

Yealink Additional Discount Program for ITSPs N.A.

Program Overview

The Yealink Additional Discount Program is designed to encourage ITSP's promotion of Yealink IP phones and to help ITSPs get more margins by selling Yealink products and finally obtain the sales growth.

Yealink offers qualified ITSPs an additional discount of 1% off the current purchase price for new orders from Yealink distributors.

Eligibility

ITSPs/Service Providers

Purchase through Yealink distributors

North America Only

Effective Date

From March 15th to December 31st, 2018

Qualification

1. The ITSP shall promote or sell at least one model each of Yealink conference phone, Yealink DECT IP phone and Yealink desk phone above T46S (T46S, T48S, T49G and T5S)
2. Purchase of a minimum of two sets each of the Yealink product lines mentioned above within the most recent quarter.
3. Inclusion of Yealink full series of IP phone (mentioned above) product information and pictures into its online promotion activities (e.g. newsletter, website landing page, product page)*
4. If the ITSP strategically not promoting any vendor's IP phone products online e.g. website, newsletter, the 3rd term will not apply to its qualification of the program
5. Willingness to participate in product training provided by Yealink distributors or Yealink.

Note: If any promoted products are discontinued subsequently, ITSP shall replace the item with the recommended superseding products. For example, when the CP860 goes to End-of-Life, the CP920 or CP960 needs to be updated online.

Application Process:

1. Submit the *Application Form* enclosed with website links of the Yealink product pages to Yealink or its local distributor.
2. Yealink will check the ITSP's online promotion website page and purchase records from the POS report submitted by Yealink distributor monthly.
3. Once verified, Yealink will authorize the distributor to offer 1% discount off the current purchase price in the ITSP's subsequent new orders.*

*Note: If the ITSP removes Yealink's products from its online promotion after receiving the discount, Yealink reserves the right to claw back the discount.

Yealink reserves the right of final interpretation for the Yealink Additional Discount Program for ITSPs N.A.

Application Form (Next Page)

Yealink Additional Discount Program Application Form

Basic Information:

Company name:	
Contact name:	
Company Address:	
Tel Number:	
Email:	
Website:	

More information

Company's main business	Hosted VoIP service proportion	Hosted platform
Main phone brand	Potential sales of desk Phones (Per Month)	Potential sales of conference phone (Per Month)
When did you start to sell Yealink phones?	When did you start to sell Yealink CP phone, DECT phone and desktop phone (above T46S)	
Links of webpage promoting Yealink (conference, DECT, desktop phones)	Any suggestion for Yealink?	

Thank you!