



Professional VoIP manufacturer



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HD Voice

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Agenda

- **Who is Yealink**
- **Yealink HD IP phones**
- **Business Cases**
- **Why Yealink**
- **Product Information**

Who is Yealink

Be Golf-Yealink

Luxury High Price	 POLYCOM®	
High Quality Affordable Price	Yealink	 GOLF
Common Quality Lower Price	...	...

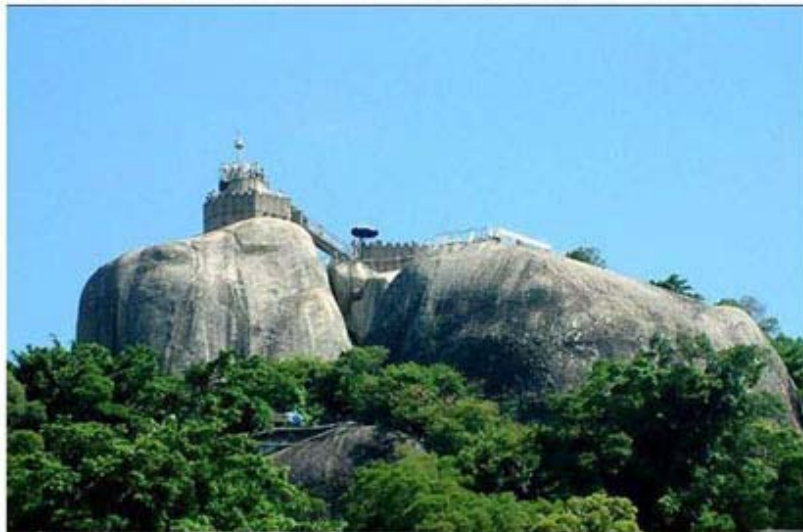
Yealink Vision

- **High Reliability**
- **Affordable price**
- **Easy to use and deploy**

Location-Xiamen China



**Located at
southeast of China**



About Yealink

- Founded in 2001
- 100 % focus on VoIP
- 8 years VoIP experience



Factory

部件和设备 MANUFACTURE AND EQUIPMENT FOR CONTROLS



- Occupy over 10,000 square meters
- More than 1200 workers
- Equipped with 6 flowing lines



