



Yealink New Tool/Services

Embrace opportunities through easily accessible expertise/tool



Live Demo



Room Design Tool



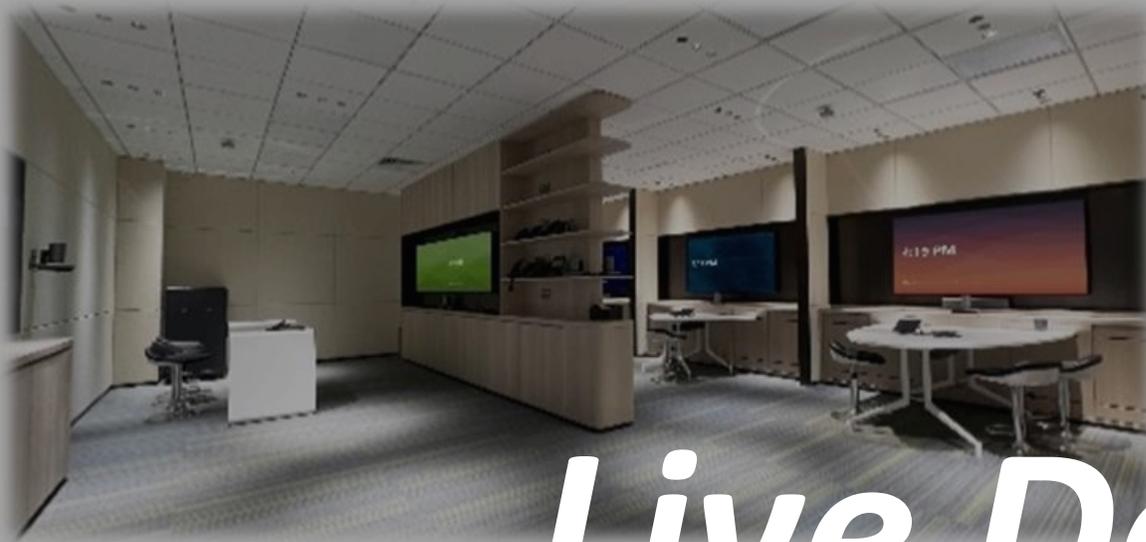
Partner Portal



Certification Program

Start Now

Yealink



Live Demo

Services



Yealink live Demo Service to Accelerate your Business



Division Mode of Yealink MVC940 System
4 Cameras Enabled



Overview of Yealink Live Demo Room

Live Demo Room in HQ

The Live Demo Service is open for Yealink partners to book, we have professional expert to host the meeting and do live demo for your clients. Helping to understand your clients' demands, offering best recommendation.

Note

- Open for the client who has requirement of at least 10 room devices or 100 phone devices
- Yealink expert will send out Teams meeting invitation after confirm the meeting time

How To Book The Session

1

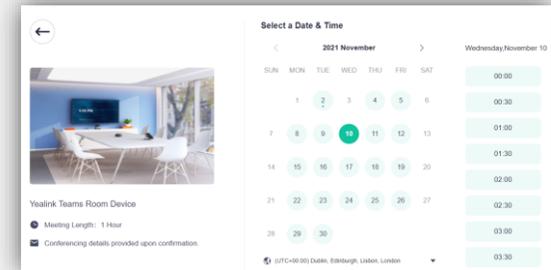
Access to Yealink live demo service portal
(without account registration required)

<https://support.yealink.com/en/portal/liveDemo>



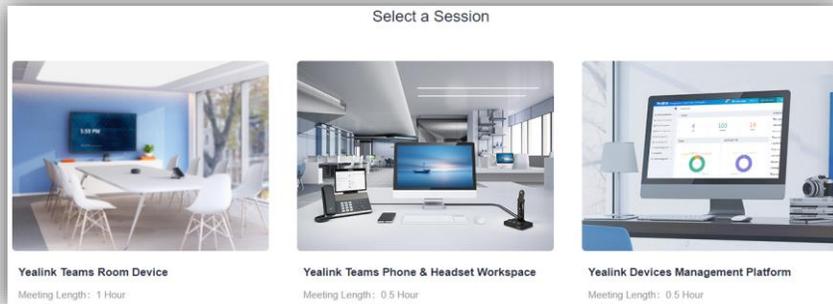
3

Choose the best time-slot and complete the application with basic info



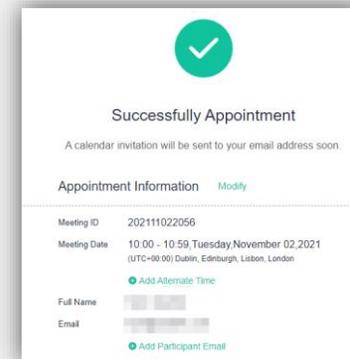
2

Select the topics to schedule a live demo session with Yealink solution expert



4

Successfully appointment
(system will send inform mail automatic)



