Yealink

-Your Best Choice

Agenda

- Y Who is Yealink

- Y Yealink Products

- Y Solutions

- Y Business cases

- Y Why Yealink

Yealink
easy voip

Who is Yealink

Global **TOP 3** SIP Phone Provider

Data from: Frost & Sullivan ,2012

Yealink
easy VoIP

About Yealink

A Leading Innovative Technology Company

- Founded in 2001

- 100% focus on VoIP

- 10+ Years of VoIP experience

- Professional VoIP R&D team

- 200+ engineers

- Proprietary solution

Worldwide Distribution

70+ distributors all over the world

Yealink
easy voip

Worldwide Partner

SMB	3CX	Asterisk	epygi Manufactured in the USA ...
Enterprise	AVAYA DEVCONNECT TESTED	Alcatel·Lucent	NEC ...
Carrier	BROADSOFT Technology Partner	Metaswitch Networks	GENBAND ...
IP Contact Center	Genesys	CosmoCom	INTERACTIVE INTELLIGENCE ...

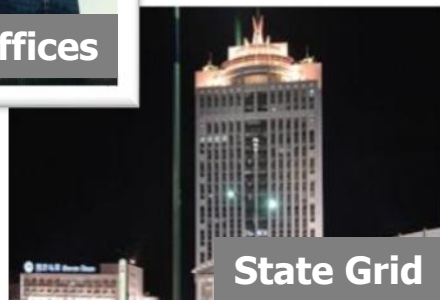Yealink
Easy VoIP

Worldwide Customers

UN Offices

State Grid

Qatar Airways

T-Mobile

HSBC Bank

Awards

Global Enterprise IP Telephony Endpoint Growth Leadership

2013 Internet Telephony TMC Labs Innovation Award

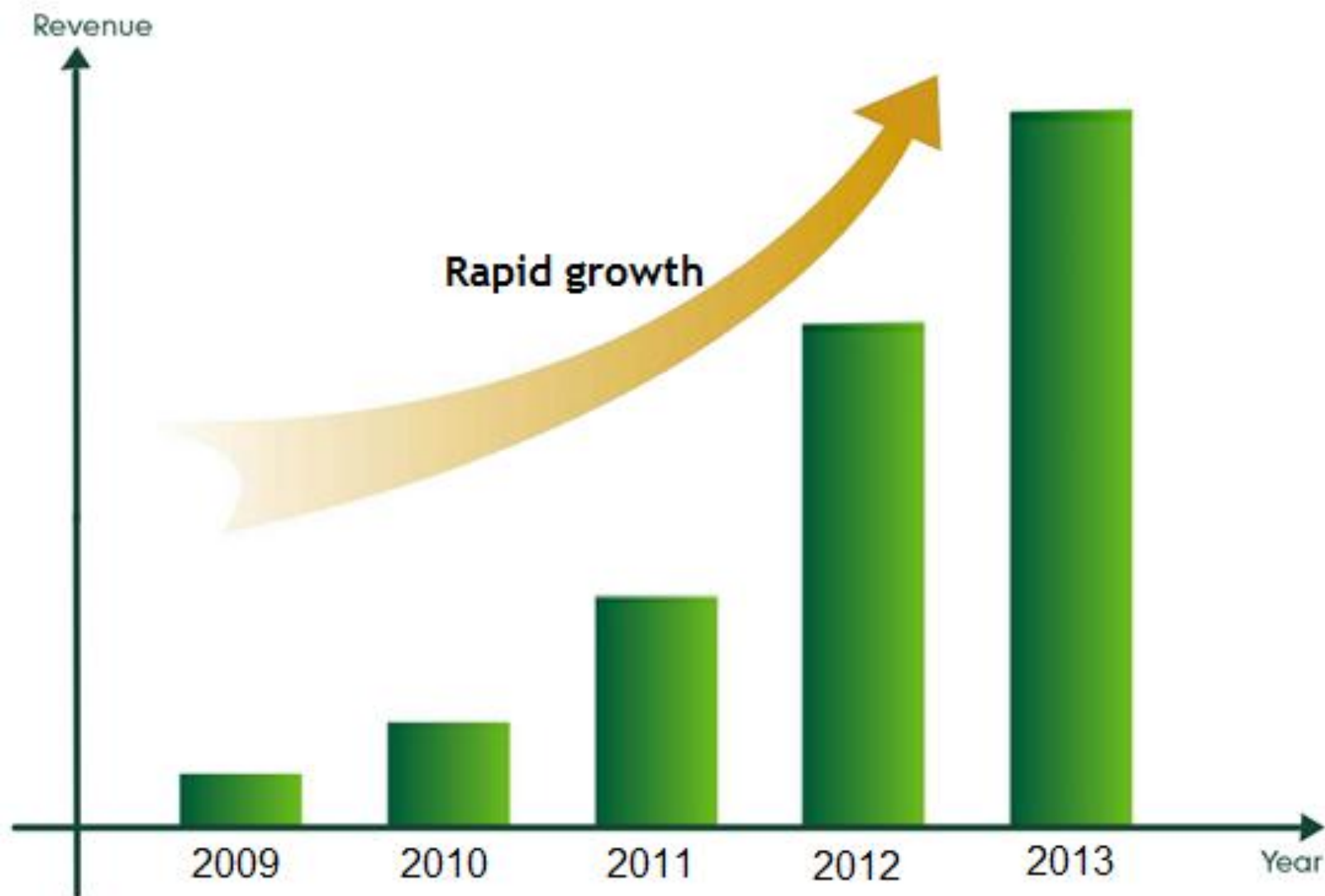**Best VoIP Phone for IT SPA in Europe**

2014 Internet Telephony Product Of the Year Award

Gold Medal for Best IP Phone in Russia 2012

CIPCA's Best IP Phone Supplier 2012 Award

Yealink Growth

Product Lines

IP Video Phone   Enterprise IP Phone   DECT Phone

Yealink
EASY VoIP

Full Range Products

Cloud-based Service Redirection and Provisioning Service

Redirection Server

T4 series IP Phone & IP DECT Phone

W52P

SIP-T48G

SIP-T46G

SIP-T41P

SIP-T42G

T3 series IP Phone & IP Video phone

VP530

SIP-T38G

SIP-T32G

T2 series IP Phone

SIP-T28P

SIP-T26P

SIP-T22P

SIP-T21P

SIP-T20P

Accessories

SIP-T19P

BT40

EXP40

EXP39

EXP38

YHS32

EHS36

Confidential

Yealink easy VoIP

Ultra- Elegant Gigabit IP Phone T48G

- Innovative new design
- HD Voice: HD Codec (G.722)
- 7" 800 x 480-pixel color touch screen with backlight
- Dual-port Gigabit Ethernet, Power over Ethernet (PoE) supported
