



Dream, Plan, Do

Presenter

“Nikhil R M”

Grandstream Certified Product Specialist

Panelists

Krishna V.R –Director Sales

Raghavendra A-Head Technical Support & Services



MICROVILLAGE

TOGETHER - WE GROW

About Us

- Micro Village Communications Pvt Ltd- a 23 year old niche distribution company has been in the Indian market from the year 1996.
 - ❑ 1996, Established and brought USRobotics Modem
 - ❑ 1997, partner with the Linksys
 - ❑ 2000, 3com
 - ❑ 2002, Grandstream
- HQ in Bangalore, India and International Office in Singapore – Covering South East Asia.
- 100% Indirect Sales Model.130 Active partners .Total partner base of 900 +.
- Visit our website : www.microvillage.in
- Social Media @microvillage on Facebook ,Messenger , LinkedIn ,Twitter and YouTube





CSR Activity - COVID 19 - Free Food distribution till 14th April'20





MICROVILLAGE
TOGETHER - WE GROW

Solutions

- Small and Medium business
- Enterprise Solutions
- Educational Institutions
- Hospitality / Residential
- Call Center Solutions
- ISP
- Health Care
- Cloud Telephony (VoAAS)
- International Minutes and IDD services
- Intelligent Retail Solutions
- Distributor for Grandstream, **Digifort**, **Ribbon** and **Hypermedia**

Services

- Extended warranty
- Consultation
- Network Support
- Network Supply & Installation





OUR PRODUCTS

A collection of Grandstream network devices is displayed against a blue background with wavy patterns. From left to right, the devices include: a black IP PBX appliance with a control panel; a black video telephony unit with a screen showing a video call; a white video conferencing camera on a black base; a white dome-shaped video surveillance camera; another white dome-shaped video surveillance camera; a black video telephony unit with a screen showing a video call; and a black IP PBX appliance with a control panel.

IP PBX APPLIANCE - VOICE TELEPHONY - GATEWAYS - VIDEO CONFERENCING - VIDEO TELEPHONY - VIDEO SURVEILLANCE - IP PBX APPLIANCE - VOICE TELEPHONY - GATEWAYS - VIDEO CONFERENCING - VIDEO TELEPHONY - VIDEO SURVEILLANCE - IP PBX APPLIANCE - VOICE TELEPHONY - GATEWAYS - VIDEO CONFERENCING - VIDEO TELEPHONY - VIDEO SURVEILLANCE - IP PBX APPLIANCE - VOICE TELEPHONY - GATEWAYS - VIDEO CONFERENCING - VIDEO TELEPHONY - VIDEO SURVEILLANCE - IP PBX APPLIANCE - VOICE TELEPHONY - GATEWAYS - VIDEO CONFERENCING - VIDEO TELEPHONY - VIDEO SURVEILLANCE - IP PBX APPLIANCE - VOICE TELEPHONY - GATEWAYS - VIDEO CONFERENCING - VIDEO TELEPHONY - VIDEO SURVEILLANCE - IP PBX APPLIANCE - VOICE TELEPHONY - GATEWAYS - VIDEO CONFERENCING - VIDEO TELEPHONY - VIDEO SURVEILLANCE - IP PBX APPLIANCE - VOICE TELEPHONY - GATEWAYS - VIDEO CONFERENCING - VIDEO TELEPHONY - VIDEO SURVEILLANCE - IP



GRANDSTREAM

CONNECTING THE WORLD



IPVideoTalk

Web Meetings and
Virtual Collaboration



IPVideoTalk is a virtual meeting room that coworkers, teammates, classmates, or any group can come together and collaborate in.



Powerful Collaboration Features



IPVideoTalk provides organizations with advanced features for productive remote sessions

- 1080p HD Video
- HD Audio Feeds
- Screen and Content Sharing
- Meeting and Webinar Modes
- Group and Private Chat
- Recording and Cloud Storage
- Meeting Reports and Analytics
- Host Administrative Controls



Meet from Anywhere, Anytime



Hold powerful remote meetings, trainings, classes, and video conferences that can be attended on nearly any device

- Instantly create a virtual conferencing space
- Schedule onetime or repeating meetings
- Automatic invites and email reminders
- No extra software for desktop conferencing
- Web browsers, Android and iOS device, Grandstream GVC3200 series, and VoIP, landline, and cell phones



