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ClearOne Receives 2008 Global Market Leadership Award From Frost & Sullivan

Analyst firm recognizes ClearOne for its market leadership and product excellence in the Installed Audio Conferencing market.

SALT LAKE CITY, Nov. 6 /PRNewswire-FirstCall/ -- ClearOne (Nasdaq: CLRO), the leading global provider of high performance audio conferencing solutions, has been selected by Frost & Sullivan as the recipient of their 2008 Global Market Leadership Award. This award is given to the company that has exhibited excellence in all areas of the market leadership process, including the identification of market challenges, drivers and restraints, as well as strategy development and methods of addressing changing market dynamics.

Frost & Sullivan noted that ClearOne not only has the largest market share in the installed audio segment, but has also put into practice growth and implementation strategies to a degree well above most of their competitors. ClearOne was recognized for its ability to expand its market share, integrate new technologies into its portfolio of products, and maintain market-leading pricing.

"ClearOne scored above average on almost all criteria," said Paul Waadevig, Global Program Director, Conferencing and Collaboration, at Frost & Sullivan. "ClearOne has reasserted its dominance in the installed audio market by concentrating on its core competencies. Even with increasing competition and economic pressures, ClearOne has demonstrated an ability to grow their market share and strengthen their sales channels. For a company that is the largest in the industry, ClearOne has rekindled a fire that one usually only sees in startups."

A central part of their award presentation was Frost & Sullivan's Growth Excellence Matrix. This matrix displays Growth Strategy Excellence on the vertical axis and Implementation Excellence on the horizontal axis. Some noted examples of ClearOne's superiority in these areas include:

-- Integration of industry challenges, drivers and restraints:

Frost & Sullivan praised ClearOne's ability to refocus on their core business as well as its ability to closely examine market trends and integrate new technologies into its products.

-- A growth system or pipeline:

ClearOne was recognized for increasing confidence in their products among the reseller channel and, as a result, increasing its ongoing sales pipeline on a sustainable basis.

-- Best practices for sales:

ClearOne scored a perfect "10" in this category and was recognized for its focused sales strategy and responsiveness to the sales channel through aggressive pricing.

-- Sense of urgency:

ClearOne's senior management was singled out for making positive personnel changes, reducing costs, and rekindling a sense of urgency.

"We could not be happier at the news that Frost & Sullivan has honored ClearOne with this important award," said Zee Hakimoglu, CEO at ClearOne. "Audio conferencing is the very core of everything we do here at ClearOne. And it is gratifying to be recognized, not only for our robust product line, but also for our efforts to expand our customer base and support our reseller channels."

In selecting the recipient of this award, the Frost & Sullivan analysts track competitor revenue and market share within the industry. This is accomplished through interviews with market participants and extensive secondary research of proprietary data sources. Market competitors are compared and ranked for relative position. Frost & Sullivan then presents the award to the company receiving the number one industry rank -- in this case, ClearOne.

In business for more than 20 years, ClearOne has a broad range of audio conferencing solutions that are used by thousands of organizations worldwide from small enterprises to the Fortune 1000. These products provide the highest quality hands-free audio for any environment, analog or VoIP, from personal conferencing on PCs and cell phones, to office desktop conferencing, to large professional conferencing venues such as boardrooms, training centers, courtrooms and auditoriums.

About ClearOne

ClearOne Communications Inc. is a communications solutions company that develops and sells audio conferencing systems and related products for audio, video and web conferencing applications. The reliability, flexibility and performance of ClearOne's comprehensive solutions create a natural communications environment that saves organizations time and money by enabling more effective and efficient communication. For additional information, access <http://www.clearone.com>.

About Frost & Sullivan

Frost & Sullivan, the Growth Consulting Company, partners with clients to accelerate their growth. The company's Growth Partnership Services, Growth Consulting and Career Best Practices empower clients to create a growth focused culture that generates, evaluates and implements effective growth strategies. Frost & Sullivan employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about Frost & Sullivan's Growth Partnerships, visit <http://www.frost.com>.

ClearOne Contact:

Mark Child

801-303-3446

mark.child@clearone.com

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