- Bluetooth headset through USB Dongle supported
- 29 one-touch DSS keys
- Wired/Wireless headset supported
- Expansion modules supported
- Wall mountable
- Simple, flexible and secure provisioning options

Optima HD Voice   **7 inch touch screen**   **1000 M Gigabit**   **Paperless**   **Support Bluetooth Earphone**

Yealink *Easy VoIP*

Business HD IP DECT Phone

- HD Voice with Wideband Codec

- 1.8 inch Color Screen

- Up to 5 Handsets and 5 Accounts

- 4 Simultaneous Calls

- 10-hour Talking Time

- Integral PoE

- Repeater Support (pending)

HD Voice   Up to 5 users   4 simultaneous calls

Yealink
easy VoIP

Solutions

SMB Solution

Features for SMB

- BLF/BLA
- Voice mail
- Intercom/Paging
- Call pickup/park
- Dial plan
- Call recording
- Auto provision
- ......

IP PBX

TI TITAN inside · HD

Video Conferencing	Executive Management	Front-Desk/ Receptions	Desk Phone Applications	Soft-phone/ Skype Calling
VP530	SIP-T46G	T28P + EXP39	T22P	P11B

Certified by the leading IP-PBX

3CX · Asterisk · elastix FREEDOM TO COMMUNICATE · epygi · STARFACE COMFORTPHONING · . . .

Yealink easy VoIP

Enterprise Solution

Features for Enterprise

- LDAP phonebook
- XML browser/screen
- Open VPN
- Push XML
- LLDP
- TLS/SRTP/HTTPS
- ......

Certified by the leading system

Carrier Solution

➢ Yealink is BroadSoft Technology Partner

➢ Fully compatible with BroadWorks R19

Features for BroadSoft

- BW Device Management support
- TR069, SNMP
- BW Features Synchronization (DND, FWD, ACD)
- Busy Lamp Field(BLF)
- Shared Call Appearance(SCA)
- DNS SRV Lookup
- Network conference
- Network call logs
- Network phonebook
- ……

More than 50 Carrier Customers

http://www.broadsoft.com/partners/premier-access-solution-partners/

IP Contact Center Solution

> **Passed the IOT with Genesys and Cosmocom.**

Features for IPCC

- Auto Call Distribution (Login/Logout)
- Status control (Available/Unavailable)
- Status synchronization
- Hot-desking
- Action URL
- Action URI
- Call pickup
- Intercom
- ......