Yealink Room Design Tool

An online tool to configure your meeting space with the right video collaboration devices



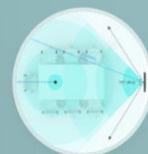
Room customization

Customize your rooms with best fit cameras and mics



Cabling Design

Show how concise the cable runs in deployment



Device Coverage

Right coverage helps to set components in right position



Room Design Tool

Covering Full Scenarios



Personal Desktop/Booth
Social Area



Video Room- Huddle/Small



Collaboration Room-Huddle/Small



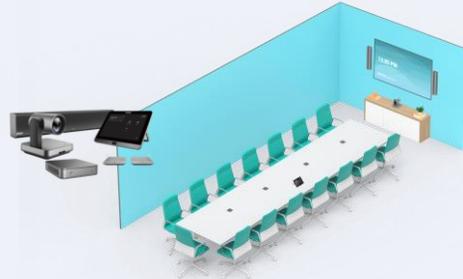
Video Room- Medium-AI



Video Room- Medium-Meeting Bar



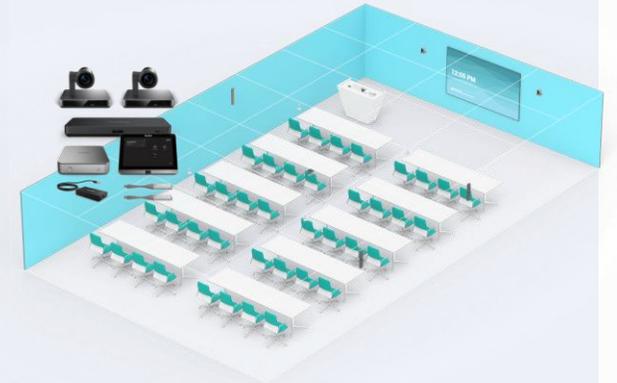
Collaboration Room-Medium Plus Room



Video Room-Medium Plus Room



MDT Room-Large
People Feed Room



Training Room-Extra Large
Multiple Camera Room

The screen displays a video conference with several participants. Below the video, a presentation slide titled "Why Clients Love Us" features four numbered points:

- 01 Excellent Performance**
 - 20+ Years experience
 - Annual growth: 30.4%
 - Top 1 SIP phone market share
- 02 Worldwide Business**
 - 140+ countries & regions
 - Customer satisfaction NO.1
- 03 Industry-leading Technologies**
 - 80+ Patents in audio & video
 - R&D investment growth: 32%
- 04 Product Innovation**
 - Cloud + terminal product series
 - Full scenario solution
 - Flexible, versatile, secured

Yealink Partner Portal



Partner Center – Products & Services

- **New Yealink products**
Stay up to date with the newly released products and features

- **Tech blogs**
Give you a deep dive into Yealink solution differentiation

- **Resource center**
Include product AutoCAD picture, document, video, photo, solution PPT, battle card



- **Room Configurator**
Easy to design your modern collaboration space with flexible video and audio devices options and save for future reference

- **Certification program**
Provide a complete certification system to help customers quickly master Yealink product solutions

- **Services**
Yealink provides services range from pre-sale to post-sale support to ensure the excellent user experience.

Note: this portal is under trial stage. If you are interested in this portal, please contact [Yealink](#) to help create it for you



Room Configurator



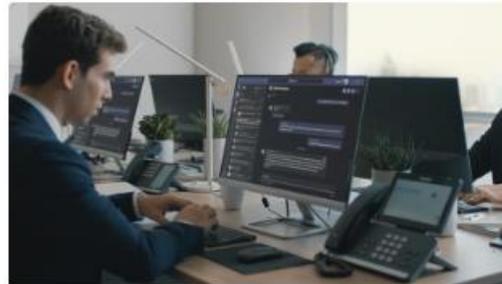
New Yealink Products



Resource Center



Tech Blogs



Services



Yealink

Yealink Certification Program

Yealink Certification Program

Yealink Certification Program offers training and certification for individuals who are interested in knowledge, operation, support and deployment of Yealink UC solutions, including Yealink IP phones, DECT phones, services, headsets, and Microsoft solutions.



