

Yealink - The Global NO. 2 SIP IP Phone Provider

Market Leadership

- Global NO. 2 SIP Phone Provider By Frost & Sullivan.
- NO. 4 in overall IP phone shipment according to Infonetics.

People

- Core team members have more than 20 years of telecom industry experience;
- 200+ R&D engineers focusing on IP phone products.

Ecosystem

- 70+ technology partners;
- 60+ distributors around the world;
- Diversified customers in more than 140 countries.

Global Customer Reference:



Full Line Products:



Yealink major differentiations:

- ✓ **The most cost-effective in the market:** This is how we position ourself in the market.
- ✓ **Ultra-elegant Design:** We have our own team to design the products ourselves.
- ✓ **Easy to use & Deploy:** One of Yealink Company's philosophy is Easy VOIP.
- ✓ **Better physical features:** The same level products with better physical features to provide better user experience.
- ✓ **Flexible & Dedicated Service:** We provide customizations and one-to-one service for our customers.

How we can do better:

Because:

1. We are more focus than other IP phone manufacturers:

All the Yealink staffs have been only focus to provide a best IP phone product for the market.

2. We position ourselves correctly in the market:

We are not trying to provide a good product with a high price, neither to provide the cheapest one, we position ourself to make a good product with an affordable price for the market.

3. Customer Satisfaction is always NO.1 priority in Yealink:

Yealink is a company who takes our customer as the most important, we have a dedicated support team to provide direct pre-sale and post-sale support for Carriers/ITSPs only, and have been successfully helping world leading carriers like Telefonica, T-mobile, PCCW for growing their business, and they are quite satisfied with Yealink's support to them.

Yealink VS Polycom

	Polycom VVX 300	Yealink T41P	Polycom VVX 310	Yealink T42G	Polycom VVX 400	Yealink T46G	Polycom VVX 410	Yealink T46G
Line Keys	6	6	6	6	12	10	12	10
HD Voice	√	√	√	√	√	√	√	√
Screen Display	2.2'	2.7'	2.2'	2.7'	3.5'	4.3'	3.5'	4.3'
Backlit LCD Display	√	√	√	√	√	√	√	√
Power Over Ethernet	√	√	√	√	√	√	√	√
Integrated Ethernet Switch	√	√	√	√	√	√	√	√
Gigabit Ethernet	x	x	√	√	x	√	√	√
Headset Compatibility	RJ9	RJ9	RJ9	RJ9	RJ9	RJ9	RJ9	RJ9
Full Duplex Speakerphone	√	√	√	√	√	√	√	√
Touchscreen	x	x	x	x	x	x	x	x
Distinctive Ring	√	√	√	√	√	√	√	√
Programmable Keys	6	15	6	15	12	27	12	27
Bluetooth	x	x	x	x	x	√	x	√
MSRP	\$179	\$139	\$219	\$179	\$259	\$269	\$299	\$269

Yealink VS Polycom/Panasonic

	Polycom VVX 500	Yealink T48G	Polycom VVX 600	Yealink T48G	Panasonic TGP 500	Yealink W52P	Panasonic TPA 50	Yealink W52H
Line Keys	12	11	12	11	8 accounts	5 accounts	8 accounts	5 accounts
HD Voice	√	√	√	√	x	√	x	√
Screen Display	3.5'	7'	4.3'	7'	Graphical	Color	Graphical	Color
Backlit LCD Display	√	√	√	√	√	√	√	√
Power Over Ethernet	√	√	√	√	x	√	N/A	N/A
Integrated Ethernet Switch	√	√	√	√	x	x	√	√
Gigabit Ethernet	√	√	√	√	x	x	N/A	N/A
Simultaneous Call	N/A	N/A	N/A	N/A	3	4	3	4
Headset Compatibility	RJ9	RJ9	RJ9	RJ9	2.5mm	2.5mm	2.5mm	2.5mm
Full Duplex Speakerphone	√	√	√	√	√	√	√	√
Touchscreen	√	√	√	√	x	x	x	x
Programmable Keys	12	29	12	29	√	√	√	√
Bluetooth	x	√	x	√	x	x	x	x
MSRP	\$379	\$349	\$479	\$349	\$189.95	\$189	\$99.95	\$110

Yealink VS Cisco

	Cisco 303G	Yealink T22P	Cisco 504G	Yealink T41P	Cisco 514G	Yealink T42G	Cisco 525G	Yealink T46G
Line Keys	3	3	4	6	4	6	5	10
HD Voice	x	√	√	√	√	√	√	√
Screen Display	128 x 64	132 x 64	128 x 64	192 x 64	128 x 64	192 x 64	3.2' 320 x 240	4.3' 480 x 272
Backlit LCD Display	x	√	√	√	√	√	√	√
Power Over Ethernet	x	√	√	√	√	√	√	√
Integrated Ethernet Switch	√	√	√	√	√	√	√	√
Gigabit Ethernet	x	x	x	x	√	√	x	√
Headset Compatibility	2.5mm	RJ9	2.5mm	RJ9	2.5mm	RJ9	2.5mm	RJ9
Full Duplex Speakerphone	√	√	√	√	√	√	√	√
Touchscreen	x	x	x	x	x	x	x	x
Programmable Keys (Speed dial, etc.)	3	2	4	15	4	15	5	27
Bluetooth	x	x	x	x	x	x	√	√
MSRP	\$125	\$99	\$189	\$139	\$219	\$179	\$365	\$269