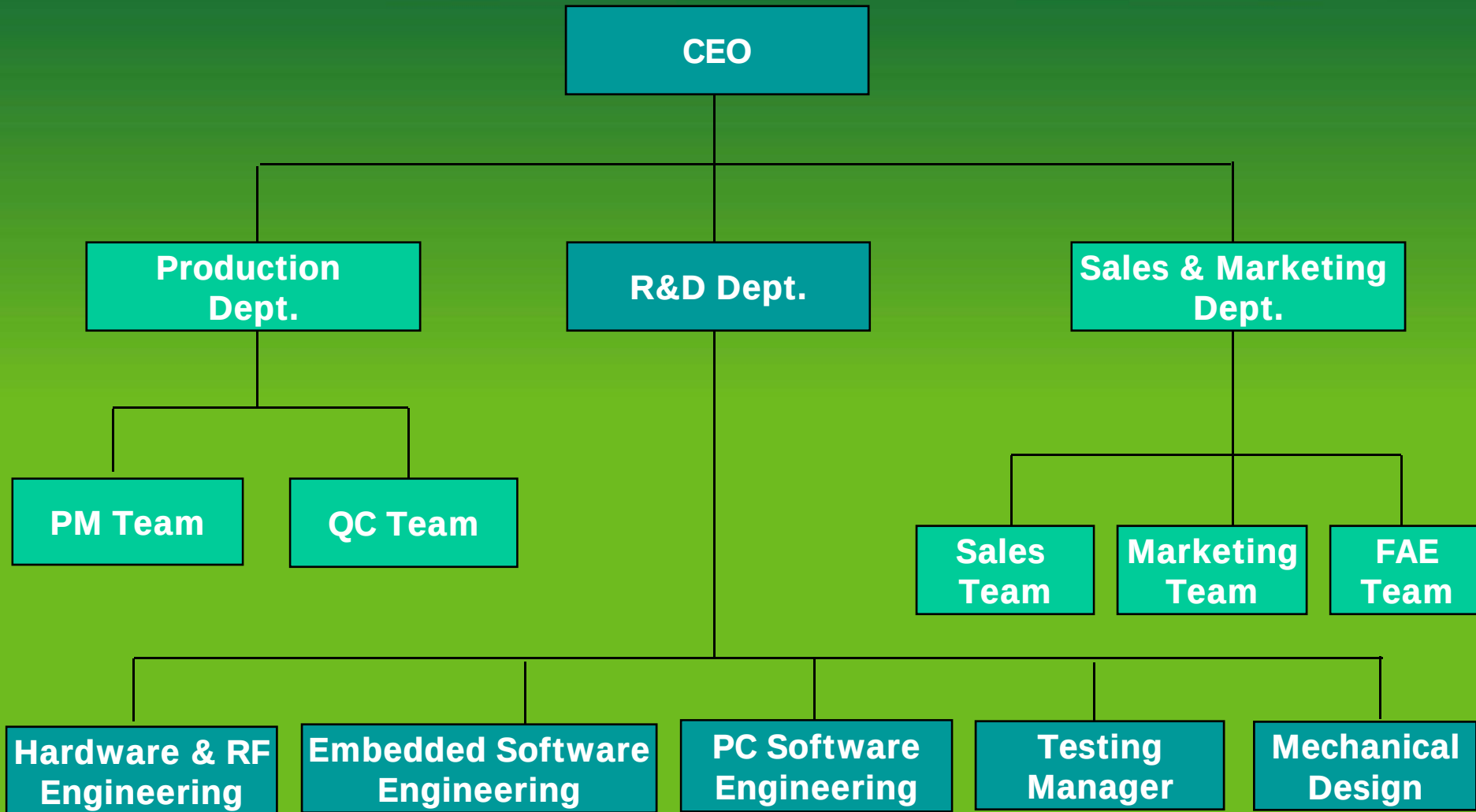
R&D Department



- 52 VoIP professional R&D engineers
- Own proprietary solution
- Core team is with 15 years telephony experience



