

## Grandstream Demo Program Registration Form For North America Certified Partners

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 and flexibility.

The Grandstream Demo program is intended to provide a process for Grandstream Registered Resellers to obtain Grandstream products at a reduced cost for the purpose of testing, evaluating, and/or demonstrating Grandstream's product line to their clients.



**Are you a technology reseller/integrator looking to grow your business with new solutions and new customers?**

*Grandstream's new partner program, **ResellerConnect**, gives resellers exclusive access to everything Grandstream!*

*As a registered reseller, you will have access to Grandstream's ResellerConnect portal where you will find exclusive product webinars, advanced product information, high priority technical support, access to high-resolution product images, notification of firmware updates, an exclusive monthly newsletter, ability to download custom templates and archived product firmware and qualification as a Grandstream Certified Reseller.*

*Grandstream's ResellerConnect partner program allows your business to benefit from:*

- ✓ Increased sales by expanding market reach and solution portfolio
- ✓ Referrals to end users seeking installation services and Grandstream products.
- ✓ Credibility in the market as a Grandstream Certified Reseller
- ✓ Recognition of partnering with a market leader focused on open standards for IP Voice & Video
- ✓ Single login for access to all news, marketing, & support resources

**Apply today to join the ResellerConnect program by visiting [RESELLERCONNECT.GRANDSTREAM.COM](http://RESELLERCONNECT.GRANDSTREAM.COM) today!**

### Program Terms and Conditions

***Grandstream Network's Demo program is available from September 1<sup>st</sup>, 2015 through December 31<sup>st</sup>, 2015.***

1. Grandstream's Demo equipment obtained through this process may not be re-sold for a period of six (6) months from date of purchase from Grandstream Networks except for the GVC3200.
2. Grandstream's Demo program permits channel resellers to purchase a maximum of \$1,500.00 worth of units per fiscal annum.
3. Grandstream's Demo program has no restrictions on the number of GVC3200 conferencing systems available for purchase as demo units.
4. When purchasing Demo Products, channel partners must complete a Demo Order Form and submit to a Grandstream Certified Distribution Partner along with a purchase order. The Grandstream certified distribution partner will submit the required form, purchase order and process all charges to its reseller.
5. All Grandstream Demo products will be provided with a one year warranty except for the video conferencing, IP PBX and network video recorders which will be provided with a two year warranty that will begin on the date of purchase from Grandstream Networks.
6. All Grandstream Demo Program equipment sales are final. No returns will be accepted.
7. Not all applicants will be eligible for this Demo program. Grandstream will maintain sole discretion as to which applicants are approved.
8. To be eligible to purchase Demo equipment, resellers must have applied to become a registered OR certified reseller; or already be registered OR certified with the Grandstream ResellerConnect program(s).
9. Grandstream Networks, Inc. reserves the right to modify or terminate this Demo Equipment Program at any time without notice.

GRANDSTREAM DEMO EQUIPMENT PROGRAM

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Grandstream Certified Distribution Partner:

Contact Name \_\_\_\_\_  
Partner Company Name \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_  
\_\_\_\_\_ State/Province \_\_\_\_\_ Postal Code \_\_\_\_\_  
Phone \_\_\_\_\_  
Email \_\_\_\_\_

Channel Reseller/Dealer

Contact Name \_\_\_\_\_  
Partner Company Name \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_  
\_\_\_\_\_ State/Province \_\_\_\_\_ Postal Code \_\_\_\_\_  
Phone \_\_\_\_\_  
Email \_\_\_\_\_

DEMO Equipment Ordered (the following information and a completed Purchase Order required)

Product Category	Model	Quantity
Product Category	Model	Quantity
Product Category	Model	Quantity
Product Category	Model	Quantity
Product Category	Model	Quantity

*I have read and agree to the terms and conditions for the Grandstream Demo/NFR Equipment Program. We further agree to use the demo equipment at one or more of our demo facilities for customer demonstration purposes and will not resell the equipment per the terms on the program overview document.*

Signature \_\_\_\_\_ Date \_\_\_\_\_

*(Refer to the Demo Equipment Program overview for complete details and terms and conditions)*

Grandstream North American Sales Manager Name \_\_\_\_\_

Grandstream North American Sales Manager Signature \_\_\_\_\_

**Grandstream DEMO Program Products****ATA's**

Model	Description	List Price	Discount off List
HT701	The HT701 is an ideal single-port ATA for large scale commercial IP voice service deployment with a single FXS telephone port (supporting 5 REN) single 10/100M Ethernet port.	\$39	50%
HT702	The HT702 is an ideal 2-port ATA for large scale commercial IP voice service deployment with 2 FXS ports supporting 3 REN and single 10/100M Ethernet port.	\$49	50%
HT704	The HT704 is an ideal 4-port ATA for large scale commercial IP voice service deployment with 4 FXS ports supporting 3 REN and single 10/100M Ethernet port.	\$139	60%
HT502	The HT502 is a powerful VoIP router. In addition to being SIP 2.0 standard compliant, the product supports Universal Plug-in-Play (UPnP), up to 2 SIP account profiles and advanced telephony features.	\$79	65%
HT503	The HT503 offers the next generation of powerful, affordable, high quality and manageable IP telephony ATA/IAD. The integration of a FXO and FXS port enables remote call origination and termination to and from the PSTN line-known as "hop-on and hop-off" calling.	\$95	65%

