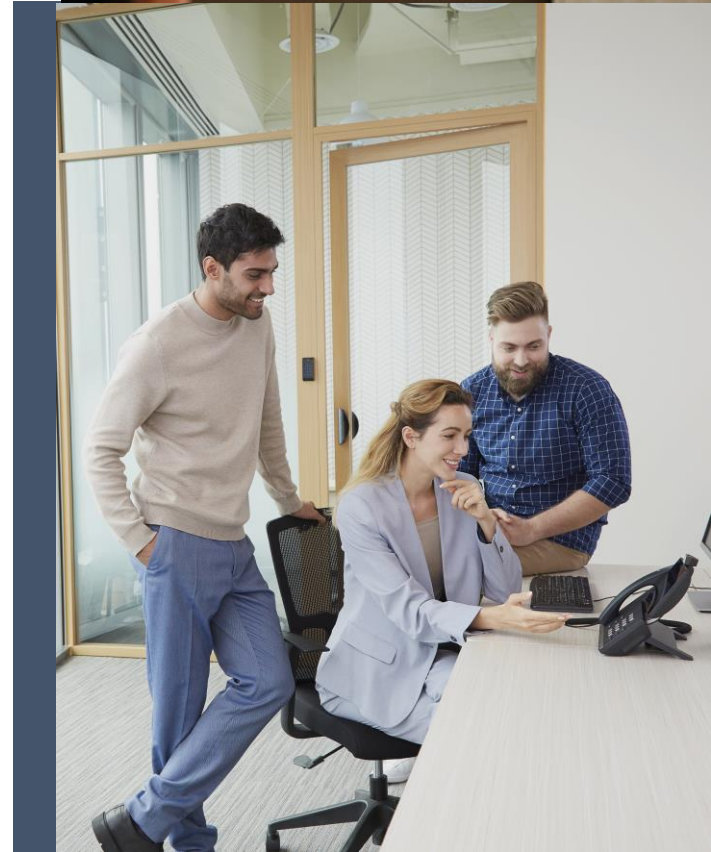


Yealink & Zoom, Happy User Experience

--Zoom Phone HaaS Solution



Agenda

Overview of Yealink

Yealink Zoom Phone HaaS Solution

Applications of Yealink Zoom Phone Features

Zero Touch Provisioning & Security



About Yealink



Yealink Overview

Company History

19 Years

Go Public

2017

Employees

1000+

R&D Engineers

About **50%**

R&D Investment

27M+
USD

Channel Network

140+

SIP Market Share

No.1

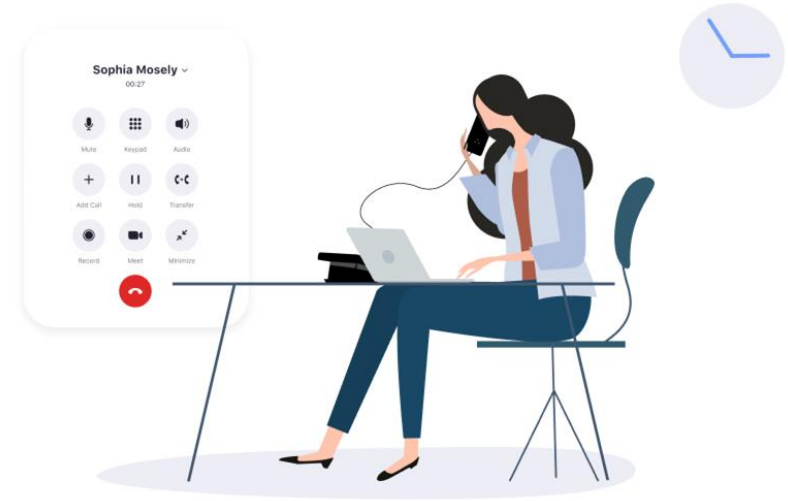
Customer Satisfaction

No.1

A Fast Growing Market



Yealink Zoom Phone HaaS Solution



Zoom Hardware as a Service Program

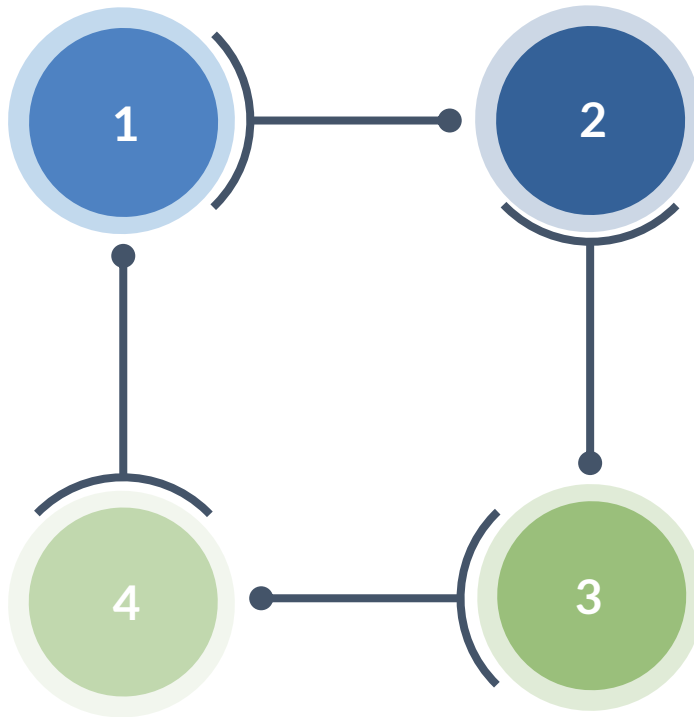
Hardware payment plans for IT simplicity

Zoom introduced the HaaS program for Zoom customers in the US to get access to the latest and greatest video communication technology. Zoom customers are able to scale phones with budget-friendly hardware options and hardware refreshes at an affordable, fixed monthly price.

Why Zoom Phone HaaS Solution

Low upfront costs and predictable budgets

Deploy best-of-breed business communication solutions without the large initial investment and save budget for other IT projects.



Scalable end-to-end device management

Simplify deployments with plug-and-play solutions that are fully managed through the Zoom Admin Portal.