Organization



Product Lines

IP Video Phone



Enterprise IP Phone



USB VoIP Phone



Awards



**Most Innovation Award
ITEXPO West 2009**



**Best VoIP Hardware Award
Nominated at UK ITSPA 2009**

Broadsoft & Digium Certified



Certification



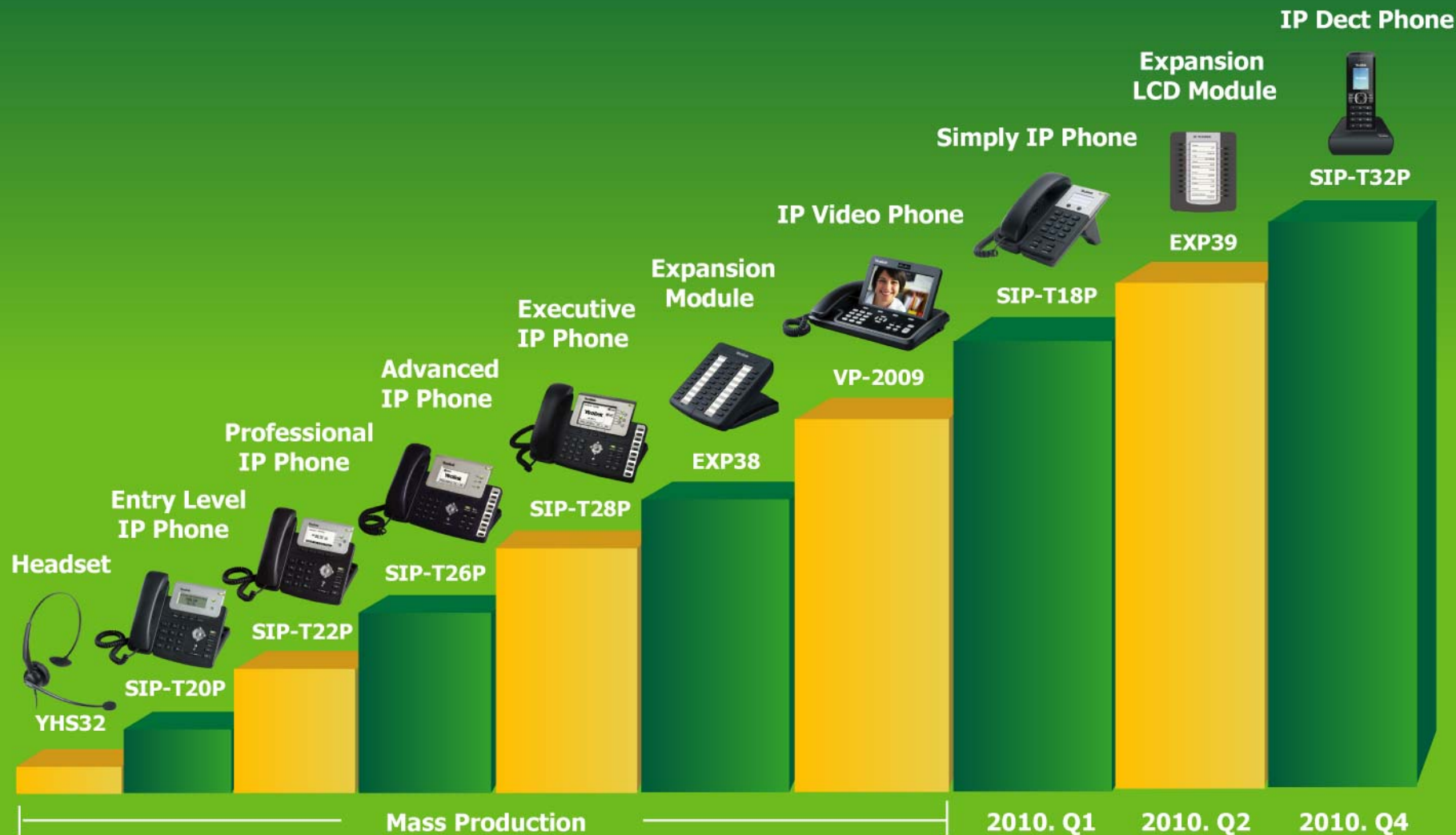
Our Customers



Yealink

Enterprise HD IP Phone

Yealink Enterprise IP Phones



TI TITIAN Chipset

➤ TI TITIAN chipset and TI voice engine

- The No.1 VoIP chipset provider
- Advanced technology: robust stability, interoperability and superb clarity in voice & video transmission
- Proven good quality: Polycom, Cisco and Aastra choose same TI TITIAN chipset