**Video Conferencing**

Model	Description	List Price	Discount off List
GVC3200	The GVC3200 offers Advanced Video Support – 1080p Full-HD video, up to 9-way video conferencing, support for 3 monitor outputs through 3 HDMI outputs and a PTZ camera with 12x zoom. State-of-the-art hardware – The GVC3200's extremely powerful hardware platform includes a sophisticated MCU engine allowing up to 9-way hybrid-protocol conferencing with no external MCUs/servers or extra software licenses; high performance hardware ISP (Image Signal Processing) engine that ensures an industry leading video experience.	\$3,995	60%

## IP Phone + Expansion Module

Model	Description	List Price	Discount off List
<b>GXP1610</b>	The GXP1610 has a single SIP account, up to 2 call appearances, 3 XML programmable context-sensitive soft keys, and 3-way conference and multi-language support.	\$45	50%
<b>GXP1620</b>	The GXP1620 has 2 dual-color line keys (with 2 SIP accounts and up to 2 call appearances), 3 XML programmable context-sensitive soft keys, 3-way conferencing and multi-language support.	\$55	55%
<b>GXP1625</b>	The GXP1625 has 2 dual-color line keys (with 2 SIP accounts and up to 2 call appearances), 3 XML programmable context-sensitive soft keys, 3-way conferencing and integrated PoE.	\$55	55%
<b>GXP1628</b>	The GXP1628 has 2 dual-color line keys (with 2 SIP accounts and up to 2 call appearances), 3 XML programmable context-sensitive soft keys, 8 BLF keys, 3-way conference, and multi-language support. This phone also has dual-switched Gigabit network ports, integrated PoE, HD wideband audio, full-duplex hands-free speakerphone with advanced acoustic echo cancellation and Electronic Hook Switch (EHS) with Plantronics headsets.	\$85	50%
<b>GXP2130</b>	The GXP2130 has 3 dual-color line keys (with 3 SIP accounts). 4 programmable context sensitive soft keys. Up to 4-way conferencing, and 8 dual-color BLF extension keys.	\$99	45%
<b>GXP2140</b>	The Linux-based GXP2130 v2 is a standard enterprise-grade IP phone that features up to 3 lines, 4 XML programmable soft keys, 8 programmable BLF extension keys, dual Gigabit network ports, and 4-way voice conferencing. A 2.8 inch color LCD screen and HD audio allow for a crisp display and high quality calls. The GXP2130 v2 comes equipped with Bluetooth and Electronic Hook Switch (EHS) support for Plantronics headsets to allow for flexibility.	\$139	55%
<b>GXP2160</b>	Our most powerful Enterprise IP Phone, the GXP2160 is a Linux-based device with 6 lines, 5 XML programmable soft keys and 5-way conferencing. HD audio and a 4.3" color LCD screen create high quality calls while the 24 BLF keys, Bluetooth, USB and EHS add versatility.	\$159	50%
<b>GXP2200EXT</b>	The GXP2200EXT is the extension module that can be added to the GXP2140, GXP2200, and GXV3240 Enterprise IP phones. The module includes 20 extension keys and 2 arrow keys for page switching (allowing for 40 lines to be displayed), with a large LCD screen for easy viewing. Add up to 4 modules for a total of 160 extensions.	\$139	60%
<b>DP715</b>	DP715 is a VoIP Dect phone that has advanced telephony features which include Caller ID, Call Waiting, 3-Way Conference, Transfer, Forward, Do Not Disturb, Message Waiting Indication (Stutter Tone), auto talk, multi-language voice prompt and a flexible dial plan.	\$85	50%
<b>DP710</b>	DP710 is a VoIP Dect phone that has advanced telephony features which include Caller ID, Call Waiting, 3-Way Conference, Transfer, Forward, Do Not Disturb, Message Waiting Indication (Stutter Tone), auto talk, multi-language voice prompt and a flexible dial plan.	\$49	50%