Use Cases - Business



- Bridge remote teams together instantly, at any time
- Hold video meetings with clients and customers
- Attend meetings on nearly any device with no plugins

Use Cases - Medical



- Hold centralized staff meetings with online access
- Telehealth visits, consultations, diagnosis, and check-ins
- Record meetings for patient's future reference



Use Cases - Education



- Create remote classrooms with webinar, Q&A, and raise hand functionality
- Record classes, share virtual hand-outs, and share screen demonstrations
- Access reports and analytics about class participation

Use Cases - Personal Training



- Extend a fitness class to hundreds of remote attendees in their homes
- Allows the expansion of a business to remote clients
- Live social-media sharing for free classes



IPVideoTalk Plans

Basic - Free

- All advanced features
- 50 participants, 49 video feeds
- Up to 70 minutes per meeting
- 512 MB Cloud Recording/Storage
- VoIP Dial-In

Pro – Chargeable/month

- All advanced features
- 100 participants, 49 video feeds
- Up to 6 hours per meeting
- Unlimited webinars
- 2GB Cloud Recording/Storage
- VoIP, Toll, or Cell Dial-In
- Group accounts and Billing

Business - Chargeable/month

- All advanced features
- 150 participants, 49 video feeds
- Up to 6 hours per meeting
- Unlimited webinars
- 5GB Cloud Recording/Storage
- VoIP, Toll, or Cell Dial-In
- Group accounts and Billing



GVC Room System Package



Take your meeting space to the cloud with a Grandstream GVC3200 series and IPVideoTalk

- Add-on package to any IPVideoTalk plan
 - Upgrades Basic Plan
 - Extra charges applicable per month
- Create collaborative meeting rooms that connect remote employees





Video Conferencing Systems & IPVideoTalk



GVC3200



GVC3202



GVC3210



Not Officially Launched
GVC3212



Not Officially Launched
GVC3220



IPVT10



IPVideoTalk



GWN7000

Enterprise Multi-WAN Gigabit VPN Router



- 7 Gigabit Ports (2 WAN, 5 LAN)
- Hardware accelerated VPN
- Embedded Controller to control 300+ APs
- Multi-WAN ports with Load Balancing and Failover
- 1 million packets/second routing and 10 Gbps aggregate switching power
- Rich peripheral support like printer, NAS, file server



WP810

Cordless Wi-Fi IP Phone





Feature Highlights

Push-To-Talk

Optimized Battery Life and Low-Battery Notification



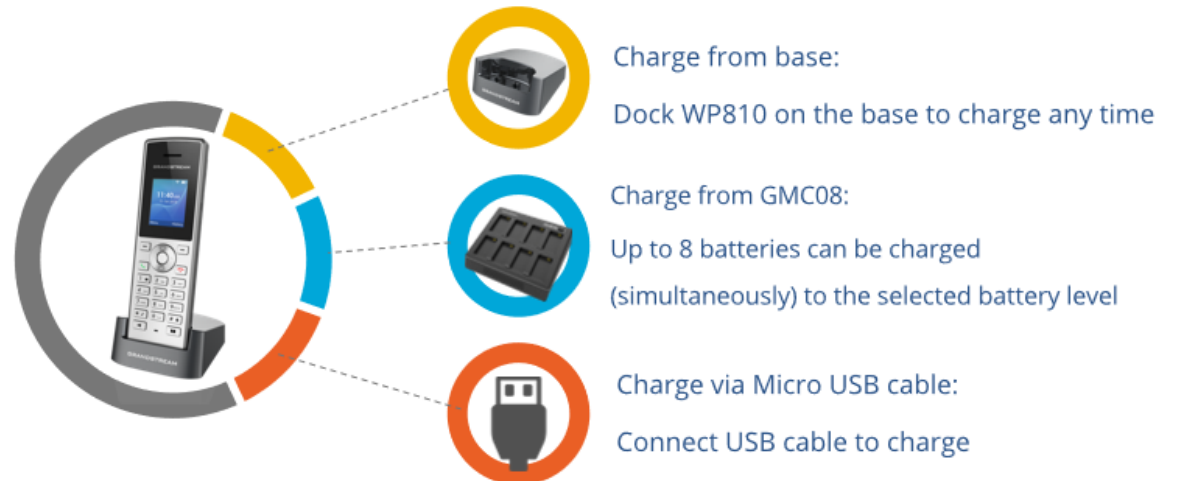
- Configurable button for PTT
- Multiple paging mode
- Talk anytime, anywhere with one button
- Powerful safety & communication features



