



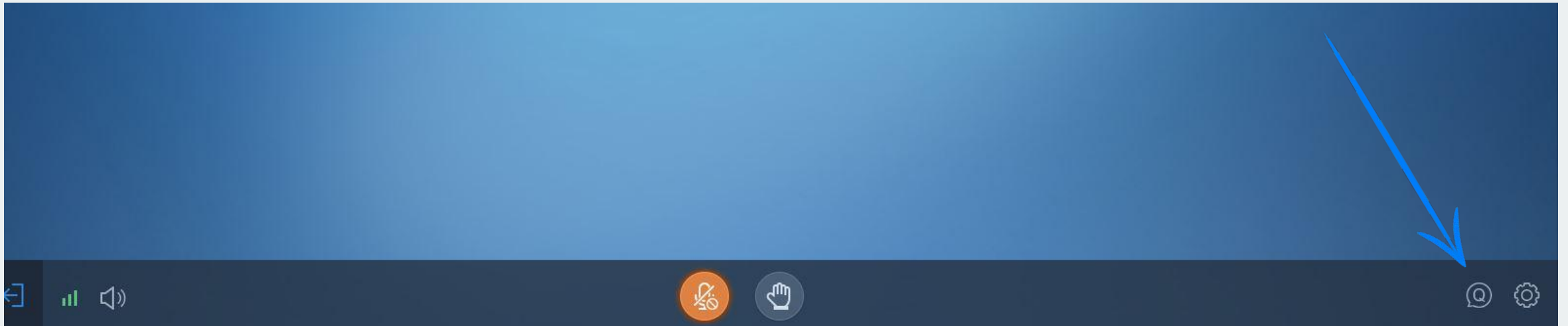
**GRANDSTREAM**  
CONNECTING THE WORLD



**Building Complete VoIP Solutions with Grandstream**

**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

# OUR MISSION



We believe in **connecting the world**

We believe every business, large or small, should have the tools to communicate from anywhere on any device

*And we design products that make this belief become a reality...*



# OUR SOLUTIONS MAKE UC **EASY**



- One-stop-shop for all VoIP, UC and networking needs
- Complete Business Solutions
- Solutions customized to work how your business works
  - No licensing fees
  - Complete flexibility
  - Open-source
  - Future-proof
  - Expandable



# YOUR ONE-STOP-SHOP

90+ Products and Solutions



GXV series

GRP series  
Professional

GRP series  
Essential

GXP2100 series

GXP1700 series

GXP1600 series

DP series

WP series

GDS series

UCM series

HT series

GXW series

GVC series

GSC series

GSC series

GWN series

GUV series

# CLOUD AND MANAGEMENT SOLUTIONS



GDMS



GWN.MANAGER



# WE PROVIDE COMPLETE SOLUTIONS





# WE EMPOWER BUSINESSES TO DO MORE



- We make traditionally complicated and expensive technology attainable, affordable and easy-to-use
- Industry-leading price points
- Maximize deployment budgets and expand solutions

# MOBILIZE YOUR BUSINESS

*The UCM6300 Ecosystem is a complete communications and collaboration platform for on-site and remote solutions.*



# UCM6300 ECOSYSTEM

Communicate & Collaborate from anywhere on any device...

The **UCM6300 Ecosystem** pairs together the customizability and control of an on-premise IP PBX with the remote-access and flexibility of a cloud solution to provide an **easy-to-manage hybrid communication platform** for businesses of all sizes.



*Sfmjbcjmjuz boe Cpouspm*  
*On-Premise Solutions*



*Qpxfs boe Fmfyjcjmjuz*  
*Cloud Solutions*



# EVOLUTION OF THE UCM SERIES IP PBX

The Anchor of a Grandstream Solution

The **UCM series** is the anchor that brings together all Grandstream solutions and allows them to work together to create customizable, one-of-a-kind UC solutions.