Compatible with the Leading System

Genesys

INTERACTIVE INTELLIGENCE

CosmoCom™

...

Yealink
easy VoIP

Business Cases

Telefonica

Telefonica: One of the largest telecommunication carriers

in the World .

Cooperation Date: Since 2009 started from Czech

Solution: T2 series IP Phones + BroadSoft System

Result: Yealink shares 90% market for Telefonica now

Comments from Telefonica:

- Nice outlook

- Stability

- Rapid technical support

KPN

KPN: A leading carrier in Netherlands

Cooperation Date: Since 2011

Solution: T2 series IP Phones + BroadSoft System

Result: Yealink is one of two official suppliers for KPN

(the other one is Polycom)

Comments from KPN

- Excellent quality

- Good appearance

- Rapid technical support

Qatar Airways Project

- QATAR Airways**:** a five star airline over the world

- Solution**:** Yealink IP & Video Phone + Xorcom IP PBX in the Airport Terminals and offices

- Key reason for choosing Yealink**:**

- Timely technical support
- Professional logistics service

Century 21

Century 21: The world's largest residential real estate sales

organization

Solution: T2 series IP Phones with hosted System, cooperation since
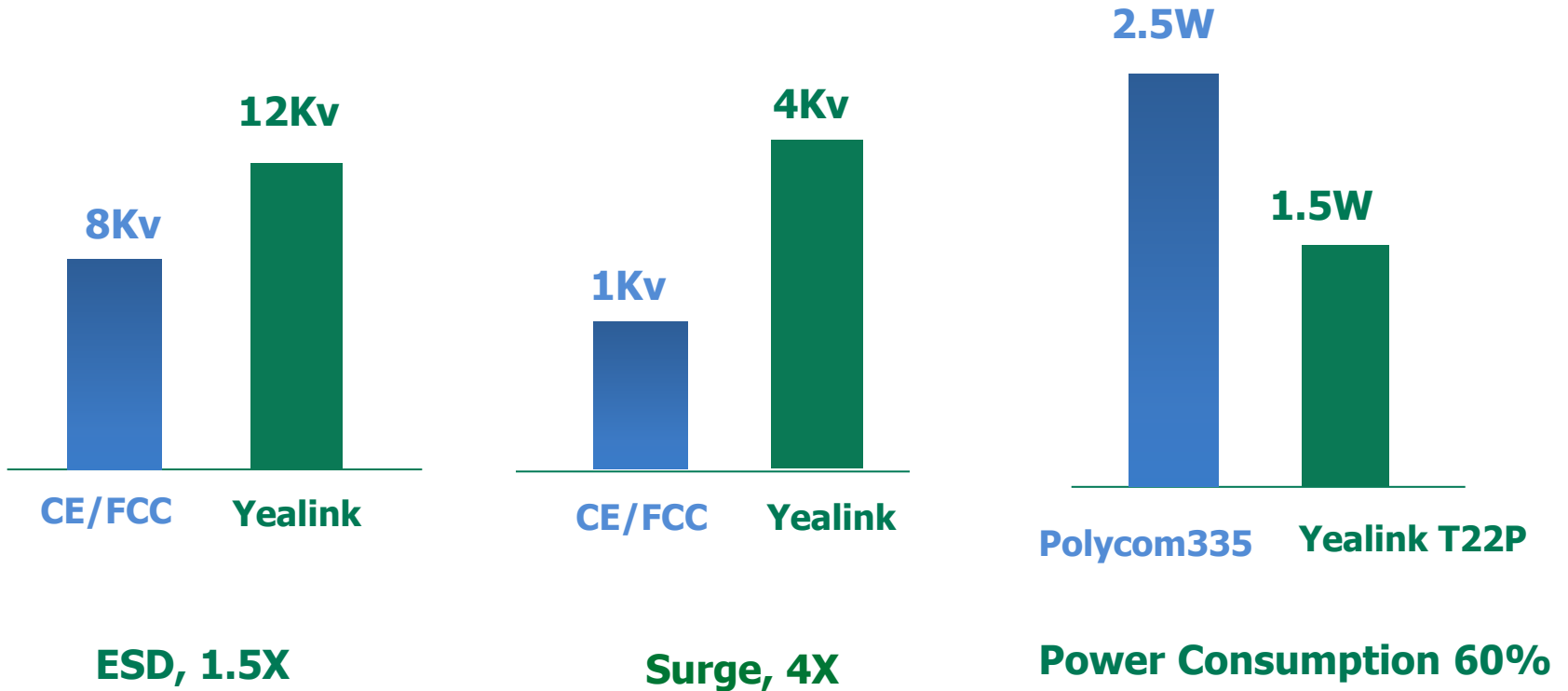
2011

