



FOR IMMEDIATE RELEASE

Grandstream and babyTEL Announce Interoperability

Grandstream and babyTEL announce interoperability with Grandstream's Gateway Series

Brookline, MA (March 17, 2008) - Grandstream Networks, a recognized leading manufacturer of high quality and affordable IP-PBX's, SIP trunking gateways, and IP voice and video solutions for the worldwide VoIP market announced today that their GXW4100 and GXW40xx gateway series have achieved interoperability with the SIP network of social VoIP pioneer babyTEL (www.babyTEL.ca). Both companies are pleased to announce the availability of babyTEL SIP Trunk and associated VoIP features bundled with Grandstream's enterprise gateways.

The combined product-service offering is certified interoperable by both companies, guaranteeing that babyTEL's carrier-grade VoIP service works seamlessly with the Grandstream's full line of gateways.

Grandstream's GXW series are advanced low-to-mid-density analog gateways with dual 10M/100M network ports, integrated routers, rich telephony features, comprehensive voice codec and fax support, flexible dial plan, and strong security protection that can be used for IP enabling traditional analog PBX or key systems, inter-branch-office voice/data communications, and as PSTN trunk gateways for software based IPPBX systems. Grandstream recently announced a new addition to the gateway series, the GXW4024 a 24-port FXS gateway. Slated for general availability in April, the GXW4024 features 24 FXS ports with both RJ11 and 50-pin Telcoconnector, auto-sensing 10M/100Mbps network port, carrier grade G.168 line echo cancellation, strong security protection, and support for RADIUS for billing processing and TR-069 for remote system management and provisioning. babyTEL will also bundle their services with this product.

babyTEL's Enterprise VoIP Service offers unparalleled features and creative fixed price packages compared with traditional telephone services. babyTEL's services were developed to meet the requirements of today's businesses that need to support virtual presences, multiple locations, satellite offices, mobile work force, and tele-workers.

"We are pleased to have achieved comprehensive interoperability with babyTEL on our market leading GXW40xx gateway series," stated David Li, CEO of Grandstream. "SIP trunking partners like babyTEL maximize the product's value by assuring full interoperability and premium quality IP call termination for our enterprise gateway customers. The babyTEL-Grandstream partnership represents our continued commitment to offering broadly interoperable and powerful IP voice solutions to the SMB market."

"This announcement represents babyTEL's continued commitment to enterprise VoIP," said Stephen Dorsey, President and CEO of babyTEL. "We are very pleased to have the opportunity

to work with a world-class organization like Grandstream. Our combined solution is loaded with valuable features and benefits and we look forward to supporting Grandstream dealers in offering a total telephone solution to the business community."

Grandstream encourages all users interested in learning more about their products and solutions to attend their IPPBX Certified Training Sessions at the VoiceCon Show in Orlando on March 17-19th and at the VON show in San Jose on March 18-19th. For more please contact marketing@grandstream.com.

About Grandstream

Grandstream Networks, Inc. is an award-winning designer and manufacturer of next generation IP voice and video products for broadband networks. Grandstream's products deliver superb sound and picture quality, rich telephony features, full compliance with industry standards, and broad interoperability with most service providers and 3rd party SIP based VoIP products. Grandstream is consistently recognized in the VoIP industry for their innovation, affordability and superior value in their products. Grandstream Networks is a private company headquartered in Brookline, MA with offices in Los Angeles, Dallas and China. For more information, please visit www.grandstream.com.

About babyTEL

babyTEL's core business is home and enterprise VoIP and is now pioneering VoIP and Social Networks with its Telephone application on Facebook. babyTEL is an established company with a 15-year track record of developing innovative and successful new telecom products and services, including the first platforms for the deployment of fax over IP in large-scale networks and networked unified messaging. Customers include major carriers and Fortune 10 companies. For more information, please visit www.babytelusa.com.

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