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## **Frost & Sullivan Recognizes ClearOne with the 2012 Global Tabletop Audio Conferencing Endpoints Product Line Strategy Award**

### **Award recognizes breadth of product line for emerging UC and VoIP trends for enterprise and SMBs**

SALT LAKE CITY, June 19, 2012 /PRNewswire/ -- ClearOne (NASDAQ: CLRO) today announced it has received the 2012 Frost & Sullivan Global Tabletop Audio Conferencing Endpoints Product Line Strategy Award. ClearOne received top marks for its development of enterprise-grade USB audio appliances and for its ability to enable high-quality audio with a large breadth of applications across multiple use cases.

The Product Line Strategy Award criteria measured ClearOne's tabletop solutions against the competition in several categories, including breadth of product line, size of addressable customer base, impact on market share and breadth of applications/markets served. When compared to competitive solutions, the Frost analysis gave top ratings to ClearOne in every category, including a perfect score for breadth of applications/markets served.

"The enterprise communications market is in a time of change that is presenting unique challenges to the vendors of tabletop audio conferencing endpoints," said Paul Waadevig, Principal Consultant at Frost & Sullivan. "ClearOne has developed and implemented a first-class product line strategy to address these challenges by leveraging the changes in technology and customer needs in the market. By following a USB tabletop product line strategy, ClearOne addresses the need to use audio through Web conferencing services and other soft client or Web interfaces, which represents substantial cost savings without sacrificing on quality endpoints."

The analysis also noted that unified communications and Web conferencing have become more pervasive as customers are realizing the value of moving from the desktop to the tabletop conference room, tablet or other mobile device. ClearOne's approach emphasizes flexibility in product use with a variety of connection points. Over the past five years, ClearOne has developed a number of products that are both USB-enabled and able to connect to a number of different audio inputs.

Overall, Frost & Sullivan reported that ClearOne has been a market leader by expanding its products from personal use cases to small and medium groups with a variety of professional group audio conferencing solutions.

"ClearOne is honored to receive this prestigious Frost and Sullivan award. We continue to look ahead, intercepting the market with new product innovations to help our partners deliver the highest-value solutions to their customers," said Zee Hakimoglu, Chairman and CEO of ClearOne.

### **About ClearOne**

ClearOne is a global company that designs, develops and sells conferencing, collaboration, streaming and digital signage solutions for audio, video and data multimedia communication. The performance and simplicity of its advanced comprehensive solutions enhance the quality of life. ClearOne products are designed for business and residential use, offering unprecedented levels of functionality, reliability and scalability. More information about the company can be found at [www.clearone.com](http://www.clearone.com).

### **Frost & Sullivan**

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