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ClearOne Expands Technical Sales Support for NetStreams Commercial and Residential Resellers

ClearOne delivers added value with the launch of its new Tech Sales organization - offering system design, RFQ, and on-site services.

SALT LAKE CITY, March 24 /PRNewswire-FirstCall/ -- [NetStreams](#), the pioneer in digital media networks based on Internet Protocol (IP) technology, recently acquired by ClearOne (Nasdaq: CLRO), the leading global provider of audio conferencing solutions today announced the creation of its Technical Sales organization.

ClearOne is now offering pre-sales support through its new Tech Sales organization for NetStreams resellers, distributors, and other partners. The organization is staffed with industry AV and IT veterans, who combined, bring decades of experience.

"Technical sales is an essential part of the pre-sales process. While many companies have either down sized or eliminated this level of support all together, ClearOne is taking the next step forward. We are delivering an invaluable sales service to our NetStreams partners to help with the simplest to the most complex system designs," said Michael Braithwaite, Sr. Vice President of Technology, at ClearOne. "The new organization is the latest commitment from ClearOne designed to focus on a higher and more dedicated level of support for our fast-growing commercial and residential NetStreams reseller base."

This new Technical Sales staff includes Cisco Certified Engineers, as well as CEDIA and ICIA trained AV professionals to assist with pre-sales activities including system design, system evaluation, configuration, training, and product education for both our commercial and residential resellers.

"Our role should go beyond simply assisting our partners with NetStreams product basics by providing them with the necessary support so that they become confident in their abilities to design and become experts with larger and more complex systems," said Curtiss Singleton, Vice President of Americas AV Channel Sales. "As this sector of the AV market continues to grow at record pace, we want our partners ahead of the curve."

About ClearOne

ClearOne is a communications solutions company that develops and sells audio conferencing systems and other related products for audio, video, and web conferencing applications. The reliability, flexibility, and performance of ClearOne's comprehensive solutions create a natural communications environment, which saves organizations time and money by enabling more effective and efficient communication. For more information, visit ClearOne's website at www.clearone.com.

About NetStreams

NetStreams delivers the Ultimate IP A/V Experience by distributing high definition audio and video over TCP/IP networks. NetStreams' products, designed for commercial and residential use, offer unprecedented levels of performance, functionality, simplicity, reliability, and expandability. By combining audio/video content, meta-data and control signals into one stream and incorporating industry standards, NetStreams solutions are a smart investment. NetStreams is enabling the future of IP A/V – today. For additional information on NetStreams and its innovative products, please visit www.netstreams.com.

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