HD Voice



HD Handset



**HD Speaker with
Closed Sound Box**



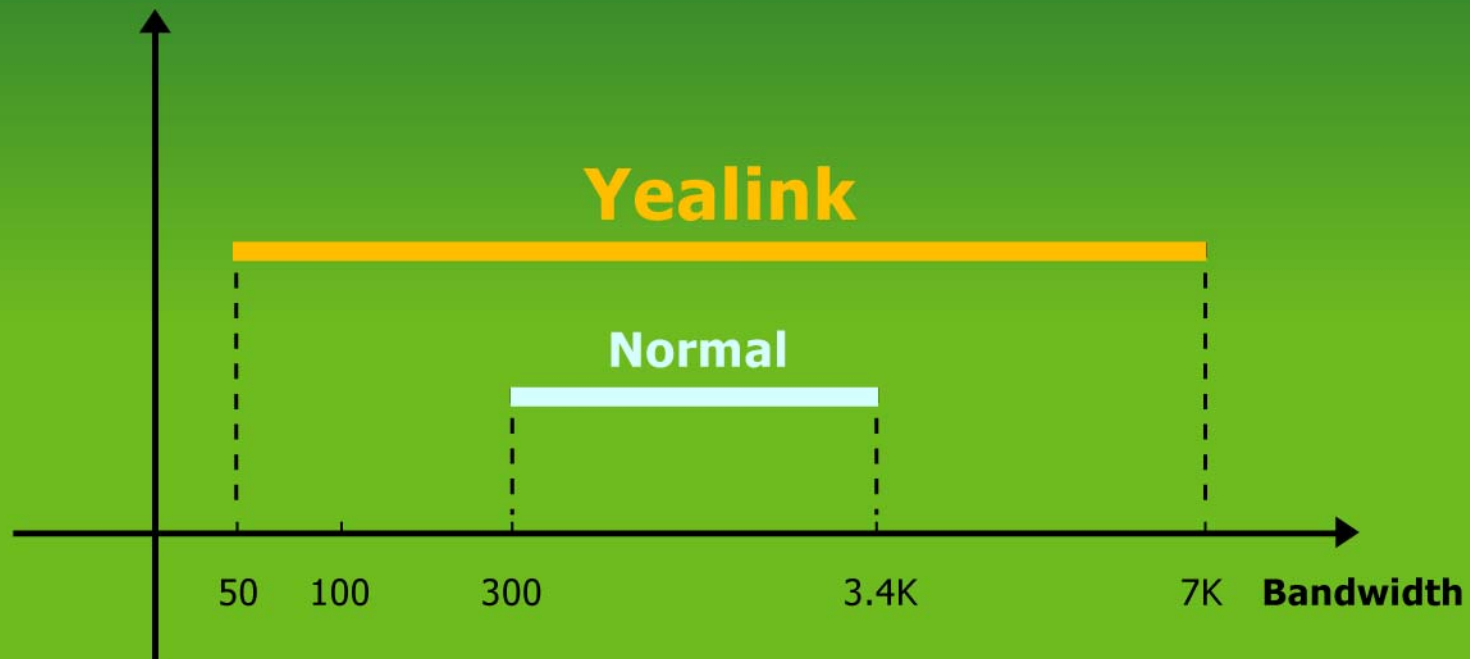
**TI TITAN Chipset
TI Voice Engine**

**G.722
Wideband Codec**

HD Voice Codec

High Quality - HD Voice Bandwidth

Yealink High definition speaker with closed sound box design and HD handset speaker can provide wide frequency bandwidth up to 50Hz~7KHz against the normal of 300Hz~3.4KHz.



The benefits:

With this improve, the HD IP phone offers the caller “true voice” conversation. Compared to narrowband telephony, wideband contributes a sense of presence, enabling natural and comfortable conversation.

Broad Interoperability



...



Easy to Use and Deploy

- **Localized language**
- **Menu-drive friendly UI**
- **FTP/TFTP/HTTP/HTTPS Auto-provision**
- **PnP Auto-provision**
- **TR069 and SNMP for IP Centrex**

Rich Features

➤ Physical

- PoE , Headset, Expansion Module
- Large graphic LCD, 2xLAN

➤ Key features

- Multi-lines, Localized language, Voice mail, SMS
- BLF, BLA, Intercom, Paging, Call pickup...
- XML phonebook, XML Screen, Hot desking

➤ Security

- SRTP, TLS, HTTPS, VLAN, QoS
- OpenVPN, AES encryption, Phone lock

Business Cases

T2x IP Phones For Telefonica

- Supply T2x HD IP phones to Telefonica at 2009
- 80% market share for Telefonica now, another competitor Thomson dropped to 20%
- Comments from Telefonica:
 - Nice outlook
 - Stable
 - Rapid technical support



Video Phone for Greek Government

- Yealink IP video phone VP-2009 was chosen by Siemens and Greek government.
- VP-2009 is fully compatible with Siemens Hi-Path system.



