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BROADSOFT and GRANDSTREAM NETWORKS COMPLETE INTEROPERABILITY TESTING FOR SIP VOICE and VIDEO PHONES

BROOKLINE, MA AND GAITHERSBURG, MD – March 5, 2007—BroadSoft, Inc. (www.broadsoft.com), a leading provider of VoIP application software, and Grandstream Networks, Inc. (www.grandstream.com), a leading designer and manufacturer of next generation IP Voice and Video products for broadband networks, announced today the two firms have completed interoperability testing between BroadSoft's BroadWorks® VoIP application platform and the Grandstream SIP Voice and Video Phones: GXV3000 IP Video Phone, GXP2000 SIP Enterprise Phone and the BT200 SIP Residential Phone.

Grandstream Networks offers two (2) voice and video product portfolios designed to support advanced voice-over-IP and video-over-IP applications over broadband networks. Both the SIP Phones – GXP2000 and BT200 – and the GXV3000 Video Phone are based on SIP standard and offer broad interoperability with most 3rd party SIP products. Each product line is feature rich with superb audio and video quality, and is easy to manage through web browser and automated secure provisioning.

"Grandstream's SIP phones and IP video phones offer the most competitive price-performance benchmark in the industry. The combination of BroadSoft's BroadWorks VoIP applications platform and Grandstream SIP Phones and Video phone creates an attractive opportunity for service providers to deploy high quality and cost-compelling voice-over-IP and video-over-IP solutions to the small-to-medium enterprise market," commented David Li, CEO of Grandstream Networks. "We believe this combined solution offers a unique best-value package in the hosted PBX/IP centrex market."

"Completing interoperability with the BroadWorks platform and Grandstream SIP voice and video phones enables us to create a new choice in the VoIP solutions market," said Robert Weidenfeller, vice president of Engineering for BroadSoft. "Service providers are looking to offer their customers both high-performance and cost-effective VoIP solutions that are easy to manage and easy to deploy. Grandstream's feature-rich SIP products and our BroadWorks platform will provide affordable, quality VoIP solution enablers designed to help operators implement new revenue-generating services more rapidly."

Grandstream's GXP2000 and BT200 phones support a broad range of audio codecs, advanced telephony features and dual 10M/100M network ports. In addition, the GXP2000 offers superior audio quality, 4 line indicators, 7 programmable keys, visual message indicator, full duplex hands-free speakerphone with acoustic echo cancellation, integrated POE (power over Ethernet), intuitive user interfaces, large back-lit graphical LCD display with support for multiple languages, security and privacy protection, multi-party conferencing, and screen content customization using XML.

The GXV3000 is based on SIP and H.264/H.263+ standard, and combines sleek design and technology features with excellent picture quality, superior audio, multiple lines, advanced telephony feature set, and ease of deployment. The GXV3000 is the first H.264 IP video phone that supports real-time high-quality video at bandwidths as low as 64kbps and up to 1Mbps for a retail price under \$300. The phone allows nearly all viewing angles via its 5.6 inch adjustable LCD screen and VGA resolution camera, enabling high-quality videoconferences over public Internet.

BroadSoft's IMS-compliant BroadWorks platform provides a comprehensive range of VoIP and video-over-IP applications, including hosted PBX, IP Centrex, mobile PBX, business trunking and residential broadband services fully integrated into a single VoIP application platform. BroadWorks provides 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 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, Singtel, Sprint, Telefonica de Espana, Telstra, T-Systems, and Verizon. For additional information, go to www.BroadSoft.com.

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