



FOR IMMEDIATE RELEASE

Grandstream and Alloy Announce Partnership in Australia

Grandstream's full suite of SIP communication solutions now available from Alloy in Australia

Boston, MA and Melbourne, Australia (March 10, 2015) – Alloy Computer Products Pty Ltd, a value-added distributor of networking and communications equipment in Australia, and Grandstream Networks, a leading manufacturer of IP voice, video, data and mobility solutions, today jointly announced a new distribution partnership in the Australia. As a result of this certified partnership, resellers, installers and integrators in Australia can now purchase Grandstream's full range of SIP business communication solutions directly from Alloy.

"We are very excited to announce this new certified partnership with Alloy Computer Products in Australia," said David LI, CEO of Grandstream. "Alloy is a long-established authority within the networking and communications distribution market in Australia. Their tradition of excellent customer support and product quality fits right in line with our values and we are excited to add their knowledge and expertise to our channel. We look forward to a long partnership for many years to come that is extremely beneficial for both companies and their resellers."

Grandstream Networks, Inc. is an award-winning designer and manufacturer of SIP business communication solutions. The company manufactures virtually every product needed to build a complete communications solution – including a range of robust IP phones, IP PBXs, IP Video Phone for Android™, VoIP Gateways, Analog Telephone Adapters (ATAs), IP Video Surveillance cameras and a Network Video Recorder (NVR). Grandstream solutions tout market-leading feature sets, easy installation, seamless user interfaces and broad compatibility with 3rd party SIP services and devices. Alloy resellers are encouraged to join Grandstream's official reseller program – ResellerConnect. ResellerConnect members have access to priority technical support (response within 2 hours during business days as well as exclusive product announcements, trainings, marketing/sales material and more.

"We are very excited," said John Williams, Managing Director at Alloy Computer Products, "to be appointed by Grandstream as a distributor in Australia. Grandstream have a product portfolio that not only complements our existing product range, but also allows Alloy to venture into new market spaces with Grandstream's IP based Video Surveillance and Video Phone products.

Discussing Alloy's role as a Grandstream Distributor, Scott Young, Product Development Manager at the company commented "We have enormous depth of experience and knowledge both in VoIP and more importantly in how to make value-add distribution really deliver for customers and partners. As with all our other vendor partners, Alloy will complement the excellent Grandstream product range with comprehensive support services through the whole of the sales cycle and across all aspects of our operations."

About Grandstream Networks

Founded in 2002, Grandstream Networks is the leading manufacturer of IP voice/video telephony and video surveillance solutions. Grandstream serves the SMB 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 or connect with us on [Facebook](#), [Twitter](#), and [LinkedIn](#).

About Alloy Australia

Alloy Computer Products (Australia) Pty Ltd, trading as and known to customers throughout the ANZ region as Alloy, is a manufacturer and value-added distributor of networking and communications equipment and solutions. Based in Melbourne, Australia, Alloy has been in continuous operation since 1985 and are widely respected for the depth of their customer support services as well as the quality and value of the products they sell. Alloy brings a wealth of expertise and a commitment to excellence to all operations and customers. We supply and support our own Alloy range of enterprise networking products, and represent the products of our vendor partners through all of the technology areas in which Alloy is active - Enterprise Networking, Industrial Networking and Communications, IP Communications, and Video Communications. For more information, visit www.alloy.com.au, or connect with us on [Facebook](#) and [Twitter](#).

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