Provide Yealink phone to BSNL

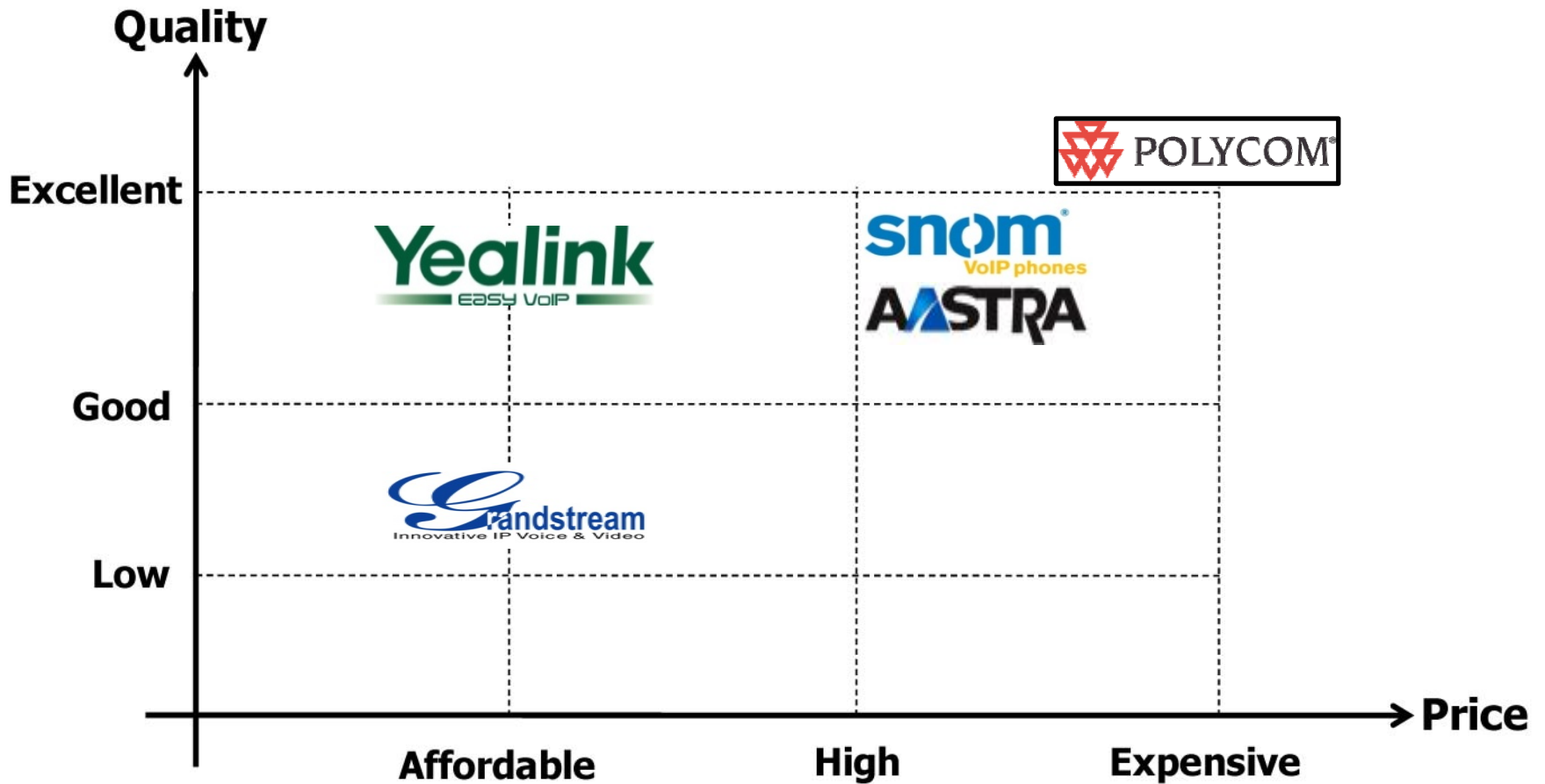
- BSNL, the top telecom operator in India, uses Yealink IP Phones and IP Video phones on a large scale.

SAM PITRODA,
one of the advisor to
Prime Minister India
for Telecommunication



Why Yealink

IP Phone Market



Great Opportunity

➤ High Quality

- HD Voice , Broad interoperability, Rich features

➤ Great Price

- R&D in China
- Sourcing and manufacturing in China

➤ Good Service

- 52 VoIP Engineers, professional technical support team
- Adaptive and flexible to customers requests
- Quick time to market of new solutions and platforms
- Netregy provide local service and support