Streamlined procurement
Include all your Zoom software and hardware on a single invoice for simple end-to-end procurement.

Simple technology upgrades

Refresh equipment as frequently as every 3 years to keep phones current with the latest communication technology.

Yealink Zoom Phone HaaS Solution

By cooperating with Yealink, customers can deploy a world-class communications experience.

Yealink T53W



- 3.7 inch adjustable screen
- Built-in Wi-Fi & Bluetooth
- Up to 3 Sidecars

Yealink T54W



- 4.3 inch adjustable color screen
- Built-in Wi-Fi & Bluetooth
- Up to 3 Sidecars

Yealink T58A



- 7 inch adjustable touch screen
- Built-in Wi-Fi & Bluetooth
- Android Based

Yealink CP960



- 5 inch touch screen
- Built-in Wi-Fi & Bluetooth
- 360° voice pickup range
- Android Based

Meet The Needs of Various Commercial Spaces

Team Collaboration

Easy remote conferencing

CP960



Common Areas

Meet basic communication needs

T53W

T54W



Executive

Easy Collaboration in front of your desk

T58A



General Office

Superb HD call quality
best in class GUI design

T53W

T54W



Front Desk

Professional reception service

T58A

T54W

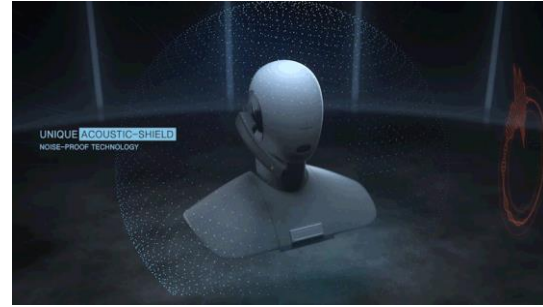


Key Features of Yealink T5 IP Phone

T5 Business Phone Series, the most advanced IP desktop phone portfolio in the industry