Comments from Century:
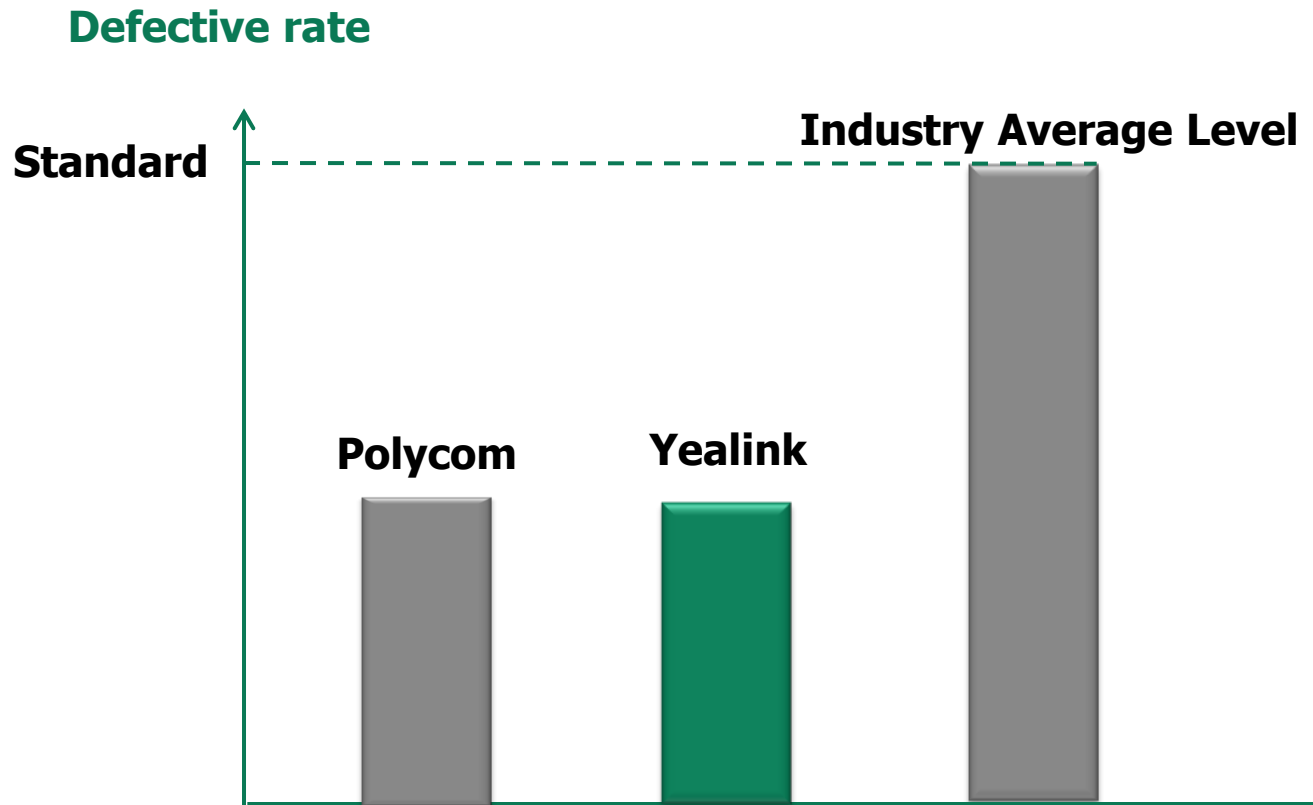
- Good compatibility

