



FOR IMMEDIATE RELEASE

GRANDSTREAM CELEBRATES 10 YEARS OF INNOVATION & PROFITABLE GROWTH

Brookline, MA, (JANUARY 31, 2012) – [Grandstream Networks](#), the leading manufacturer of IP voice/video telephony and video surveillance solutions, announced today that they are celebrating the 10-year anniversary of Grandstream's entry into the IP telephony marketplace. Over the past ten years, Grandstream has grown to be a globally recognized provider and has transformed the IP voice and video endpoints landscape with innovative solutions that offer unrivaled features, flexibility, and price-performance competitiveness.

In 2002, Grandstream Networks was incorporated in Delaware, USA and started out with under 10 employees developing commercial quality yet affordable IP phones and analog telephone adapters (ATA). It began product shipping in 2003 and was the first manufacturer to bring to market a sub-\$99 IP phone and ATA. The products were instant hits and the company became profitable in its first year of product shipment and ever since.

Since its launch, Grandstream continuously expands its product portfolio and has become a comprehensive solution provider with over 40 product models including ATAs, IP phones, gateways, an IPPBX, video phones, and more recently, IP video surveillance cameras with built-in SIP/VoIP capability. Today, it is a fast growing international business with 400+ employees and 7 offices worldwide, millions of deployed products globally, 9 years of profitable growth at an average CAGR (compound annual growth rate) of over 50% in sales with near-zero debts since 2003. Most recently in 2011, Grandstream enjoyed a record year in revenue and volume with unit shipment growth of 47% over the previous year.

Recognized for its excellence in the industry, Grandstream has been honored with numerous prestigious awards by leading organizations including nine consecutive years of receiving TMC *Internet Telephony* magazine Product of the Year or TMC Lab Innovation or ITExpo's Best of Show Awards, Deloitte Technology Fast 500 and Inc. 500/5000, to name of few.

"We're very proud to celebrate this landmark achievement as it represents Grandstream's vigor in the ever changing IP communications marketplace," said David Li, founder, Chairman & CEO of Grandstream. "We thank our valued partners who have helped us develop products with significant market relevance. The industry shows no signs of slowing down and neither will Grandstream as we continue to invest in R&D and create innovative products to satisfy the evolving needs of our fast expanding global customer base."

To thank Grandstream partners, customers and supporters and help them share in our celebration, connect with us on [Facebook](#) and [Twitter](#) as we will soon be announcing free

giveaways and promotions throughout the year.

About Grandstream Networks

Founded in 2002, Grandstream Networks is the leading manufacturer of IP voice/video telephony and video surveillance solutions. Grandstream serves the small-to-medium business and consumer markets with innovative products that lower communication costs, increase security protection, and enhance productivity. Our open standard SIP-based products offer broad interoperability in the industry, unrivaled features, flexibility, and price-performance competitiveness. Visit www.grandstream.com for more information or connect with us on [Facebook](#), [LinkedIn](#) and [Twitter](#).

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GRANDSTREAM CONTACT

Phil Bowers

marketing@grandstream.com

617-566-9300