Built-in Bluetooth



Acoustic Shield



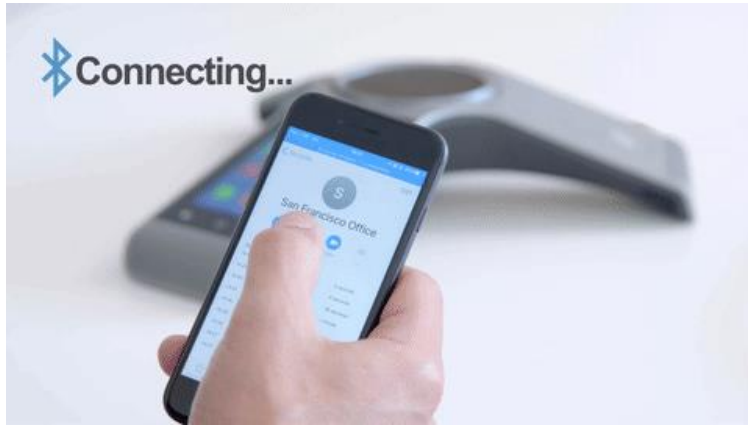
Built-in Wi-Fi



Adjustable Screen

Key Features of Yealink CP960

Co-engineered with Harman, the CP960 sets new standards for sound quality and immerses conference participants in every discussion, perfect match for day-to-day business conference conversations.



USB/Bluetooth
Connection



Noise Proof

Application of Yealink Zoom Phone



Education



Healthcare



Finance

Multicast Paging---Good for Education

- One button to open all phones' speakers to do the broadcast with HD voice
- Compatible with third-party Speakers-Algo & Cyberdata

For example: the teacher in school can broadcast notifications to all the students and staff

NOTE: Hardware feature

**Paging Any Area with
One Key Through IP
Network**



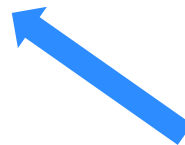
Classroom: T53W



Classroom: T54W



Staff: T53W/T54W



Executive: T58A



Speed Dial---Good for Education

Speed Dial

- Fast to call emergency center with Speed Dial Key
- Push notification, such as emergency information

Other features

- Call Forward
- Transfer



Acoustic Shield & Hot Desking---Good for Finance



Acoustic Shield

- Create a virtual “shield” to block or mute outside intelligently. Providing a dedicated working environment.

Hot Desking

- Act as Common Areas Phone for open offices
- Agents can Log IN/OUT personal account quickly
- Clear the pre-registration configuration



Stock Exchange



Common Area: T53W/T54W

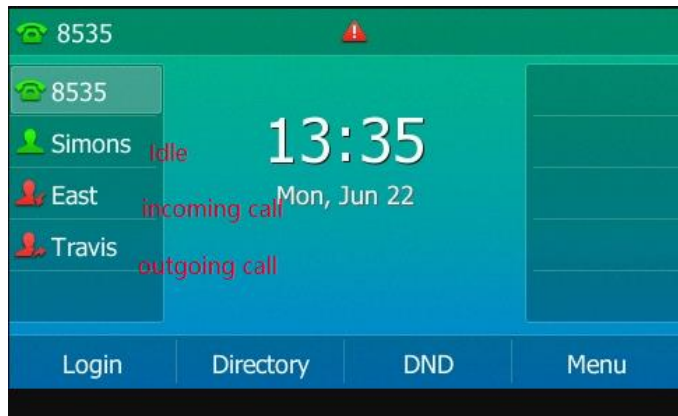


Executive: T58A



CP960 Mid to Large-Sized Meeting

BLF & Wi-Fi & Bluetooth---Good for Finance



Built-in Wi-Fi & Bluetooth

- No need the extra Dongle for Wi-Fi
- Use Bluetooth headset
- Act as a Bluetooth mobile phone

BLF

- Monitor a specific remote line status change
- Make a quick call as a Speed Dial key
- Extra 3 EXP50 support up to 3*60 keys (buy by customer)



SlideCar EXP50

One EXP50 support 60 BLF/Speed Dial
Support up to 3 EXP50

When connected to T53W,
EXP50 display is automatically adjusted to BnW style



When connected to T54W/T58A,
EXP50 remains the original color-screen style

Call Delegation & Call Park---Good for HealthCare (Clinic & Nursing)



Call Park

One Click to park the call on a special extension

Retrieve the parking call from other phone in another office

Call Delegation (Shared line)

- Clinic: The Doctors share with the same hotline and answer the call directly with their account



