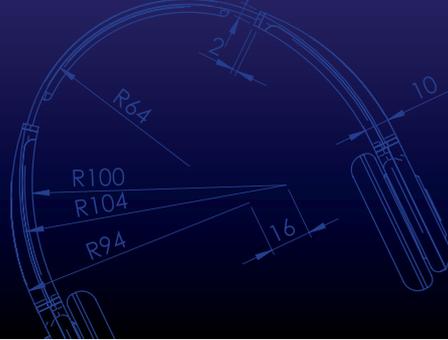




PRESS RELEASE



BNS Distribution and JPL Telecom Announce Distribution Partnership

~ Easy Access for BNS Distribution partners to a wide-range of JPL Telecom's headsets ~

Wigan, UK and Dorset, UK – October 4th, 2018 – BNS Distribution Ltd and JPL Telecom Limited today announced a distribution partnership. Under this partnership JPL Telecom's world-class and design firsts headsets will be available to BNS Distribution Partners throughout the UK.

JPL and Grandstream announced Product compatibility in March 2018 when testing confirmed that a wide-range of JPL Telecom's world-class headsets were fully compatible with Grandstream's award-winning portfolio of IP Phones. As a result of comprehensive testing, it was proved that a variety of JPL Telecom's wired and wireless headsets can be seamlessly integrated (to work "out of the box") with Grandstream's GXP2100 series High-End IP phones, GXP1700 series Mid-Range IP Phones, GXP1600 series Basic IP Phones and GXV3200 IP Video Phone for Android™.

"I am extremely pleased and excited with the new partnership with BNS Distribution," said James Clarke, Founder & CEO of JPL Telecom Limited. "We wanted to make sure that BNS Distribution's customers have more options when it comes to their telecom headsets. All our headsets offer high quality standards with advanced noise cancellation using Surround Shield™ technology and some with patented design industry firsts. Our partnership with BNS Distribution is part of a growing commitment and support to our partners in the telecoms and UC channel. JPL Telecom is also releasing more new products throughout 2018 – a new UC wireless DECT headset with four patent pending designs, a new concept design, more USB headsets and complimentary accessories."

"Headsets are the main way that many users interact with their IP phones, and therefore it is imperative for us to offer powerful, easy-to-use "out of the box" headsets that seamlessly pair with the Grandstream phones," said Lee Sinclair Sales Director of BNS Distribution Ltd. "We are excited to partner with JPL Telecom to allow users of Grandstream phones to take advantage of their world-class headsets that offer superior audio quality and hands free functionality. We are also very impressed with JPL's ability to offer superior noise cancellation for the microphone send sound and their innovative industry firsts. Users should be able to have an almost 'face to face' like quality conversation without sound distractions from the speakers or microphone. JPL headsets give a true to life send and receive sound that is truly class leading."

This latest partnership development means that BNS Distribution as the UK's primary distributor of Grandstream products able to ensure that their UK customers have access to this high quality support and can easily pair the Grandstream phones with JPL Telecom's robust wired and wireless headsets to offer hands free calling options.

UK Price and Availability

The JPL headsets are available now through BNS Distribution Ltd in the UK. Please contact BNS Distribution for pricing.

ABOUT JPL TELECOM

Based in Dorset, England, JPL Telecom designs and manufactures professional telecom headsets. They have grown exponentially and are now the UK's third largest manufacturer of business telecom headsets. JPL Telecom offers a wide range of professional telecom headsets, ranging from entry level office use headsets to professional call centre use headsets in wired and wireless DECT styles, which include innovative patented modular system headsets that provide a real alternative to the current brand leaders. The company's aim is to continuously improve customer choice, offering value to our resellers and end users world-wide. Visit www.jpltele.com.

ABOUT BNS DISTRIBUTION LTD

BNS Distribution Ltd are the UK's primary Value added distributor for Grandstream Networks products.

Founded in 2002 BNS provides a proven level of expertise and experience to ensure our partners receive the service and support they need. We are constantly evaluating our products, prices and configuration services to keep the Grandstream Networks products at the front end of the market. The BNS vision was to service the IT Service Provider and Reseller community to a higher level than previously available from less focussed distribution channels and our experience and service levels enables us to work closely with our partners to ensure they get the right product at the right price.

BNS are proud of our position in the market as a trade only distributor; our aim is to understand your requirement and the commercial pressures on your business and only sell you hardware based on your configuration requirements. This unique approach has led us to deliver to our customers the opportunity to give their customers a seamless, feature rich SIP experience.

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