➤ Great Opportunity

- Large market and few competitor
- More margin for Reseller

2010 IP Phone Roadmap



IP Phone Feature Roadmap

V43

- BLF/BLA
- XML Phonebook
- Intercom/Paging
- SRTP/TLS/HTTPS
- VLAN/QoS

V50

- XML Browser
- OpenVPN
- Hot Desking
- 802.1X

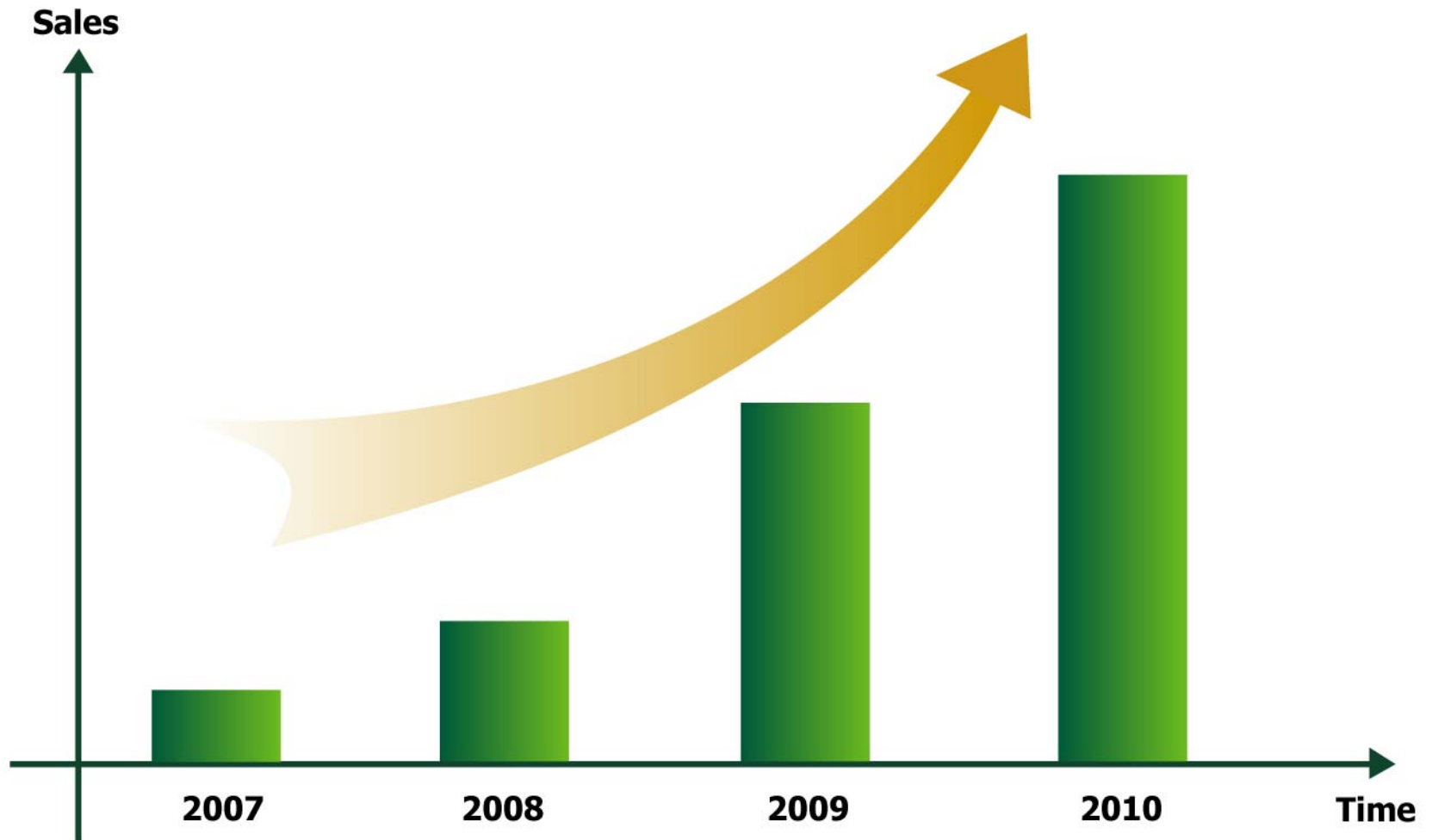
V5X

- Hosted PBX solution
- Call Center Solution

V60

- IPv6
- 1Gbits LAN
- OCS

Forecast on sales



Product Information

IP Video Phone (VP-2009)