**Multimedia IP Phones**

Model	Description	List Price	Discount off List
<b>GXV3240</b>	The GXV3240 has 6 lines with up to 6 SIP accounts including a FREE IPVideoTalk account with video mail, up to 6-way audio conference and 3-way video conference, phonebook with up to 1000 contacts and call history with up to 1000 records.	\$219	50%
<b>GXV3275</b>	The GXV3275 runs the Android Operating System and offers full access to the many Android apps in the Google Play Store™. The GXV3275 features integrated Bluetooth, Gigabit ports, a built-in web browser, integrated Wi-Fi, HD audio and PoE. 6 lines with up to 6 SIP accounts including FREE IPVideoTalk account with video mail, up to 6-way audio conference and 3-way video conference, phonebook with up to 1000 contacts and call history with up to 1000 records.	\$319	50%

**Gateways**

Model	Description	List Price	Discount off List
<b>GXW4004</b>	The GXW4004 features 4 port FXS interfaces for analog telephones, dual 10M/100M network ports with integrated router, PSTN life line in case of power failure, and an RS232 serial port for administration. The GXW4004 also supports 2 SIP account profiles and caller ID for various countries/regions.	\$165	60%
<b>GXW4008</b>	The GXW4008 features 8 port FXS interfaces for analog telephones, dual 10M/100M network ports with integrated router, PSTN life line in case of power failure, and an RS232 serial port for administration. The GXW4008 also supports 2 SIP account profiles and caller ID for various countries/regions.	\$275	60%
<b>GXW4216</b>	The GXW4216 features 16 port FXS interfaces for analog telephones, dual 10M/100M network ports with integrated router, PSTN life line in case of power failure, and an RS232 serial port for administration. The GXW4216 also supports 2 SIP account profiles and caller ID for various countries/regions.	\$599	60%
<b>GXW4224</b>	The GXW4216 features 24 port FXS interfaces for analog telephones, dual 10M/100M network ports with integrated router, PSTN life line in case of power failure, and an RS232 serial port for administration. The GXW4224 also supports 4 SIP account profiles and caller ID for various countries/regions.	\$849	60%
<b>GXW4232</b>	The GXW4216 features 24 port FXS interfaces for analog telephones, dual 10M/100M network ports with integrated router, PSTN life line in case of power failure, and an RS232 serial port for administration. The GXW4232 also supports 4 SIP account profiles and caller ID for various countries/regions.	\$1,149	65%
<b>GXW4248</b>	The GXW4216 features 48 port FXS interfaces for analog telephones, dual 10M/100M network ports with integrated router, PSTN life line in case of power failure, and an RS232 serial port for administration. The GXW4232 also supports 4 SIP account profiles and caller ID for various countries/regions.	\$1,649	70%
<b>GXW4104</b>	The GXW4104 FXO IP Analog Gateway series offers the small enterprise, SOHO, remote offices and multi-location enterprises a cost-effective, easy to deploy VoIP FXO solution. The GXW4104 has 4 FXO ports.	\$299	60%
<b>GXW4108</b>	The GXW4108 FXO IP Analog Gateway series offers the small enterprise, SOHO, remote offices and multi-location enterprises a cost-effective, easy to deploy VoIP FXO solution. The GXW4104 has 8 FXO ports.	\$399	60%

**IP PBX**

Model	Description	List Price	Discount off List
UCM6102	The UCM6102 series IP PBX appliance is designed to bring enterprise-grade voice, video, data, and mobility features to small-to-medium businesses by incorporating industry-leading features. The UCM6102 has Integrated 2 FXO ports, 2 analog telephone FXS ports and up to 50 SIP trunk options.	\$399	50%
UCM6104	The UCM6102 series IP PBX appliance is designed to bring enterprise-grade voice, video, data, and mobility features to small-to-medium businesses by incorporating industry-leading features. The UCM6104 has Integrated 4 FXO ports, 2 analog telephone FXS ports, and up to 50 SIP trunk options.	\$499	55%
UCM6108	The UCM6108 series IP PBX appliance is designed to bring enterprise-grade voice, video, data and mobility features to small-to-medium businesses by incorporating industry-leading features. The UCM6108 has Integrated 8 FXO ports, 2 analog telephone FXS ports and up to 50 SIP trunk options.	\$949	60%
UCM6116	The UCM6108 series IP PBX appliance is designed to bring enterprise-grade voice, video, data, and mobility features to small-to-medium businesses By incorporating industry-leading features. The UCM6108 has Integrated 16 FXO ports, 2 analog telephone FXS ports and up to 50 SIP trunk options.	\$1,699	70%
UCM6510	The UCM6510 offers a breakthrough turnkey solution for converged voice, video, data, fax, security surveillance and mobility applications out of the box without any extra license fees or recurring costs. 1 integrated T1/E1/J1 interface, 2 PSTN trunk FXO ports, 2 analog telephone/Fax FXS ports with lifeline capability in case of power outage and unlimited SIP trunk accounts.	\$1,999	65%