Dual-MIC Design Reduces Noise Significantly



Multiple Charging Methods, Anywhere & Anytime





Exterior Design





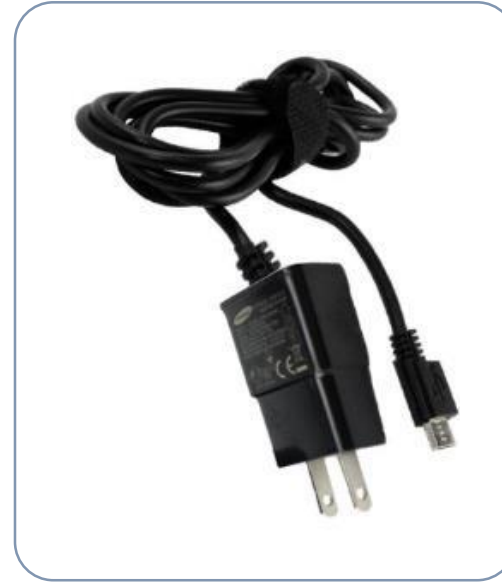
Included in the Box



Charging station



Belt clip
(360-degree rotation)



Power adapter



Li-ion battery



GMC08 Battery Charger



- Up to 8 batteries can be charged at one time
- 3 Charging capacity levels: 30%, 60%, 100%
- Excellent heat dissipation
- 8 Independent dual-color LEDs to indicate battery charging/discharging status
- Temperature control: Fan cools at high temperature and device turns off at extremely high temperature

Competitive Analysis



MICROVILLAGE
TOGETHER - WE GROW



	WP810	Spectralink 8440 Handset	Unidata ICW-1000G	WiFi Genius X1
Wi-Fi	Dual-band 802.11 a/g/b/n/ac	Dual-band 802.11 a/g/b/n	Dual-band 802.11 a/g/b/n	Single-band (2.4GHz) 802.11 a/g/b/n
Battery	1500mAh battery, 6 hour talk time, 120-hour standby	Up to 8 hrs talk time, 80hrs standby time	1100mAh battery, 14 hour talk time, 150 hours standby	500mAh battery, 3-4 hours talk time, 72-120 hours standby time
Lines/SIP accounts	2 / 2	6 / 6	1 / 1	1 / 1
Screen	1.8 inch (128x160) TFT color LCD	2.2 inch (240 x 320) color LCD	2.4 inch (320 x 240) pixels	
Roaming Protocol Support	PMK Caching, OKC (pending: 802.11k/r/v)	No	No	No
Voice	G.711μ /a, G.729A/B, G.722, iLBC, Opus	G.711 (a-law, u-law), G.729, G.722, G.722.1	G.711 aLaw, G.711 uLaw, G.729AB	G711 A/μ, G729, GSM, iLBC, G722, OPUS, Speex
Peripherals	3.5 mm headset jack, Micro USB port	2.5mm headset jack, Micro USB port, Bluetooth	3.5mm headset jack	No headset jack, Bluetooth included
Push-to-Talk	Yes	Yes	No	No
AP Optimization	Yes <i>Pair with Grandstream's GWN series for auto-recognition and security optimization</i>	No	No	No



Mobile Office Solution

All-in-One Solution creates a wireless, mobile office



IP PBX
UCM Series



Wireless AP
GWN Series



HD Video Phone
GXV3380

HD Video Phone
GXV3350

Portable WIFI Phone
WP810

Desktop IP Phones
GRP series

Softphone
Grandstream
Wave



Wireless AP Deployment - Roaming



AP requirements for roaming:

1. All wireless APs should use the same SSID (SSIDs are case-sensitive)
2. IP address assigned to wireless AP must belong to the same subnet and same VLAN
3. Authentication method must be the same on the client and the AP network configuration
4. Adjacent AP signals must overlap enough so that the client can maintain a good connection during roaming transition





GWN7605

802.11AC Wave-2 2X2:2

Wi-Fi Access Point



The GWN7605 is an affordable 802.11ac Wave-2 Wi-Fi access point ideal for small to medium wireless network deployments with medium user density. It offers dual-band 2x2:2 MU-MIMO with beam-forming technology and a sophisticated antenna design for maximum network throughput and expanded Wi-Fi coverage range.



