

Video Conference

Yealink Sales Book 2021



What's The Future Of Work? What Will Be The Next Normal?

Enterprise

- Large Enterprises are gradually choose Microsoft Teams into work ecosystem
- VC Merge with Office Enterprise Workflow
- Preferred to use Teams for External Meeting

SME

- Looking for a solution with better functions
- Focus on efficiency enhancement and wider compatibility

SMB

- Start to use video conferencing for casual work
- Easy to Use, Free From IT Support

Vertical Industry

(Law, Government, Education)

Integration with working ecosystem, workflow
E.g Lawyer industry: Clio system Professional integration



Portfolio - Yealink Video Conferencing



VC Room Solution



VC200

VC500

VC800

VC880

MeetingEye Solution

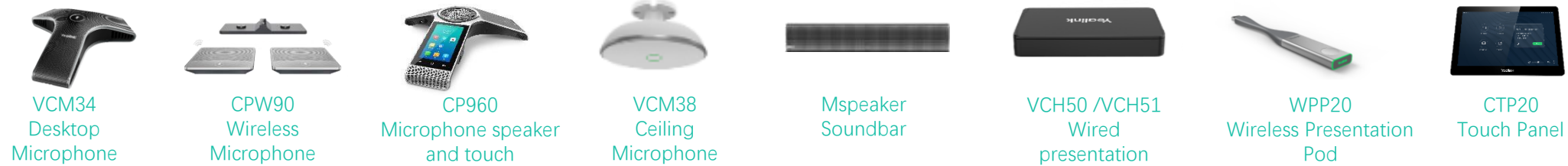


MeetingEye 400

MeetingEye 600

MeetingEye 800

Room Accessories



VCM34
Desktop
Microphone

CPW90
Wireless
Microphone

CP960
Microphone speaker
and touch

VCM38
Ceiling
Microphone

