

Meeting & Conferencing Solutions



GRANDSTREAM

CONNECTING THE WORLD



During the webinar please use the Q&A feature
located in bottom right corner of your screen!

We will answer the questions at the end of the presentation
Thank you!



We Are VoIP Supply

Reseller Benefits



Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide.

VoIP Rental Program

our Device as a Service (DaaS) rental program gives your customers the widest variety of VoIP Products for a low monthly payment!

Hardware & Provisioning

featuring over 60 manufacturers that offer over 16,000 products and the ability to provision for you!

CloudSpan MarketPlace

a single place to shop various VoIP service providers - build up your MRR and receive discounts on hardware selling through VoIP Supply

Fulfillment

provisioning and professional services from multiple warehouse locations in North America; providing real-time access to manage your projects from order through delivery

Refresh & Reclaim

offering certified reconditioned devices at a fraction of the cost plus offering an outlet for selling off used and excess VoIP equipment

We Are VoIP Supply

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THE WAY WE MEET IS CHANGING



- Growth of cloud communication platforms
 - 2016: 90% of video communications were single-codec
- Organizations experienced the benefits of remote work
 - cost savings, employee morale, increased productivity lower turnover, easier access to talent, no commuting, etc. (blog)
- Remote education, emergence of tele-health
- The physical conference room is now a web meeting room





THE FUTURE OF MEETINGS



- Headset growing nicely in recent years
 - 15% growth from 2017 to 2019 - *Frost & Sullivan*
 - 2018: Fastest growing business communications endpoint
 - Desktop phones + call centers
- Webcams emerging as a professional-use device
 - Traditionally seen as consumer devices
 - Growth predicted from cloud platforms (2019 reports)
 - 2019: \$6.15 billion market, \$5.40 billion from brick-and-mortar (*Grandview Research*)



HEADSETS & WEBCAMS MARKET GROWTH

Headsets Market

- 109% growth by 2026 to \$2.94 billion*
 - 11.1% annual growth
- Frost & Sullivan cites “increased popularity of cloud meeting services and remote working practices”

Webcams

- Expected to double in size by 2027 to \$11.6 billion*
 - 9% annual growth
- Grandview Research: majority of growth expected from business/vertical markets as a result of remote work
- Increased presence in e-commerce and distribution



*Sources

Headset market research from Frost & Sullivan (2020)

Webcam market research from Grandview Research (2020)





BUNDLES DRIVE SALES



Per Frost & Sullivan, 5 key growth opportunities include:

1. Be compatible with leading and growing brands in the UCC provider space
- 1. Bundling audio and video equipment for WFH individuals**
1. Enhancing noise-canceling technologies to improve the listening as well as the voice pick-up capability.
1. Delivering consumer-like experiences with solutions that can be personalized and customized
- 1. Focusing on addressing the specific needs of different verticals and offer joint Device-as-a-service (DaaS) and Software-as-a-service (SaaS) deals to customers**



BUSINESSES & REMOTE WORKERS



- 70 percent of founder's plan to allow some or all of their employees to continue to work remotely (Entrepreneur Magazine)
- Headsets block out background noise
- Webcams ensure HD quality video
 - External webcams seen as more secure (not always on)
 - Mounting Flexibility
- Headset/webcam bundles for remote workers
- Same benefits apply to office workers



EDUCATION



- Busy home environments
- Lack of the proper tech tools
- Bundles: headsets + webcams +Chromebook
- Colleges - Virtual classes popular pre-COVID
 - Growth of “online universities” – even more now
 - Traditional schools increasing online classes
 - Student/teacher bundles





HEALTHCARE



- Telehealth market expected to grow 700% by the end of 2025*
 - NYU's Langone Health Center - 7,000 virtual visits per day
- Doctors and nurses need to maximize the experience
 - Virtual visits from home
- Bundles for hospitals, doctors' offices, specialty medical firms



CALL CENTERS



- Expected to grow 7% annually through 2027*
- Switch to cloud/hosted platforms
 - utilize computer software/softphones
- Real-time, on-demand customer service
- Growth of video call-centers
- Background noise cancellation



Grandstream Solutions



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VIDEO MEETINGS & CONFERENCING

Today, **video conferencing and video calls** have become an indispensable communication and collaboration tool.



Remote work is here to stay and is being relied on by all types of organizations. For those in the office, **small, working spaces** are critical to productivity and safety.

Organizations need **simple and intuitive** tools to empower workers with access to **video collaboration**, without breaking the bank.



GUV3050 HEADSET

Bluetooth Headset with HD Audio and Noise Cancellation

- **Bluetooth** for wireless use
- **Noise Canceling technology** to reduce background noise
- **Charging base station** provides a quick recharge and convenient storage
- **Adjustable** headbands & soft ear cushions
- **Included USB adapter** for usage with non-Bluetooth devices
- **12-hour talk time** for all day usage



GUV3000 & GUV3005 HEADSETS

USB Headsets with HD Audio and Noise Cancelling

- **USB 2.0 connection** type for flexible use and compatibility with most devices.
- Both headsets feature **Noise Canceling technology** microphones to reduce background noise during a call.
- **In-line controls** for quick setting adjustments.
- **Adjustable** headbands and soft ear cushions.



GUV3100 WEBCAM

Full HD 1080p Personal Webcam

- Supports **1080p HD** video at 30 fps.
- **USB 2.0** connection offers plug-and-play setup, no software needed.
- Compatible with **all major third-party** platforms, apps, and softphones.
- Adjustable **video settings** include brightness, resolution, saturation, contrast, low-light, and more.



GVC3212 – HD VIDEO CONFERENCING DEVICE

Simple and Intuitive Solution

- This device easily mounts to any monitor and **works with IPVideoTalk Meetings** plans
- The GVC3212 provides **Full HD video** up to 1080p
- Equipped with **built-in dual microphones** offering high-quality voice pickup up to 3 meters
- Advanced **echo cancellation** and sophisticated **background noise suppression**



BUILT FOR IPVIDEOTALK

IPVideoTalk Meetings



IPVideoTalk is Grandstream's video, audio, and web **meeting platform**. It is a virtual collaboration room that coworkers, teammates, classmates, or any group can come together in to **collaborate**, no matter where they are located.

- Up to 150 participants and 49 video feeds
- FREE Basic Plan: 50 participants, 49 video feeds
- PCs, Macs, Android & iOS Devices
- Mobile app



TARGET USERS

Seamless Video-Conferences and Online Meetings



Remote
Workers



Telemedicine



Education



COMING SOON

High-End Video Conferencing Solution



GVC3320

4K video, Android 9.0, Wireless screen sharing, Dual-band Wi-Fi, Bluetooth, SIP/H.323, 8mp camera, 12x zoom, PTZ, includes GMD1208



GMD1208

Wireless Mic for GVC3220, 8 mics, beamforming technology, 5-meter voice pickup, 1500maH battery



Questions?



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