Feature Overview



Gigabit
1.27 Gbps aggregate wireless throughput



1.27 Gbps aggregate wireless throughput



165 Meter Coverage Range



Supports up to 100+ concurrent Wi-Fi Clients



Embedded controller manages up to 50 GWN series APs



Anti-hacking secure boot and critical data/control lockdown



Wi-Fi Data Rates Supported

- 802.11ac: 6.5 Mbps to 867 Mbps
- 802.11a/g: 6, 9, 12, 18, 24, 36, 54 Mbps
- 801.11n: 6.5Mbps to 300Mbps
- 802.11b: 1,2, 5.5, 11 Mbps



Wi-Fi Throughput

- 2.4G Throughput: 300 Mbps
- 5G Throughput: 867 Mbps



Captive Portal

- Customize landing page for connecting client devices
- GUI allows for complete control of messaging and look
- Authenticate via voucher, password, social login, and more

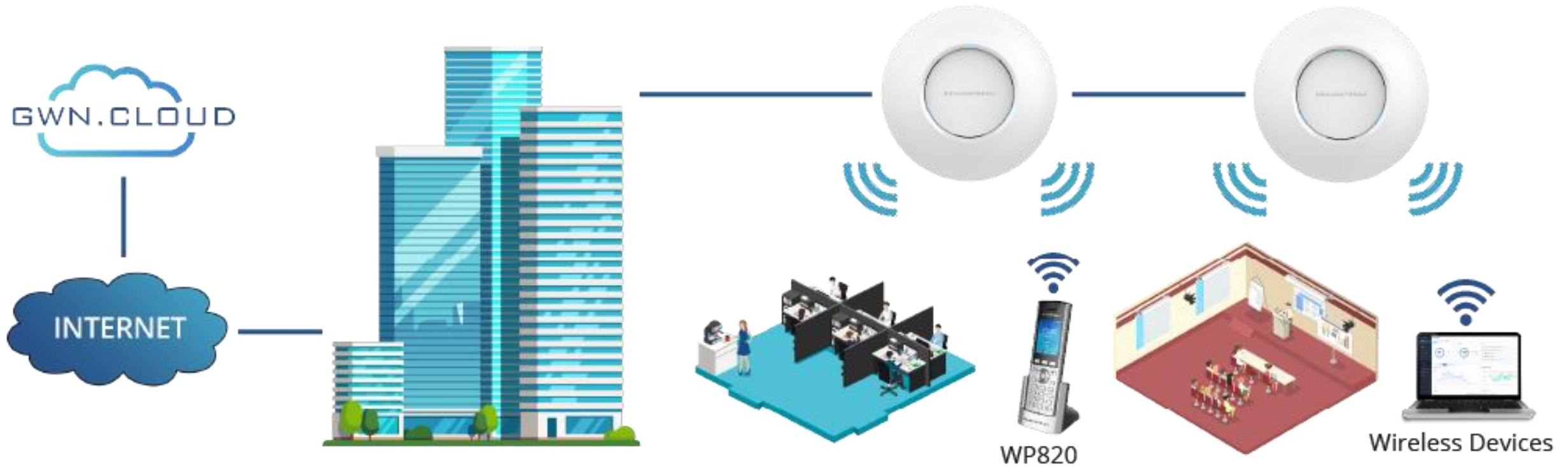
Beamforming Technology

- Access point detects wireless clients and focuses signal towards them





Deploying the GWN7605 & Leveraging GWN Cloud





Small to Medium Offices

- Affordable price and powerful features provides cost-effective solution
- Onsite IT teams can easily manage and configure networks
- QoS standards organize competing devices and maintains quality between them

Commercial Shops

- Dedicated guest and staff networks
 - Multiple SSIDs
 - Captive Portal
- Captive portals can secure public Wi-Fi channels
- Affordability brings Wi-Fi to startups and small service industry stores
- Beamforming helps roaming device stay connected



Education

- Highly customize student's ability to access internet
- Wireless network is easily adjusted based on year-to-year and seasonal needs using any management options
- Cost-effective solution for public education section requiring cutting-edge Wi-Fi technology