Yealink Certified IP Phone
Engineer Program



Yealink Microsoft Solution
Certified Program



Yealink Certified Headset
Solution Program



Yealink Certified Multicell
Engineer Program

Yealink New Microsoft Solution Certified Program

Overview

The Yealink Microsoft Solution Certified Program provides partners who are offering, operating, supporting, installing, and designing Yealink Microsoft solutions with access to a portfolio of learning and certification opportunities.

Yealink Microsoft Solution Certified Program is a tiered program of learning and certification and has three levels: Specialist, Professional and Expert. Which are for different roles inside the team. Individuals can demonstrate their skills and knowledge by completing learning and exams to certify at each level



What will you acquire?

Yealink Microsoft Solution Certified Sales Specialist Certification

- Understand and master the Microsoft ecosystem, knowing what Microsoft licenses are required to use Yealink MP Phones and MTR normally
- Master Yealink Microsoft audio and video total solution, specific product positioning, product specifications, and product highlights
- Master product and basic features FAQ (Frequently Asked Questions)
- Know how to register opportunities through the Yealink ORS system
- Understand the Yealink certified partner program and benefits

What will you acquire?

Yealink Microsoft Solution Certified Pre-Sales Professional Certification

- Understand and master the Microsoft ecosystem, knowing what Microsoft licenses are required to use Yealink MP Phones and MTR normally
- Master Yealink Microsoft audio and video total solution, specific product positioning, product specifications, and product highlights
- Master product and advanced features FAQ (Frequently Asked Questions)
- Master how to obtain the key information about new opportunities and synchronize the information on the ORS system
- Skill to recommend the correct Yealink Microsoft solution to meet customer's key requirements and solve the pain point
- Master how to do a good demo of the solutions
- Master the basic Yealink competitive strategies with different vendors

What will you acquire?

Yealink Microsoft Solution Certified Pre-Sales Expert Certification

- To start the Pre-Sales Expert program, you must complete the Pre-Sales Professional program firstly. So you will get full knowledge and abilities of the Pre-Sales Professional program
- Skill to manage the POC test progress on the customer side
- Master the advanced Yealink competitive strategies with different vendors
- Understand the Yealink strategy and check the complies with public bids
- Understand the Yealink Microsoft solutions for the industries like education, healthcare, finance, etc.
- Understand how Yealink Microsoft Video Solution integrate with third-party control system and DSP integration solutions etc.

What will you acquire?

Yealink Microsoft Solution Certified Technical Professional Certification

- Master how to deploy and install Yealink equipment
- Utilize Yealink resources to solve T1/T1A common issues
- Master product and basic troubleshooting FAQ (Frequently Asked Questions)
- Master the Yealink different license application process related to Microsoft solution
- Master how to correctly feedback problems and necessary information through the Yealink ticket system
- Understand the RMA process for hardware issues
- Understand the Yealink service packages and the benefits

What will you acquire?

