



**FOR IMMEDIATE RELEASE**

## **Grandstream and Alloy Announce U.S. Distribution Partnership of IP Business Communication Solutions**

*Grandstream's full suite of SIP voice, video and surveillance solutions now available from Alloy*

**Boston, MA and Sunnyvale, CA (March 11, 2015)** – Alloy Computer Products LLC a value-added distributor of networking and communications equipment in the United States, and Grandstream Networks, a leading manufacturer of IP voice, video, data and mobility solutions, today jointly announced a new distribution partnership in the U.S. As a result of this certified partnership, resellers, installers and integrators in the U.S. can now purchase Grandstream's full range of SIP business communication solutions directly from Alloy.

Grandstream also [recently announced](#) a distribution partnership with Alloy Computer Product Pty Ltd in Australia. Alloy Computer Product LLC is the American subsidiary of Alloy Computer Products Pty Ltd

"We're pleased to announce this new certified partnership with Alloy Computer Products as their tradition of excellent customer support and product quality aligns with Grandstream values," said David Li, CEO of Grandstream. "An established distribution leader within the networking and communications marketplace, we look forward to extending our award winning SIP solutions to Alloy, their resellers and end user business customers. We look forward to a long and mutually beneficial partnership."

Grandstream and Alloy will kick off their new partnership at Channel Partners Conference and Expo, which runs from March 16-18 at the Mandalay Bay in Las Vegas, NV, USA. Attendees can visit Grandstream and Alloy in booth 358 to view Grandstream's SIP solutions.

An award winning, worldwide manufacturer, Grandstream's portfolio includes 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 3<sup>rd</sup> 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 to be appointed by Grandstream as a distributor in the United States" said John Williams, CEO at AlloyCP. "Grandstream has a product portfolio that not only complements our existing product range but also allows AlloyCP to venture into new market spaces with Grandstream's IP based Video Surveillance and Video Phone products.

Discussing AlloyCP'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, AlloyCP 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](http://www.grandstream.com) for more information or connect with us on [Facebook](#), [Twitter](#), and [LinkedIn](#).

**About Alloy Computer Product LLC**

Alloy Computer Products LLC, trading as and known to our customers as AlloyCP, is the American subsidiary of Alloy Computer Products Pty Ltd, the long established and respected Australian manufacturer and Distributor of networking and communications equipment. Established in 2009, AlloyCP is based in Sunnyvale, California. We focus on two technology areas - Enterprise Networking and IP Communications. We supply and support our own Alloy range of networking products in the United States and the wider North American market, with a particular strength in fiber optic networking products. We represent key American and international vendors of IP Communications equipment and solutions - companies that develop some of the most innovative VoIP and Unified Communications products available in today's market. For more information, visit [www.alloycp.com](http://www.alloycp.com)

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