Competitive Comparison

	GWN7605	Ruckus R310	Aruba 303H	Engenius ECW120
Wi-Fi Standard	IEEE 802.11a/b/g/n/ac Wave 2	IEEE 802.11a/b/g/n/ac Wave 1	IEEE 802.11 a/b/g/n/ac Wave 2	IEEE 802.11 a/b/g/n/ac Wave 2
Antenna	2x2 :2 MU-MIMO	2x2:2 SU-MIMO	2x2:2 MU-MIMO	2x2:2 MU-MIMO
Maximum Rates	5GHz: 867 Mbps 2.4Ghz: 300 Mbps	5GHz: 867 Mbps 2.4Ghz: 300 Mbps	5GHz: 867 Mbps 2.4Ghz: 300 Mbps	5GHz: 867 Mbps 2.4Ghz: 400 Mbps
Concurrent Clients	100+	100+	256+	250+
SSIDs	8	16	16	8
Cloud Management	Yes, Free	Yes, Paid	Yes, Paid	Yes, Paid



Upcoming Product Innovations in 2020

- **New Low-End and Mid-Range Phones (GRP26xx)**: major feature enhancements, significant performance boost, and aggressive price compared to GXP16xx/21xx
- **Conferencing**: new GVC, GAC, and wireless microphone
- **Networking**: 5 new Wi-Fi APs with competitive price; New Gigabit layer-3 PoE switches with competitive price and auto QoS for real-time voice/video applications.
- **Wi-Fi Mobility Devices (WP8xx)**: new low-end (WP810) and high-end phone (WP850)
- **UCM**: new UCM63xx series with increased performance, capacity, and features
- **Other New Devices**: New GSC361x IP cameras with aggressive price and GSC3570 intercom device



UPCOMING
PRODUCT



WP850

Smart Wi-Fi IP Phone & Computing Device

- 6 SIP accounts, 6 Lines
- 5.7 inch HD touch screen with 2.5D Corning glass
- NFC support and fingerprint recognition
- 1D and 2D barcode scanner
- IP67 dustproof/weatherproof
- Drop-safe from 1.2 meters
- Runs Android 9.0 and supports custom Android apps
- Dual-band Wi-Fi, integrated Bluetooth
- Rechargeable 4800mAh battery with 12 hour talk time



UPCOMING
PRODUCT



GSC3610

Infrared Weatherproof Dome Camera

- Smart infrared technology for optimal white balance and exposure
- Supports alert notifications via outbound voice or video call & email screenshot
- Primary stream 1920x1080 and secondary stream 640x480
- Supports motion detection



UPCOMING
PRODUCT

GSC3615

Infrared Weatherproof IP Camera

- Smart infrared technology for optimal white balance and exposure
- Supports alert notifications via outbound voice or video call & email screenshot
- Primary stream 1920x1080 and secondary stream 640x480
- Supports motion detection

The logo for Grandstream, featuring a stylized 'G' in blue and green, with the text 'GRANDSTREAM' in blue and 'CONNECTING THE WORLD' in smaller blue letters below it.

GRANDSTREAM
CONNECTING THE WORLD





UPCOMING
PRODUCT

GSC3570

HD Intercom & Facility Control Station

- 7-inch 1024x600 capacitive touch screen
- Dual-band 802.11ac Wi-Fi
- 4x alarm input ports
- 1x alarm output port
- 4 SIP accounts
- Full-duplex 2-way HD audio with advanced echo cancellation





GWN7630LR

Long-Rang Wi-Fi AP

- IP66 weatherproof
- Dual-band 4x4:4 MU MIMO
- 2.33GBps throughput
- 200+ concurrent clients
- 300 meter range





GWN7602

Mid-Tier Wi-Fi AP

- 3 network ports to provide devices with ethernet
- Uplink gigabit network port
- Dual-band 2x2:2 MU MIMO
- 100 meter range, 80 clients



GWN Manager

Wi-Fi Management Software (FREE)

GWN Manager is a software-based management platform for Grandstream access points, typically deployed in the customer's private network. This flexible, scalable solution offers the same simplified configuration and management options as GWN.Cloud, however delivered in software form. Keep an eye on the network's performance with real-time monitoring, alerts, statistics and reports that can be viewed using a web browser or the mobile application.



