



FOR IMMEDIATE RELEASE

Grandstream IP Surveillance Cameras Certified Interoperable With Netcamara Video Monitoring Solutions

Netcamara and Grandstream to Deliver Cost-Effective, Easy-To-Manage Physical Security Solution

Brookline, MA (March 23, 2011) – Grandstream Networks, the leading manufacturer of IP voice/video telephony and video surveillance solutions, and Argentina-based Netcamara, a market leader in IP video monitoring and management solutions, today announced completion of interoperability testing between Grandstream's complete line of video surveillance products including the [GXV36xx Series IP Cameras](#) and [GXV35xx digital video servers](#), and Netcamara's SE Video Management platform. Interoperability between Grandstream and Netcamara will offer small to medium-sized businesses (SMBs) throughout Latin America a comprehensive, turnkey surveillance and physical security solution.

According to Martin Kryss, Principal of Netcamara, "Netcamara seeks partnership with best of breed companies that provide professional solutions and possess comprehensive knowledge of complete security systems." He added, "The decision to certify with Grandstream fully meets our objective to only partner with hardware brands we know will help us successfully achieve increased market penetration. Together, this joint solution will meet today's need for affordable cost parameters while delivering a total solution with tremendous feature content to meet the vast and demanding video surveillance applications of SMB/SMEs"

Netcamara SE is a video monitoring and management IP platform for applications requiring reliable, scalable and yet simple solutions. The SE platform allows PTZ control, alarm I/O control, video and audio recording on demand or by schedules, and more. A number of advanced features of video analytics and networked client-server configurations make Netcamara's SE a highly secure platform for large scale implementations. The integrated surveillance solution between Netcamara SE and Grandstream IP cameras gives companies a robust solution with many unique and advanced features at a competitive price.

Grandstream's line of award-winning IP video surveillance solutions deliver crisp, clear picture quality, market leading integration of IP voice telephony features, full compliance with security industry standards (such as ONVIF) and broad interoperability with most VoIP service providers and 3rd party SIP-based products. To meet the varying application needs of customers for high definition/low light conditions, Grandstream family of products include model types ranging from CMOS & CCD cameras, tube cameras, fixed dome cameras, cube cameras, outdoor cameras and more.

"We are very pleased with the certification and interoperability with Netcamara across our surveillance product line. We look forward to working with them to promote our surveillance products with their video management platform. I believe our combined offerings will bring to their resellers and integrators an extremely competitive surveillance solution with unparalleled innovation, features and cost benefits throughout Latin America," said David Li, CEO of Grandstream.

For press release in Spanish, click [here](#).

ABOUT NETCAMARA

Founded in 2003, Netcamara's product portfolio includes video analytics such as person count and hot zones, as well as pattern recognition. Netcamara has evolved into a company exclusively dedicated to offering monitoring solutions, constantly developing the latest in technological advances in order to offer products at the highest quality level, with the support that clients need. Currently, Netcamara has a presence in Argentina, Spain, Colombia, Chile, and Mexico and continues to grow globally while adapting to different consumer needs. Netcamara's dynamic attitude and proprietary software allows the company to offer any type of solution. Visit www.netcamara.com for more information.

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.

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CONTACT

Lorena Leonard

Grandstream Networks

marketing@grandstream.com

617-566-9300