Yealink Microsoft Solution Certified Technical Expert Certification

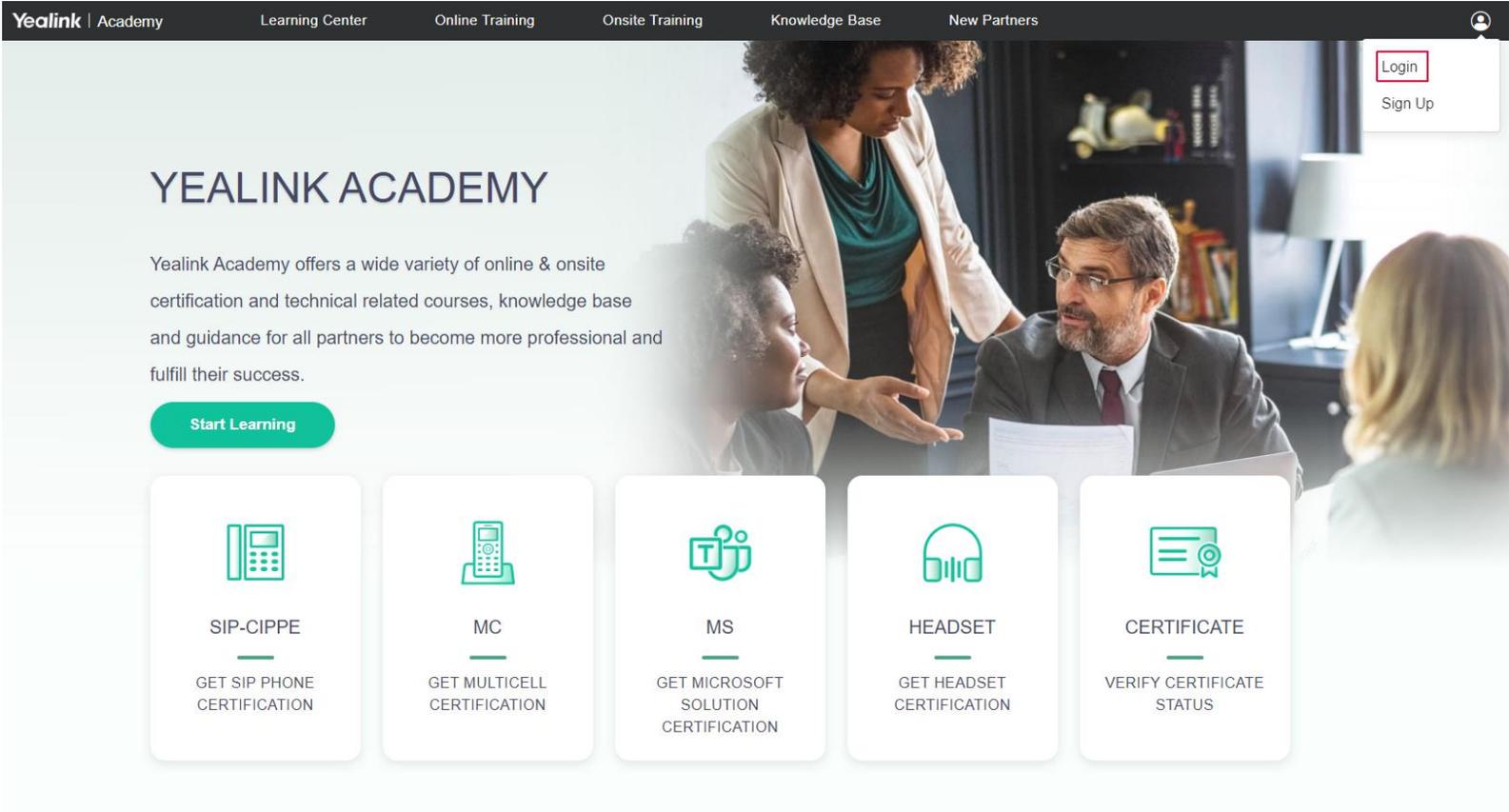
- To start the Technical Expert program, you must complete the Technical Professional program firstly. So you will get full knowledge and abilities of the Technical Professional program
- Skill at the cross-checking and troubleshooting steps for more advanced T1A/T2 technical issues, and can correctly feedback problems and necessary information through the Yealink ticket system
- Master advanced troubleshooting FAQ (Frequently Asked Questions)
- Understand and master third-party central control, DSP integrated solutions

How to Get Certification

Log Into Yealink Academy

1

Log into Yealink Academy (<https://academy.yealink.com/portal/home>). If you don't have an account, please apply for your account on <https://sso.yealink.com/register> first.



How to Get Certification

Apply for Program

2

Choose the program on the homepage.



YEALINK ACADEMY

Yealink Academy offers a wide variety of online & onsite certification and technical related courses, knowledge base and guidance for all partners to become more professional and fulfill their success.

[Start Learning](#)

- 
SIP-CIPPE
GET SIP PHONE CERTIFICATION
- 
MC
GET MULTICELL CERTIFICATION
- 
MS
GET MICROSOFT SOLUTION CERTIFICATION
- 
HEADSET
GET HEADSET CERTIFICATION
- 
CERTIFICATE
VERIFY CERTIFICATE STATUS

How to Get Certification

Apply for Program

3

Click “APPLY” and fill in the valid info on the application page.