Nurse: T53W



Doctor: T54W



Expert: T58A

Other Highlight Features

Zero-touch provisioning
Plug and Play

Security
HTTPs, SRTP/TLS, VPN and so on to provide Robust security

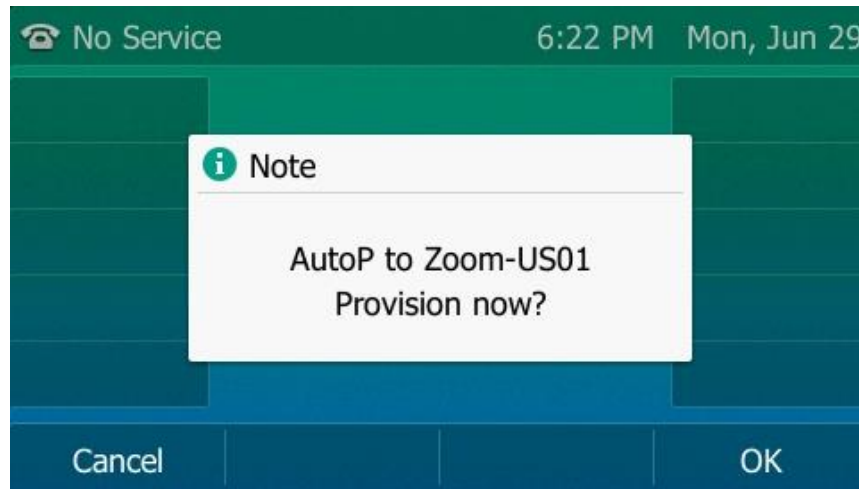
Easy Deployment- ZTP & Activation Code

ZTP:

- All Yealink Phones support ZTP
- Easy to use ZTP with Plug and Play or Reset the phone

Activation Code

- All Yealink Phones support Activation Code Provision.
- Zoom will send the specific Activation Code to customer.
- Only when there is no SIP account registered on the phone, after enter Activation Code the phone will ask if contact provision server for provisioning



Security Protected



- Provisioning via encrypted configuration files as well as HTTPS protocols
- Support SRTP/TLS for conversation security
- 802.1x/VLAN/VPN/Disable PC port for network access security
- User-Access-Level, realize the access control by privilege levels



T53W



T54W



T58A



CP960

Yealink Zoom Phone HaaS Offerings

Zoom Hardware as a Service does not include software license costs. To ensure you have the most current pricing matrix, please refer to zoom.com/hardware-as-a-service.

Yealink T53W



\$6.99/mo

Yealink T54W



\$7.99/mo

Yealink T58A



\$14.99/mo

Yealink CP960



\$50/mo

*the price is cost (USD) per device

Conclusion- Why Yealink Zoom Phone Solution

“Yealink, whose support and service are #1, with its easy to provision and integration on the Zoom portal allows us to quickly deploy across our three retail brands domestic and internationally.”

-- Andrew Gordon, Unified Communications Senior Engineer, Tapestry

“Yealink has been a terrific solution for our organization. The CP960 and T58 phones have proven to be reliable for our users and conference rooms and an outstanding alternative to our previous Cisco phones. Utilizing the Yealink Device Management Platform has made provisioning and management of these devices a breeze, and the assistance we received from Yealink’s excellent support allowed our users to enjoy a great telephony experience. ”

- Adam Silva, Director of Network Engineering, EAB

“Futurewei selected Yealink phones for the excellent sound quality, lighter weight, modern design, and ease of use. Yealink’s products that could seamlessly integrate with multiple SaaS solutions accelerated our progress to achieve our vision of versatile and user-friendly telecollaboration.”

-- Cooper Chien, IT Director, Futurewei

Conclusion- Why Yealink Zoom Phone Solution

With Zoom Phone, you get device flexibility and frictionless transfers from desk phones to computer to mobile devices, no matter how people are communicating by voice, chat, or video.

	Yealink
Market Share	TOP 1 globally (29.5%)
Tailored Experience	Friendly UI, easy configurations, quick operation ----- Minimal learning costs for customers
Flexible Customized Service	Customized firmware for Zoom Phone Features, Developed together
Zero touch provisioning	✓
Escalate to Zoom Meeting	✓
Acoustic Shield and Noise proof	✓
Transfer to VM	✓
Adjust LCD	T5W series with Fully Adjustable LCD
Built-in Wi-Fi and Bluetooth	T53W/T54W/T58A/CP960
SlideCar EXP50	Color Self-Adaptive according to the model it connect with

Thank You