UCM6100 series  
June 2013



UCM6200 series  
September 2016



UCM6300 series  
November 2020





# UCM6300 ECOSYSTEM

Unified Communications and Collaboration Solution



1. UCM6300 series



2. Wave app



3. UCM RemoteConnect

# UCM6300 ECOSYSTEM – MOBILIZE YOUR BUSINESS

Remote Work and Collaboration Made Easy



*VCN6300 Tfsjft*  
*UC Appliances*

*Cmpve-cbtfe*  
*Management for UCMs*



*Seamless*  
*Sfnpuf Eyufotjpot*

**REMOTECONNECT**

*Collaborate from*  
*boz efwjdf*



# UCM6300 ECOSYSTEM

Solution Diagram



# UCM6300 SERIES – UC&C APPLIANCES

Unified Communications and Collaboration Solution

## UCM6300 Series



## UCM6300 Audio Series



- ✓ 500/1000/2500/5000 users
- ✓ Web meetings and **video** collaboration solution
- ✓ Fully compatible with the UCM6300 Ecosystem
- ✓ GDMS
- ✓ On-Premise IP PBX and/or hybrid IP PBX

- ✓ No video support = lower price point
- ✓ 250/500/1000/1500 users
- ✓ Web meetings and **voice** collaboration solution
- ✓ Fully compatible with the UCM6300 Ecosystem
- ✓ GDMS
- ✓ On-Premise IP PBX and/or hybrid IP PBX



# WAVE APP – CONNECT ANYWHERE AT ANYTIME

UCM6300 Ecosystem

Wave is a **mobile and desktop app** that provides remote **voice and video collaboration tools** for businesses utilizing Grandstream's UCM6300 series. Ideal for remote workers, Wave offers an **easy-to-use platform** to join, schedule and hold meetings, calls and conferences from anywhere.



Qbjst xjui VCN Sfnpuf dmpve tfswjdf,  
xjidi fotvsft b gvmm poofdujpo cz  
qspwjejoh bvupnbaje GAU Usbwfstbm.



# UCM RemoteConnect

UCM6300 Ecosystem

UCM RemoteConnect allows businesses to easily **build a secure collaboration solution for remote workers**. It offers a companion cloud service for the UCM6300 series that provides **always-on, automatic NAT firewall traversal** to ensure secure connections by remote users.



*[fsp-upvdi pvu-pg-cpy qmbugpsn uibu  
bmmpxt sfnpuf vtfst & efwjdfst up sfbdi  
zpbs VCN6300 gspn pvutjef zpbs  
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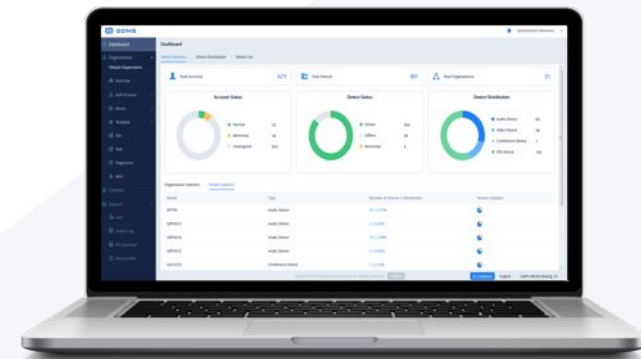


# GDMS

## Grandstream Device Management System

The Grandstream Device Management System (GDMS) is a **zero-touch** cloud provisioning and management system that provides easy-to-use enterprise-level tools to manage Grandstream products before, during, and after deployment. It provides a centralized interface to provision, configure, monitor, and troubleshoot.

- Configuration, management, and monitoring of devices, accounts, and firmware
- Real-time network monitoring; analytical system reports
- Can manage batches of devices by deployment sites, device groups and models within those sites
- Intelligent alarms, troubleshooting, and diagnostic reports
- Automate firmware updates, device resets, and use-logs
- Runs on AWS



# WFO ENDPOINTS: VOICE AND VIDEO



**Desktop  
GRP series**



**Desktop Video  
GXV series**



**Cordless (Wi-Fi or DECT)  
WP and DP series**

- Wi-Fi & Bluetooth available
- 1 – 6 lines; Presence
- MSRP: \$40 - \$189

- Wi-Fi & Bluetooth
- Android
- MSRP: \$299, \$349, \$499

- Wi-Fi (WP) and DECT (DP series)
- 2 lines + PTT
- WP MSRP: \$129 and \$219
- DP MSRP: \$59 – \$119