YEALINK MICROSOFT SOLUTION CERTIFIED SALES SPECIALIST

The Yealink Microsoft Solution Certified Sales Specialist program provides online courses and certification, which focus on Yealink Microsoft Teams device solutions portfolio learning, basic knowledge of Microsoft Teams ecosystem, and license. This certification is open for any position – Sales, Consultants, and anyone interested in learning more about Yealink Microsoft Teams Solution.



Apply



Overview



Benefits



Steps

How to Get Certification

Apply for Program

3

Click “APPLY” and fill in the valid info on the application page.

Application Of Yealink Microsoft Solution Certified Sales Specialist

Below info will be used to issue certificate. Please provide real and valid info.

* Full Name

* Company Name

* Customer Type

Distributor Partner

* Job Responsibilities

* Email

You're about to apply personal certification, please use personal company email

* Country

* Responsible Product Line

Apply

How to Get Certification

Apply for Program

4

Submit and you'll be able to register the program successfully and assigned the corresponding certification course. Click Start Learning to begin.



Congratulations! You've registered successfully.
You can get started now.

Close

Start Learning

How to Get Certification

Start Learning

5

Click “Content” on My Course Details and learn the training materials one by one.

Course List > My Course Details

My Course Details



Yealink Microsoft Solution Certified Sales Specialist
Deadline: Dec 31,2024
0%

Introduction **Content** Achievement

After you start learning, you can check your learn progress in the learning plan

Industry Knowledge	Status
1.1 Microsoft UC ecosystem & License.pdf	0%
1.2 Room system Basic knowledge of meeting room.pdf	0%

Yealink Microsoft Solutions	Status
2.1 Yealink Video Device Solutions Setps into the New Normal.mp4	0%
2.2 Yealink Video Solution for MTR on Windows.pdf	0%
2.3 Yealink One stop Full Scenario Device Solutions for Microsoft Teams.mp4	0%
2.4 Yealink Video Solution for MTR on Android.pdf	0%
2.5 Yealink MeetingBar A30 - Smart, Simple, Sustainable Video Solutions.mp4	0%

How to Get Certification

Start Test

6

After you finished all the learning, there is a test at the end.

6 Industry Solutions	Status
● (Optional) 6.1 Yealink MTR Solution for Education.pdf	0%
● (Optional) 6.2 Yealink MTR Solution for Finance.pdf	0%
● (Optional) 6.3 Yealink MTR Solution for Healthcare.pdf	0%

7 Final Exam	Status
● 7.1 Yealink Microsoft Solution Certified Sales Specialist Test	0%

How to Get Certification

Check Test Result

7

After you submit the test, test result will display immediately if there is no questions need to be graded manually. Click “My Certificate” to view or download it and click “Review Questions” to review your answers.

Summary

Yealink Microsoft Solution Certified Sales Specialist Test



Congratulations! You passed the test.

92

Percentage

68 out of 74

Points

00:12:51

Duration

Go Back

My Certificate

Review Questions

How to Get Certification

My Certificate

8

On “My Certificate”, you can view all certificate you’ve got.



Yealink Microsoft Solution Certified
Pre-Sales Professional

Certificate ID YLMS04C[redacted]

Name [redacted]

