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**FOR IMMEDIATE RELEASE**

**GRANDSTREAM, POLYCOM AND COUNTERPATH TEAM  
TO EXPAND BROADSOFT BROADWORKS VIDEO ECOSYSTEM**

***Communications providers achieve interoperability to help enable video for everyone***

**SCOTTSDALE, Ariz., BroadSoft Connections (Oct. 27, 2009)** – Grandstream Networks, the leading manufacturer of IP voice/video telephony and video surveillance solutions, Polycom, Inc. [Nasdaq: PLCM], a global leader in telepresence, video and voice communications solutions and CounterPath Corp. (TSX-V: CCV; OTCBB: CPAH), a leading provider of desktop and mobile VoIP software products and solutions, today jointly announced verified interoperability between the companies' SIP-based video endpoints on the BroadSoft® BroadWorks® VoIP application platform. Grandstream, Polycom and CounterPath have verified that the Polycom® VVX™ 1500 Business Media Phone, the Grandstream GXV3140 IP Multimedia Phone, and CounterPath's Bria for BroadWorks softphone can seamlessly call each other via video or voice when connected to a BroadWorks-based UC environment.

This verified interoperability gives businesses using a BroadWorks-based service the ability to choose the UC endpoints that best meet the needs of their individual workers. BroadWorks service provider customers now have added confidence in their ability to meet evolving customer needs by offering a variety of video-enabled solutions for different applications and at different price points.

Grandstream, Polycom and CounterPath offer best-in-class, standards-based voice and visual communication solutions and are dedicated to offering affordable, open visual communications to businesses large and small around the globe. The solutions tested for interoperability address the multimedia communications needs of workers across the board, from the executive desktop to those on-the-go and teleworkers.

- The Grandstream GXV3140 is a Session Initiation Protocol-based (SIP-based) voice, video and multimedia phone that provides users with 24/7 access to the web, RSS feeds, social networking sites, internet radio and video calling. The GXV3140 enables crystal clear video conferencing with up to 3 parties by leveraging advanced technology such as the H.264 video codec for video compression and bandwidth savings at a bit rate of 64kbps to 1Mbps, a frame rate of up to 30fps and resolution of QVGA/CIF/QCIF. An integrated web browser gives users one-touch access to personalized RSS feeds of real-time online information services (news updates, stock updates, weather forecasts, directory searches, etc.), thousands of Internet radio stations, social networking sites and popular streaming Internet entertainment sites like YouTube.
- The Polycom VVX 1500 is an open SIP-based business media phone that combines a seven-inch color touch screen, a personal video conferencing system and a fully featured voice over IP (VoIP) telephone featuring [Polycom HD Voice™](#). The VVX 1500 has an open application programming interface (API) for real-time delivery of personalized Web content as well as integration with key business applications. Additionally, the VVX 1500 offers a WebKit-enabled browser that, when combined with the XML API, enables

business productivity applications to be offered through third-party developers delivering Web 2.0 mashups, communications enabled business processes and truly unified communications. The VXX 1500 also comes with a personal content service, Polycom's My Info Portal, and the Polycom Productivity Suite, which delivers corporate directory integration, visual conference management, and voice recording.

- CounterPath's Bria for BroadWorks is a feature rich, open standards-based softphone which combines VoIP and Video over IP, Instant Messaging (IM), Short Message Service (SMS), and Presence capabilities in a customizable user interface. Deployed in conjunction with BroadSoft's BroadWorks platform, Bria for BroadWorks provides advanced call control capabilities, auto-provisioning and feature integration; it exposes Service Management, Call History and Contact Directory functionality directly within the client.

"Our partners' standards-based, business-grade telephony, video and applications solutions help create a truly unified communications experience with BroadWorks," said David Bukovsky, vice president of products, BroadSoft. "It's encouraging to see our partners come together to help make high quality visual communications available for the masses, and BroadSoft is delighted to serve as the engine behind this new world of unified communications."

#### **About BroadSoft BroadWorks**

BroadSoft's IMS-compliant BroadWorks® provides a comprehensive range of VoIP applications, including Hosted Unified Communications, Mobile PBX, Business Trunking and residential broadband services fully integrated into a single platform.

#### **About CounterPath Corporation**

CounterPath Corporation is a leading provider of innovative desktop and mobile VoIP software products and solutions. The company's product suite includes SIP-based softphones, server applications and Fixed Mobile Convergence (FMC) solutions that enable service providers, enterprises and Original Equipment Manufacturers (OEM) to cost-effectively integrate voice, video, presence and Instant Messaging (IM) applications into their VoIP offerings and extend functionality across both fixed and mobile networks. Visit [www.CounterPath.com](http://www.CounterPath.com).

#### **About Polycom**

Polycom, Inc. (Nasdaq: PLCM) is the global leader in telepresence, video, and voice solutions and a visionary in communications that empower people to connect and collaborate everywhere. Visit [www.polycom.com](http://www.polycom.com) for more information and follow us on Twitter [@AllAboutPolycom](https://twitter.com/AllAboutPolycom).

#### **About Grandstream Networks**

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](http://www.grandstream.com).

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