



NEWS RELEASE

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Grandstream Networks SIP Phone Solution Now Rated “Avaya Compliant”

- *GXP2000 and BT200 SIP Phones are compatible with key Avaya IP telephony and SIP solutions*

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ORLANDO, Fla. - VoiceCon Conference — Grandstream Networks Inc. (www.grandstream.com), a leading designer and manufacturer of next-generation IP voice and video products for broadband networks, today announced that its GXP2000 and BT200 SIP phones are compliant with key IP telephony and SIP solutions from Avaya (NYSE:AV), a leading global provider of business communications applications, systems and services.

Both the GXP2000 and the BT200 are high-performance and affordable SIP telephones that help businesses leverage the increasing benefits of voice over the Internet protocol (VoIP) telephony systems. Grandstream SIP phones offer high quality audio, a broad range of voice codec, security protection for privacy, and rich telephony features including full duplex hands-free speakerphone, multi-party conferencing, integrated power over the Ethernet (GXP2000) and dual 10/100Mbps network ports. Grandstream SIP phones are now compliance-tested by Avaya for compatibility with Avaya Communication Manager 3.1 IP telephony software and Avaya SIP Enablement Services 3.1, a standards-based communications architecture that bridges the public switched telephone network and Internet worlds.

“The combination of Avaya’s advanced IP telephony platforms and Grandstream GXP2000 and BT200 IP phones give businesses a powerful yet cost-effective choice in the VoIP solution market,” commented David Li, CEO of Grandstream Networks. “We believe our SIP phones offer the best price-performance benchmark in the industry. An Avaya - Grandstream combo solution offers a very compelling value to small to medium enterprises.”

Grandstream Networks is a member of the *Avaya DeveloperConnection* Program—an initiative to develop, market and sell innovative third-party products that interoperate with Avaya technology and extend the value of a company’s investment in its network.

As a GOLD member of the program, Grandstream Networks is eligible to submit products for compatibility testing by the Avaya Solution Interoperability and Test Lab in Lincroft, N.J. There a team of Avaya engineers develops a comprehensive test plan for each application to verify whether it is Avaya compliant. Doing so ensures businesses can confidently add best-in-class capabilities to their network without having to replace their existing infrastructure—speeding deployment of new applications and reducing both network complexity and implementation costs.

“By offering compliance testing to the many innovative companies like Grandstream Networks who are members of our *DeveloperConnection* program, Avaya promotes fully interoperable solutions that help businesses unleash powerful new possibilities,” said Eric Rossman, vice president, developer relations and technical alliances, Avaya. “They are able to use Intelligent Communications to connect employees and customers to information from wherever they are, over whatever device they have available – getting more out of their multivendor network and delivering new value to their bottom line.”

About Avaya

Avaya Inc. designs, builds and manages communications networks for more than 1 million businesses worldwide, including over 90 percent of the FORTUNE 500®. Focused on businesses large to small, Avaya is a world leader in secure and reliable Internet protocol (IP) telephony systems and communications software applications and services.

Driving the convergence of voice and data communications with business applications - and distinguished by comprehensive worldwide services - Avaya helps

customers leverage existing and new networks to achieve superior business results. For more information visit the Avaya website: www.avaya.com. For more information on the Avaya Developer*Connection* Program, visit www.devconnectprogram.com.

About Grandstream Networks

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 third-party, SIP-based VoIP products. Grandstream is consistently recognized in the VoIP industry for innovation, affordability and superior value in their products. Grandstream Networks is a private company headquartered in Brookline, Mass. with offices in Los Angeles, Dallas and China. For more information, please visit www.grandstream.com.

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