- Easy deployment

- Elegant design

Why Yealink

High Standard

ESD, 1.5X

Surge, 4X

Power Consumption 60%

Higher standard, Better Quality

High Quality

Defective rate

Standard

Industry Average Level

Polycom   Yealink

■ Over Millions of units shipment worldwide

■ Much lower than industry standard

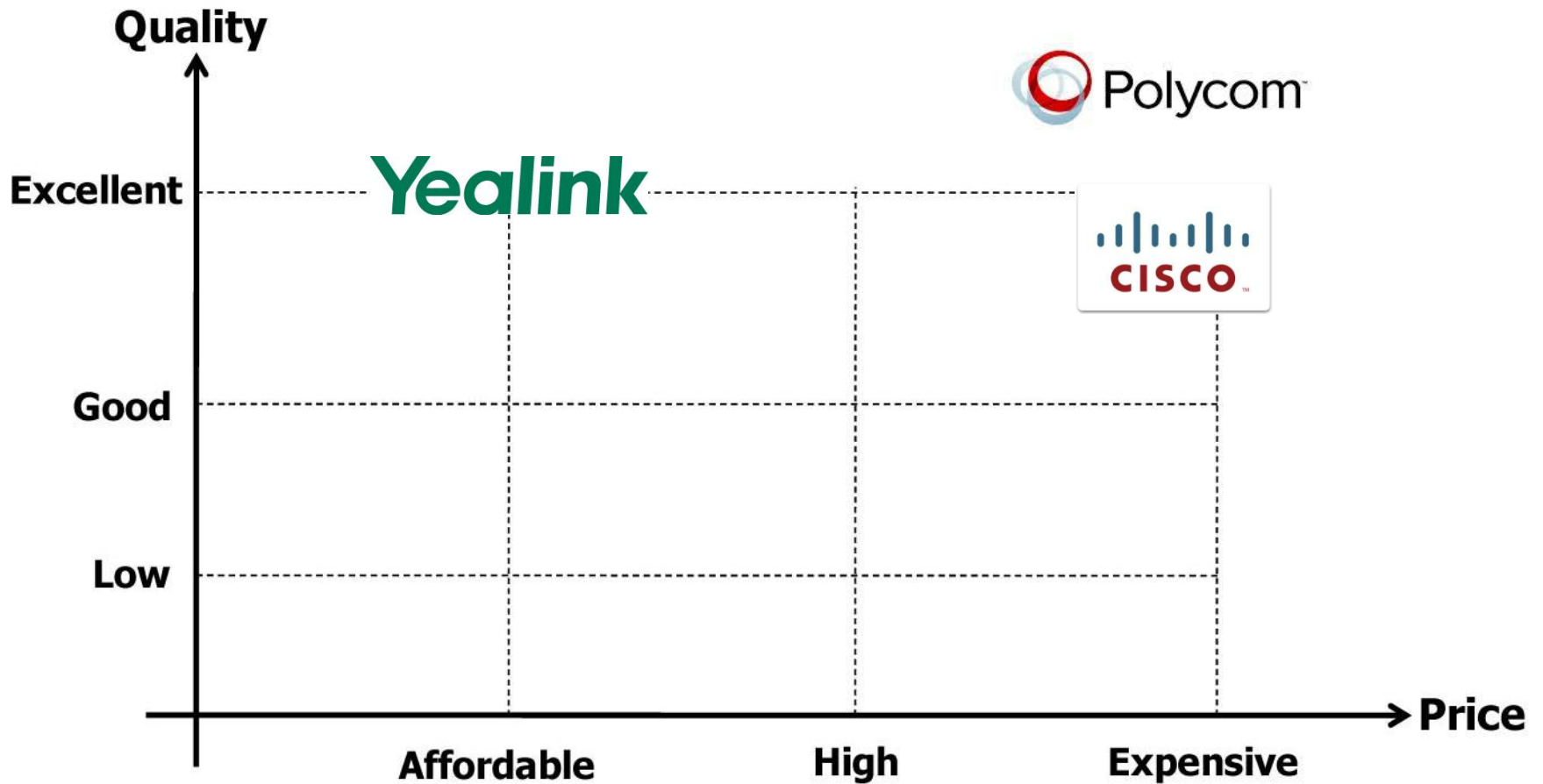# HD Voice

New designed HD Handset

Improved sound box
mechanical design

Yealink HD voice solution

- TIA-920 compliance

- HAC and HD supported

Yealink Position

Confidential

Easy to Use and Deploy

Easy to deploy and maintain

- BroadSoft device manager

- TR069 and SNMP

- FTP/TFTP/HTTP/HTTPS auto-provisioning

Easy to use

- Localized language

- Menu-drive friendly UI

Yealink
EASY VoIP

Excellent Technical Support

- Proprietary solution, own Yealink SIP Stack

- Core team has 20+ years of communication experience

- 30+ engineers dedicated to technical support

- Proven strong technical ability (KPN, Telefonica, PCCW…)

Yealink
easy VoIP

Q&A

Contact Information

www.yealink.com

sales@yealink.com