**IP Video Encoder/Decoder**

Model	Description	List Price	Discount off List
GXV3500	The GXV3500 is an IP video encoder and decoder that uniquely features a built-in public announcement system to offer a 3-in-1 combination device. The device decodes IP video streams to analog video in order to allow IP cameras to be used on an analog network and encodes analog video to allow analog cameras to be used in an IP network. The GXV3500 features H.264 real-time video compression for analog video streams as well as IP decoding with excellent image clarity.	\$149	55%

**Network Video Recorder**

Model	Description	List Price	Discount off List
GVR3550	The GVR3550 is a powerful Network Video Recorder (NVR) that offers small to medium businesses (SMBs) and residential users a reliable and easy-to-manage solution for video surveillance recording and monitoring. The GVR3550 has up to 24 channels of 720p HD or 12 channels of 1080p HD audio/video real-time recording.	\$299	60%

## IP Cameras

Model	Description	List Price	Discount off List
<b>GXV3610_HD</b>	The GXV3610 v2 series are weather-proof dome IP cameras with infrared sensors and a high definition 3.6mm lens – making them ideal for wide-angle monitoring of nearby subjects in environments such as banks, hotels, retails, offices, warehouses and building entrances. GXV3610_HD has 1.2 megapixel Progressive Scan CMOS image sensor and 720p resolution.	\$319	75%
<b>GXV3610_FHD</b>	The GXV3610 v2 series are weather-proof dome IP cameras with infrared sensors and a high definition 3.6mm lens – making them ideal for wide-angle monitoring of nearby subjects in environments such as banks, hotels, retails, offices, warehouses and building entrances. GXV3610_FHD has 3.1 megapixel Progressive Scan CMOS image sensor and 1080p resolution.	\$369	75%
<b>GXV3611IR_HD</b>	The GXV3611IR_HD is an indoor Infrared (IR) fixed dome IP camera with a high-definition 2.8mm lens – making it ideal for wide angle monitoring of nearby subjects in environments such as banks, hotels, retail, offices or building entrances.	\$139	55%
<b>GXV3662_FHD</b>	The GXV3662 series are outdoor weatherproof IP dome cameras that are ideal for outdoor use in areas where weather conditions are a concern. The GXV3662 series models are built with a vandal-proof and tamper-proof casing which allows them to stand up to possible tampering in settings such as banks and retail stores.	\$499	80%
<b>GXV3672_HD</b>	The GXV3672 series are powerful weatherproof Infrared HD IP cameras of outstanding performance and quality. The GXV3672_HD offers an 8mm lens, which is ideal for distance monitoring. High quality 1.2 Megapixel and 3.1 Megapixel CMOS sensor and HD lens, and advanced multi-streaming rate real-time H.264, Motion JPEG at 720p and 1080p resolutions at full frame rate.	\$349	75%
<b>GXV3672_FHD</b>	The GXV3672 series are powerful weatherproof Infrared HD IP cameras of outstanding performance and quality. The GXV3672_FHD offers an 8mm lens, which is ideal for distance monitoring. High quality 1.2 Megapixel and 3.1 Megapixel CMOS sensor and HD lens, and advanced multi-streaming rate real-time H.264, Motion JPEG at 720p and 1080p resolutions at full frame rate.	\$449	80%
<b>GXV3672_HD_36</b>	The GXV3672 series are powerful weatherproof Infrared HD IP cameras of outstanding performance and quality. The GXV3672_FHD_36 offers a offer a 3.6mm lens, which is ideal for wide-angle, close-proximity monitoring. High quality 1.2 Megapixel and 3.1 Megapixel CMOS sensor and HD lens, and advanced multi-streaming rate real-time H.264, Motion JPEG at 720p and 1080p resolutions at full frame rate.	\$349	80%
<b>GXV3672_FHD_36</b>	The GXV3672 series are powerful weatherproof Infrared HD IP cameras of outstanding performance and quality. The GXV3672_FHD_36 offer a 3.6mm lens, which is ideal for wide-angle, close-proximity monitoring. High quality 1.2 Megapixel and 3.1 Megapixel CMOS sensor and HD lens, and advanced multi-streaming rate real-time H.264, Motion JPEG at 720p and 1080p resolutions at full frame rate.	\$449	80%
<b>GXV3674_HD_VF</b>	The GXV3674 v2 series are outdoor weatherproof IP cameras with infrared sensors, making them ideal for any outdoor setting where weather and light conditions are a concern. GXV3674_HD_VF: 1.2 megapixel Progressive Scan CMOS image sensor, 720p resolution	\$369	75%
<b>GXV3674_FHD_VF</b>	The GXV3674 v2 series are outdoor weatherproof IP cameras with infrared sensors, making them ideal for any outdoor setting where weather and light conditions are a concern. GXV3674_FHD_VF: 3.1 megapixel Progressive Scan CMOS image sensor, 1080p resolution. They also have wide Dynamic Range (WDR) supported by GXV3674_FHD	\$469	75%