



BROADSOFT AND GRANDSTREAM OFFER A DEFINITIVE CHOICE FOR HOSTED VOIP WITH VIDEO SOLUTIONS

BroadWorks Applications and Grandstream Endpoints Enable Ericsson Mexico and Other Service Providers to Deliver Exciting Multimedia Features to Consumer & Enterprise Markets

PHOENIX, AZ, BROADSOFT CONNECTIONS 2007, October 15, 2007 — Grandstream Networks, Inc., a leading designer and manufacturer of next-generation IP Voice & Video products for broadband networks, and BroadSoft, Inc., a leading provider of VoIP application software, today announced the complete interoperability between the advanced SIP-based BroadWorks® platform and Grandstream SIP terminal endpoints. This interoperability creates a definitive choice for service providers and enterprise users when selecting an affordable, auto-configurable IP Communications solution. Service providers can leverage the Grandstream enterprise phones, gateways and IP video phone with BroadSoft's VoIP applications to deliver hosted voice with video solutions that include calling features such as "find me/follow me," video mail, video on-hold messaging, and video streaming.

The [Grandstream product portfolio](#) delivers excellent voice and video quality and an advanced feature set that is easy to use and provision using the inventory-list feature available on the [BroadWorks platform](#). BroadWorks gives service providers the foundation for deploying new, revenue-generating video and enterprise solutions.

Ericsson Mexico has selected the Grandstream GXW as one of the preferred customer endpoints for its Hosted IP-PBX service. "Our Hosted IP-PBX solution is based on BroadSoft's BroadWorks platform and is interoperable with a variety of SIP-based CPE," the Ericsson Mexico Hosted IP-PBX team said in a statement. "Our goal is to offer a telecommunication solution with advanced applications and a rich feature set. Among the different customer endpoints available with our solution, we chose the Grandstream GXW Analog IP Gateway Series. By deploying the GXW410x phones in branch locations, our solution will ensure that our customers can improve their telecommunications costs by eliminating long-distance phone charges and allowing local connectivity anywhere in the world."

David Li, CEO of Grandstream Networks, said, "Our product portfolio enables service providers and the enterprises to create a highly integrated communications environment for their end-users. The forward-thinking video applications—including video mail, desktop video conferencing, video IVRs and stylized, targeted video streaming—offered by BroadWorks and delivered on the Grandstream GXV3000 IP Video Phone are exciting."

"This Grandstream-BroadSoft solution removes the technical, cost and quality barriers from video communications solutions. Now, for instance, a retailer could show a video of the latest fall fashions while callers are on hold," said Michael Tessler, president and CEO of BroadSoft. "Such features truly increase productivity and enhance the communications experience."

About the Grandstream Product Portfolio

Grandstream's GXP Enterprise Series and GXV Video Phone offer superior visual and audio quality, dual 10M/100M network ports, multiline indicators, programmable keys, message indicator, full duplex hands-free speakerphone integrated POE (GXP Series), intuitive user interfaces, MLS (multilanguage support), security and privacy protection, multiparty conferencing and XML applications. The GXV supports real-time (up to 30fps) high-quality video at modest bandwidth levels (as low as 64kbps). A 5.6-inch TFT

adjustable LCD screen and the VGA camera enable high-quality videoconferences with any other video device, anywhere, any time. To learn more about Grandstream products, visit www.grandstream.com.

About the BroadWorks Platform

BroadSoft's IMS-compliant BroadWorks® platform provides a comprehensive range of VoIP applications, including hosted PBX, IP Centrex, mobile PBX, business trunking and residential broadband services fully integrated into a single VoIP application platform. BroadWorks is uniquely capable of providing these applications with the reliability, redundancy, scalability and regulatory capabilities required to deliver carrier-class service.

About Grandstream Networks

Grandstream Networks, Inc. is an award-winning designer and manufacturer of next generation IP voice & 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 BroadSoft®

BroadSoft provides VoIP application software that enables the delivery of hosted telephony and multimedia services. Its award-winning flagship BroadWorks® technology empowers wireless, wireline and cable carriers to deliver next-generation voice and multimedia applications and advanced features that enable them to increase revenue, enhance competitive differentiation and elevate customer satisfaction. BroadSoft's family of carrier-class software products delivers the scale, open architecture and reliability that the world's leading telecommunications companies demand to serve mission-critical enterprise and residential broadband customers. BroadSoft provides VoIP applications to 7 of the top 10 and 13 of the top 25 largest carriers worldwide, as measured by recent annual revenue, including Korea Telecom, KPN, Singtel, Sprint, Telefonica de Espana, Telstra, T-Systems, and Verizon. For additional information, go to www.BroadSoft.com.

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