

T3XG Sales Strategy

Information:

- Yealink provides a new series of Gigabit Color IP Phone
- TI Aries Platform provides the proven quality
- Dual-port Gigabit Ethernet, for flexible deployment options and lower cabling expenses
- A large color, backlit screen display offers a brilliant depiction of caller's information
- IPv6 ready for next generation network



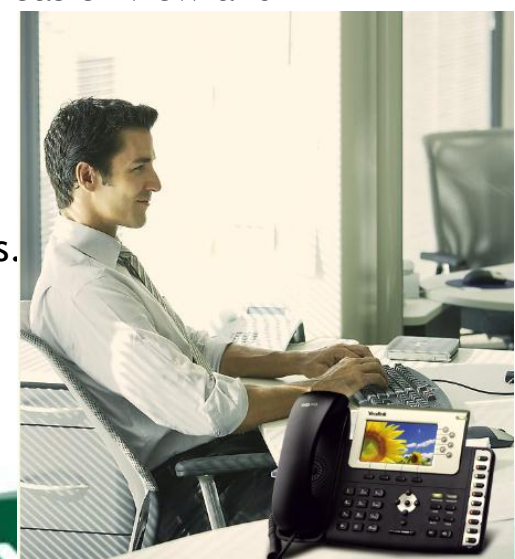
Excellent cost performance:



Model	Yealink	Yealink	SNOM	CISCO	Aastra	Polycom
	T38G	T32G	821	SPA525	6739	670
MSRP	\$259	\$195	\$299	\$ 329	\$385	\$439
Gigabit switch	√	√	√	X	√	√
Color Screen	√	√	√	√	√	√
TFT LCD	4.3" 480 x 472	3" 400 x 240	3.5" 320 x 240	4" 320 x 240	5.7" 640 x 480	4.3" 320 x 160
PoE	√	√	√	√	√	√
IPv6	√	√	√	X	X	X
LCD Expansion	√	X	√	X	√	√
Dsskey	16	3	4	5	0	6

Target Customers:

- Customers purchasing Yealink T2X Series IP Phones
 - T3XG series is designed for managers, providing a vibrant color interface for easier view and navigation
 - T2X series is for Staff and Receptionist
- Customers who deploy the Gigabit network
 - Migrating to Gigabit network is the ideal time to upgrade to Gigabit IP Phones.
- Customers purchasing Polycom soundpoint series IP Phones
 - T3XG will compete with Polycom, snom, Aastra, Linksys IP Phone series
 - Especially aim at their graphical grayscale IP Phones



Yealink
EASY VoIP