch TFT color LCD with stunning picture quality (2-dimensionally rotatable to allow nearly all viewing angles), 5 navigation keys, 3 line indicators (each of which supports independent SIP account), visual voice/video message indicator, hands-free speakerphone with advanced acoustic echo cancellation, dual 10M/100M Ethernet ports (switch or router mode configurable), 2 USB ports, 2.5mm headset jack, and RCA style audio/video output jack to allow simultaneous video output to TV. In addition, it also supports video call Hold/Transfer/Forward, 3-way conference, audio mute and camera block, video phone book, mirror camera, picture-in-picture, 4xzoom (2xoptical plus 2xdigital), on-screen-display, auto focus and auto exposure, anti-flickering, video capture & save, configurable screen-saver pictures, downloadable music ring tones, and intuitive graphic user interface.

Grandstream is in the process of completing its' interoperability & compatibility tests with other major soft switch vendors. Notification of completion will be given on the appropriate vendors web sites or through their Partner Programs.

About Grandstream Networks

Grandstream Networks is a leading designer and manufacturer of innovative and highly affordable IP multimedia (voice/video-over-IP) devices for broadband networks. Built upon unique and proprietary technology, Grandstream's products deliver market leading superb voice and video quality, rich functionalities, high level compliance with industry standards, and most importantly, ultra-affordability and extraordinary values to consumer and corporate users. Grandstream Networks is a private company located in Massachusetts with offices in Los Angeles, Dallas and Shenzhen, China.

About Counterpath

CounterPath Solutions, Inc., formerly Xten Networks, Inc., is a developer of award-winning, high-quality, carrier-grade VoIP (Voice over IP) and Video over IP SIP softphones for service providers, cable operators, Internet telephony service providers, IP PBX manufacturers and OEMs. CounterPath's SIP softphones are available either pre-configured or as a software development kit (SDK), and provide VoIP (Voice over IP), Video over IP, IM (Instant Messaging), and Presence functionality. CounterPath's X Lite(TM) for Linux SIP Softphone recently received INTERNET TELEPHONY® Magazine's "Product of the Year" Award for 2005; eyeBeam(TM) - CounterPath's feature-rich SIP Video over IP softphone with IM and Presence - recently received both Communications Solutions® Magazine's and INTERNET TELEPHONY® Magazine's "Product of the Year" Award for 2004; CounterPath's Pocket PC SIP Softphone(TM) was recently named a 2005 Innovation Award winner from INTERNET TELEPHONY® magazine. With over 130 customers in more than 30 countries, CounterPath technology is deployed in more than 5,400,000 IP endpoints worldwide. For more information please visit www.counterpath.com.

About Digium

Digium is the original creator and primary developer of Asterisk, the industry's first open source PBX and Asterisk Business Edition, the professional-grade version of Asterisk. Used in combination with Digium's PCI telephony interface cards, Asterisk offers a strategic, highly cost-effective approach to voice and data transport over IP, TDM, switched and Ethernet architectures.

Digium provides quality hardware and software products that enable telephony applications including legacy PBX, IVR, auto attendant, next generation gateways, media servers and application servers. Digium also offers a full range of professional services including consulting, technical support and customer software development services.

About Netcentrex
Founded in 1998, Netcentrex has over 2.5 million VoIP lines in commercial service and has been recognized as the worldwide leader for Class 5 VoIP application servers. Netcentrex develops unique VoIP application server solutions that enable service providers to deliver advanced services for both the consumer and enterprise markets. Solutions include IP telephony, video telephony, Triple Play, IP Centrex, voice/video VPN, contact center and IVR services. All solutions are built on the same IMS compliant infrastructure that includes an application softswitch, media server, and provisioning and management systems.

About PingTel
Pingtel is reshaping the communications market by delivering the only 100% SIP-based enterprise class communications platforms that support the features and functionality required by today's and future business market. These award-winning products include Enterprise Communication Servers, SIP PBXs, SIP call managers/routers, and SIP softphones based on 100% SIP, 100% open source software. Offering enterprise-class communications applications under Linux-style subscription licenses, Pingtel combines the best attributes of open source development—low cost, adaptability and flexibility—with the reliable solutions and support enterprises require for voice applications. Pingtel's open source SIP PBX is the linchpin technology that will catalyze the movement of enterprise communications into the data center and away from purpose-built hardware. Like enterprise-grade Linux, this approach will drive commoditization of traditional telephony hardware and software and eliminate vendor lock-ins that keep prices high and limit innovation.