Key Features

- TI DaVinci chipset
- 300K CMOS sensor camera
- 7-inch 800x480 pixels TFT-LCD, Touch screen
- H.264 and H.263 video codec
- Full-duplex speakerphone
- Online & Offline Advertisement
- 2xLAN, 1xUSB, 1xSD
- A/V out, Headset, PoE



Executive IP Phone (SIP-T28P)

Key Features

- TI TITAN chipset and TI voice engine
- 320x160 graphic LCD with 4-level grayscales
- 6 VoIP accounts, Broadsoft validated
- HD Voice: HD Codec, HD Handset, HD Speaker
- 48 keys including 16 programmable keys
- BLA/BLF, SMS, Voicemail, Intercom/Paging
- Hot-desking, Localized language
- XML screen/browser, XML phonebook
- FTP/TFTP/HTTP /PnP Auto-provision
- SRTP/HTTPS/TLS, VLAN/QoS, OpenVPN, 802.1x
- PoE, Headset, 2xRJ45, Expansion module



Advanced IP Phone (SIP-T26P)

Key Features

- TI TITAN chipset and TI voice engine
- 132x64 graphic LCD with backlight
- 3 VoIP accounts, Broadsoft validated
- HD Voice: HD Codec, HD Handset, HD Speaker
- 45 keys including 13 programmable keys
- BLA/BLF, SMS, Voicemail, Intercom/Paging
- Hot-desking, Localized language
- XML screen/browser, XML phonebook
- FTP/TFTP/HTTP/PnP Auto-provision
- SRTP/HTTPS/TLS, VLAN/QoS, OpenVPN , 802.1x
- PoE, Headset, 2xRJ45, Expansion module



Professional IP Phone (SIP-T22P)

Key Features

- TI TITAN chipset and TI voice engine
- 132x64 graphic LCD with backlight
- 3 VoIP accounts, Broadsoft validated
- HD Voice: HD Codec, HD Handset, HD Speaker
- 32 keys including 4 soft keys
- BLF, SMS, Voicemail, Intercom/Paging
- Hot-desking, Localized language
- XML screen/browser, XML phonebook
- FTP/TFTP/HTTP/PnP Auto-provision
- SRTP/HTTPS/TLS, VLAN/QoS, 802.1x
- PoE, Headset, 2xRJ45, Wall-mounted



Entry Level IP Phone (SIP-T20P)

Key Features

- TI TITAN chipset and TI voice engine
- 3-line LCD(2 x 15 characters and an icon line)
- 2 VoIP accounts, Broadsoft validated
- HD Voice: HD Codec, HD Handset, HD Speaker
- 31 keys including 9 function keys
- Voicemail, Call pickup, Intercom/Paging
- Call completion, Call recording
- 3-way conferencing, Localized language
- FTP/TFTP/HTTP, PnP Auto-provision
- SRTP/HTTPS/TLS, VLAN/QoS, 802.1x
- PoE, Headset, 2xRJ45, Wall-mounted



Simply IP Phone (SIP-T18P)

Key Features

- TI TITAN chipset and TI voice engine
- 20 keys including 2 programmable keys
- Voicemail, Call transfer, 3-way conferencing
- Integrated voice response (IVR) system
- Voice codec: G.722, G.711 μ /A, G.726, G.729AB, G.723.1
- Auto provision via TFTP/FTP/HTTP/PnP
- Volume control, Ringtone selection
- 1xRJ45, 1xdual-color LED, Phone label
- Power over Ethernet (PoE): IEEE 802.3af class 1
- Desktop with footstand (detachable), Wall-mountable



Expansion Module (EXP38)

Key Features

- 38 programmable keys each with a dual color LED
- Daisy-chain 6 modules for 228 programmable keys
- BLF/BLA, Speed dial, Call pickup, Call park, Intercom
- Applies to Yealink IP Phone SIP-T28P and SIP-T26P
- Expansion module(≤ 2) is powered by the host phone



Yealink Headset (YHS32)

Key Features

- Ultra noise cancelling microphone
- Quick disconnection cord
- Ultra light weight only 50g
- comfortable wearing for all day use
- 330° rotatable microphone boom
- Pliable steel headband, large size ear pad



Thank you!