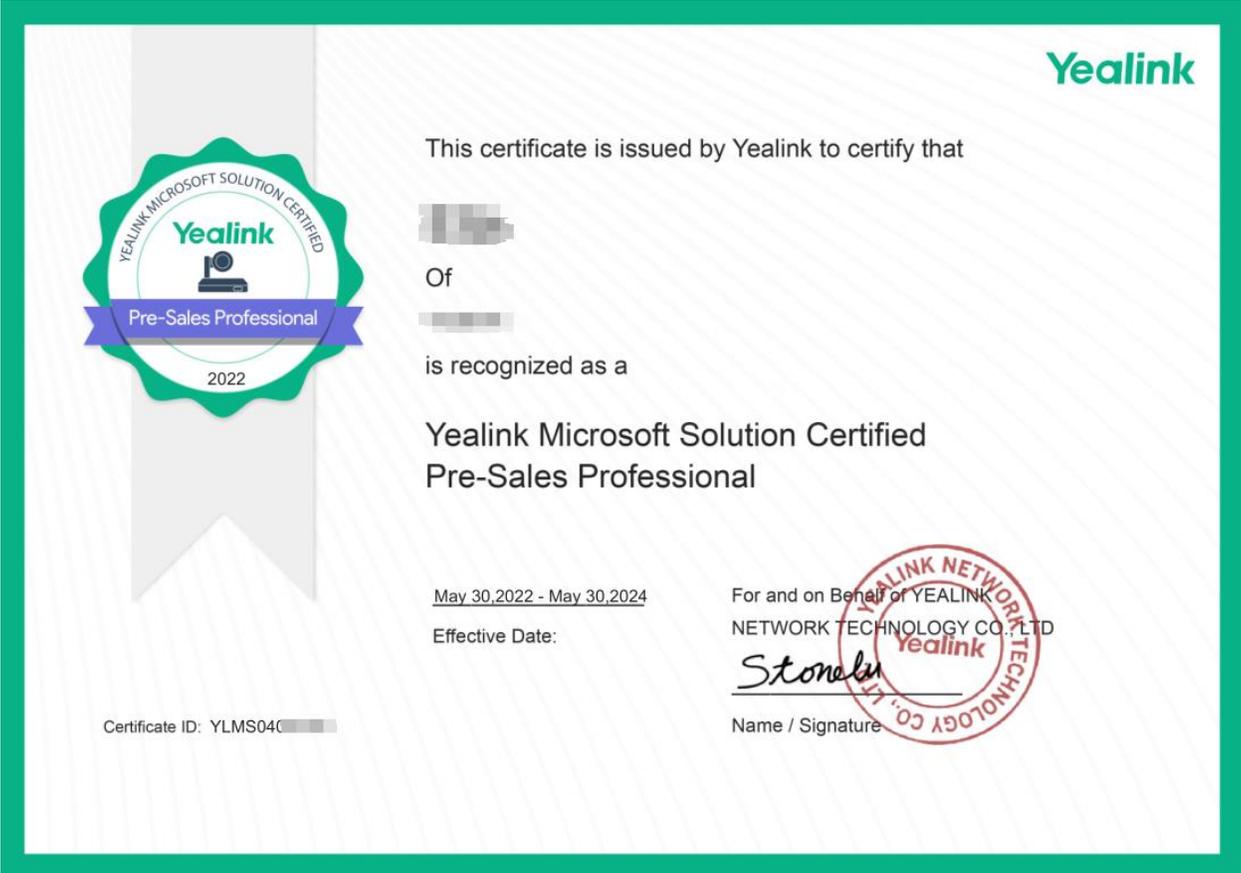
Company [redacted]

Grant Date 2022-05-30

Expiration Date 2024-05-30

Status Active

[View](#) [Download](#)



Yealink

This certificate is issued by Yealink to certify that

[redacted]

Of

[redacted]

is recognized as a

**Yealink Microsoft Solution Certified
Pre-Sales Professional**

May 30,2022 - May 30,2024
Effective Date:

For and on Behalf of YEALINK
NETWORK TECHNOLOGY CO.,LTD
Stonela
Name / Signature

Certificate ID: YLMS04C[redacted]

How to Get Certification

Dashboard

9

Also you can view unfinished course on your dashboard in the Learning Center of Yealink Academy.

The screenshot shows the Yealink Academy Learning Center dashboard. The top navigation bar includes 'Yealink | Academy', 'Learning Center' (highlighted with a red box), 'Online Training', 'Onsite Training', 'Knowledge Base', and 'New Partners'. A user profile icon is visible on the right. The left sidebar contains 'Dashboard', 'Learning Center' (expanded to show 'My Course' and 'Test Center'), and 'My Certificates'. The main content area features a banner for the 'Yealink Microsoft Solution Certified Program' with a 'Participate Now' button. Below the banner is a 'To Do List' section, outlined in red, containing two unfinished courses: 'Yealink Senior Certified IP Phone Engineer' (Deadline: Dec 31, 2024, Creator: Leah_Yealink) and 'Yealink Microsoft Certified Technical Professional' (Deadline: Dec 31, 2024, Creator: ella_Yealink). Each course has a 'Study' button. Below the 'To Do List' is a 'Study Data' section with three metrics: 4 Number of My Course, 127 Number of Knowledge, and 4 Number of Test. At the bottom is a 'Popular Courses' section with four course cards, one of which is marked 'In Progress'.