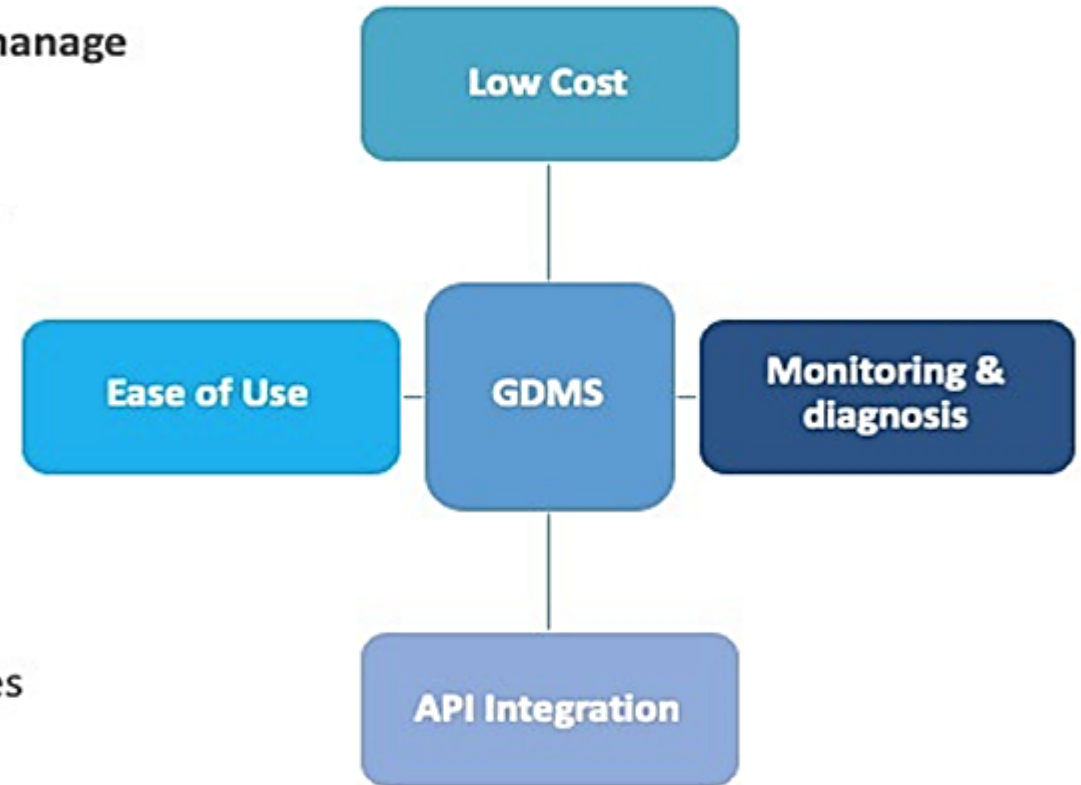
- Complete scalability
- Network-based AP management
- Real-time Wi-Fi AP and client monitoring
- Bank-grade TLS encryption from end-to-end
- X.509 certificate-based authentication
- Built-in captive portals



The logo for GDMS, consisting of a blue hexagonal icon with a circuit-like pattern and the letters 'GDMS' in a bold, blue, sans-serif font.

GDMS is a cloud based solution That provides easy to use tools to manage all Grandstream devices

- ❖ **Remote device management:** reboot, factory reset, and diagnosis
- ❖ **Granular user management:** roles and permissions
- ❖ **Task management:** Reboot, upgrade, push configuration
- ❖ **Channel management:** Support sub-channel accounts and assign devices to them
- ❖ **Device configuration:** SIP account assignment and group templates
- ❖ **Device monitoring:** registration status, call status, online ..etc
- ❖ **Device diagnosis:** ping, traceroute, syslog, and packet capture





New Conferencing Products

GAC2570 Audio Conference Phone
(Android 10, 7" touch screen LCD,
multi-MIC, Wi-Fi/Bluetooth, battery)



GVC3220 Video Conference System
(Android 9, 12x optical PTZ 4K camera, 5-way
1080p conference, companion GMD1208)



GMD1208 Wireless Microphone
(multi-MIC, 2.4G wireless + Bluetooth, battery)



Jan Feb Mar Apr May Jun Jul Aug Sep



New UCM63xx Products

Up to 6K users, 400 concurrent calls,
integrated video MCU, advanced jitter resilience
(50% packet loss tolerance)

- 1 FXO/1 FXS (UCM6301, aggressive price)
- 2 FXO/2 FXS (UCM6302)
- 4 FXO/4 FXS (UCM6304)
- 8 FXO/8 FXS (UCM6308)

Target mid-sized businesses and SIP trunking
device (UCM6301) for service providers



Jan

Feb

Mar

Apr

May

Jun





Thank You

Our Sales Email: sales@microvillage.in



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