# WFH ENDPOINTS: VOICE AND VIDEO



**Wi-Fi Cordless  
WP series**

- Wi-Fi
- 2 lines + PTT
- MSRP: \$129 and \$219



**Wi-Fi Desktop  
GRP series**

- Wi-Fi & Bluetooth available
- 1 – 6 lines; Presence
- MSRP: \$39.99 - \$189



**Wi-Fi Video  
GXV series**

- Wi-Fi & Bluetooth
- Android
- MSRP: \$299, \$349, \$499



# ENDPOINTS: MEETINGS AND CONFERENCING



## Room Systems GVC series

- Flexibility: Android, SIP and H.323
- \$MSRP: \$999 - \$2,999



## Headsets GUV series

- USB and Bluetooth
- Supports any major platform
- \$MSRP: \$39, \$89, \$149
- More devices coming in 2021

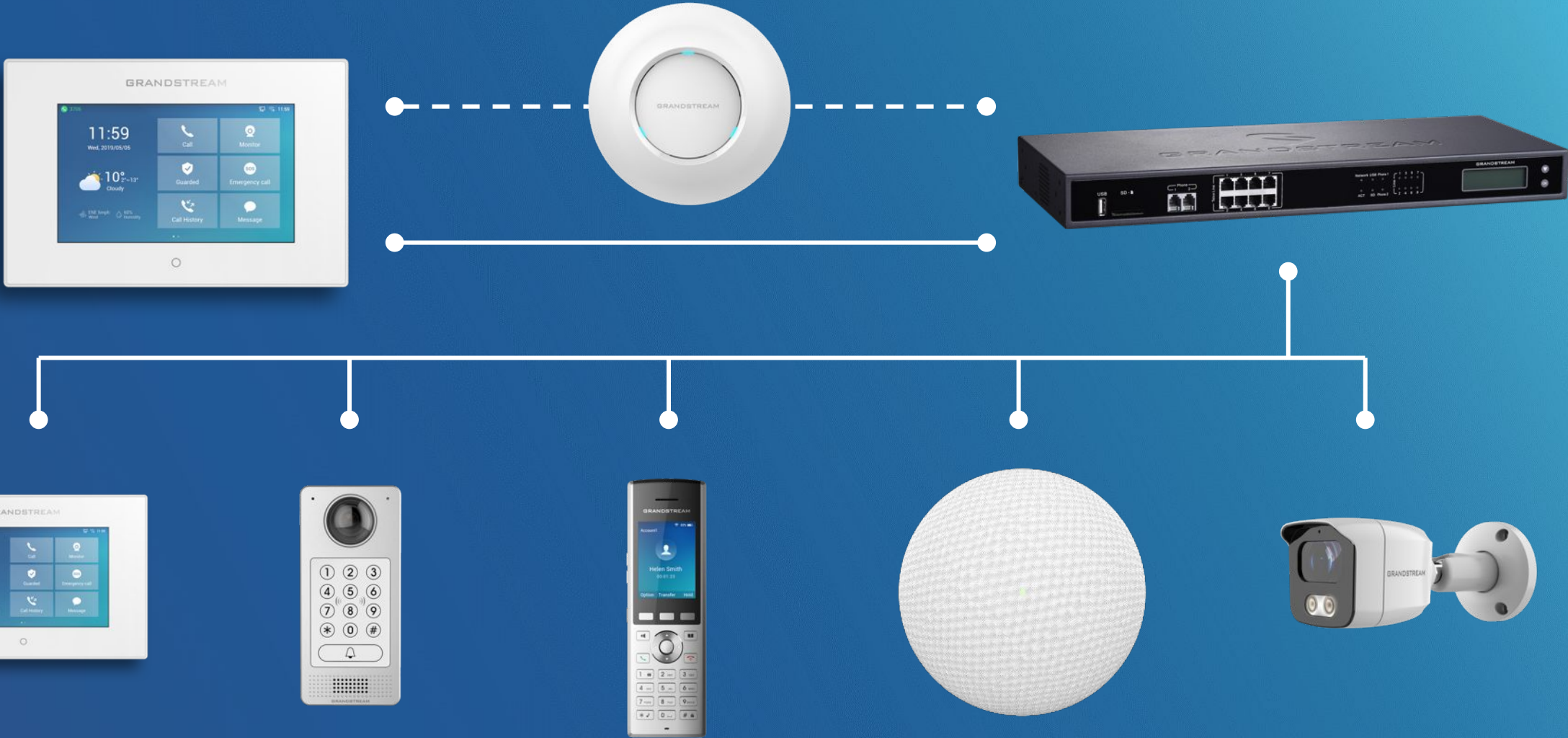


## USB Webcams GUV series

- Supports any major platform
- MSRP: \$75
- More devices coming in 2021



# FACILITY ACCESS, INTERCOM, SURVEILLANCE



# ENDPOINTS: FACILITY ACCESS & PHYSICAL SECURITY



**Facility Access  
GDS series**

- RFID cards, PIN codes, etc.
- Free software
- MSRP: \$329 & \$449



**Surveillance Cameras  
GSC series**

- MSRP: \$59
- More devices coming in 2021



**Intercom & PA  
GSC series**

- Wi-Fi & Bluetooth
- MSRP: \$239, \$279



**Facility Management  
GSC series**

- Wi-Fi, 4 SIP accounts
- MSRP: \$199





# INTEGRATED BUSINESS SOLUTIONS



# GWN SERIES WIFI SOLUTIONS

## 3 Free Management Options



1. GWN.Cloud
2. GWN Manager
3. Built-in Controller

## Easy Installation



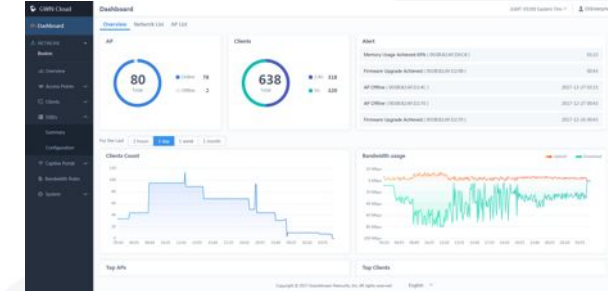
Barcode scan

## Powerful APs



Full portfolio of indoor, outdoor and long-range WiFi APs

## Real-time Monitoring, Alerts & Reports



Available on all APs and management options



# GROWTH OF WIFI SOLUTIONS



# GWN SERIES MANAGEMENT OPTIONS

## EMBEDDED

- NO ADDITIONAL COSTS
- DEPENDS ON MASTER AP
- LOCAL DEPLOYMENT

## GWN.CLOUD

- FREE TO USE
- CLOUD-BASED PLATFORM
- UNLIMITED AP MANAGEMENT

## GWN MANAGER

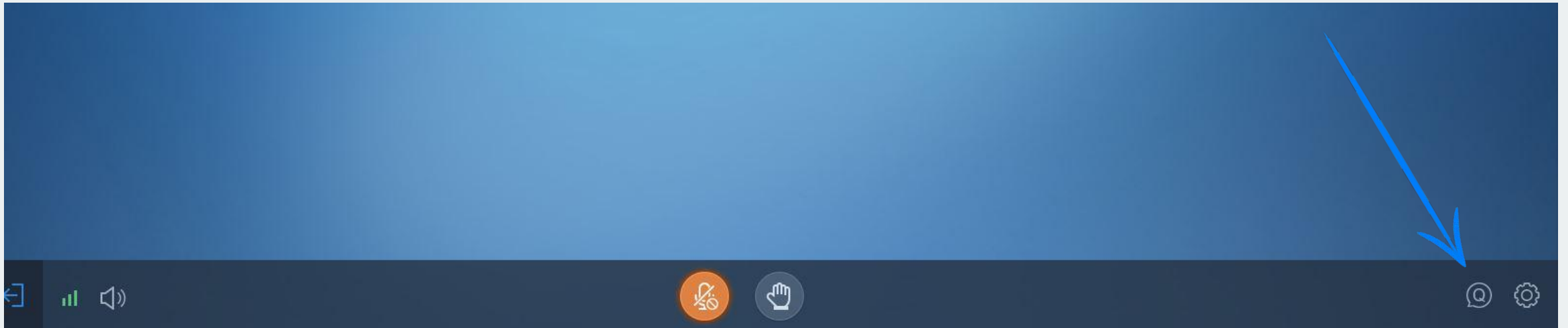
- FREE DOWNLOAD
- UP TO 3,000 APs
- LOCAL SERVER DEPLOYMENT



# WE PROVIDE COMPLETE SOLUTIONS



# Q&A



We Are VoIP Supply

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# Thank You