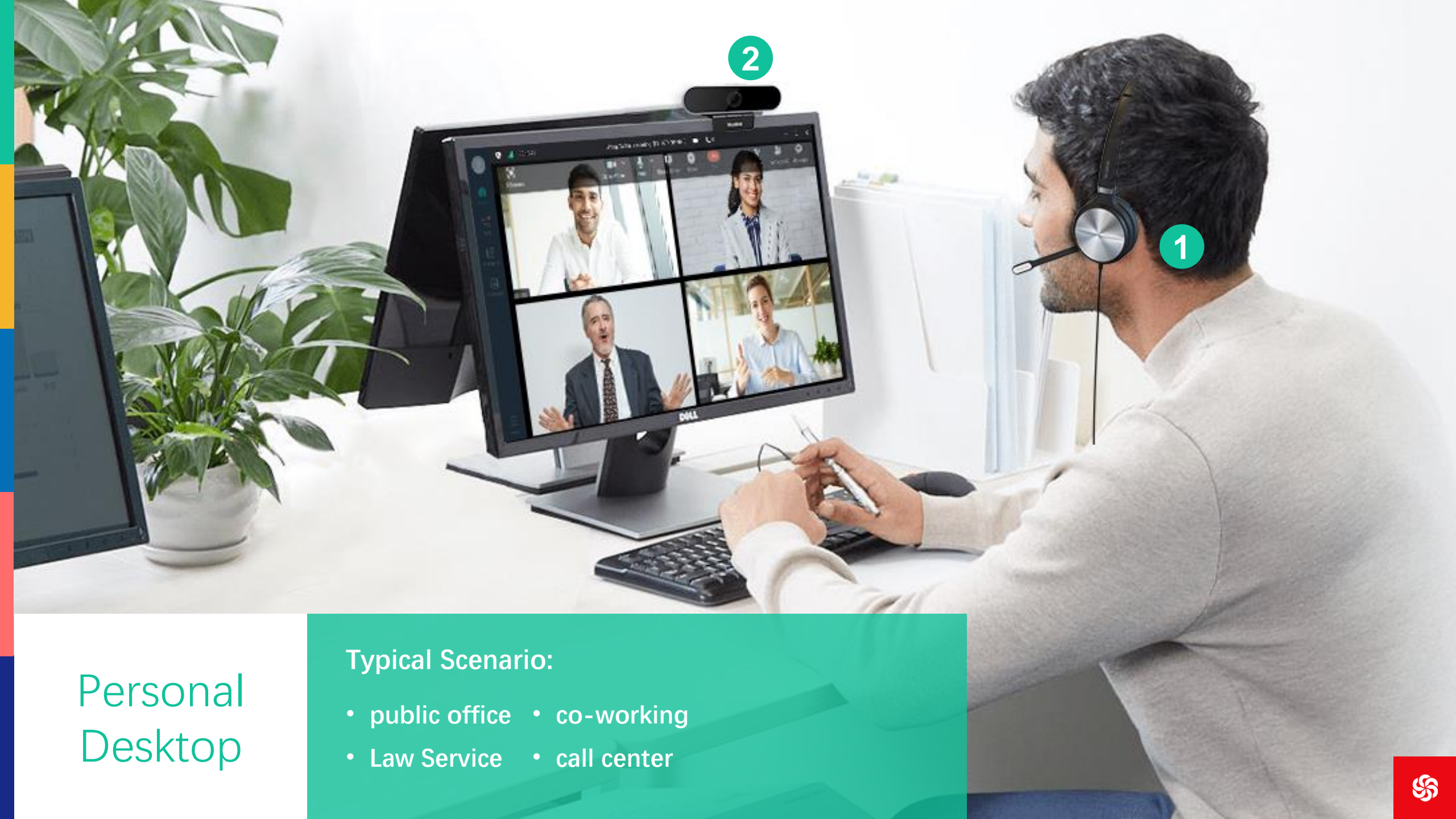
Mspeaker
Soundbar

VCH50 /VCH51
Wired
presentation

WPP20
Wireless Presentation
Pod

CTP20
Touch Panel





Personal Desktop

Typical Scenario:

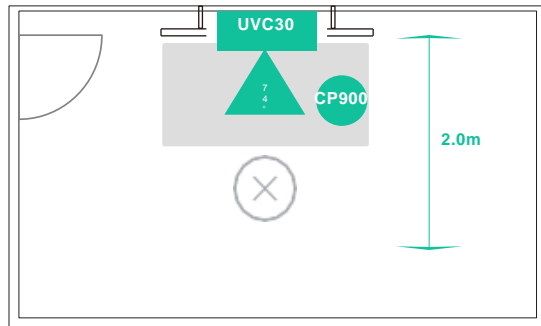
- public office
- co-working
- Law Service
- call center





Yealink Meeting + UVC20 + UH36 For Personal Desktop

- **4K video** and clear audio delivers true-to-life clarity for smooth communication.
- Both the headset and camera can be **easily synced and managed** by Yealink USB Connect, the management tool.



Package Budget = \$ 154.00

1 Yealink Meeting

Convenient Meeting Time

- Calendar Sync, One-click to join
- Available for mobile, laptop, etc.



2 UVC20 USB Camera

Premium Clean Video

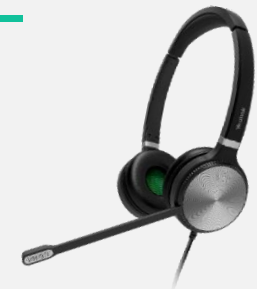
- FHD 5 MP full HD camera
- Auto exposure
- Rotatable lens



3 UH36

Frictionless Audio

- Noise-canceling technology
- All day wearing comfort
- Plug-and-play





Personal Desk

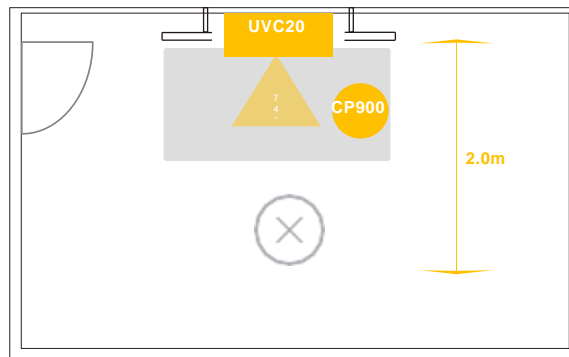
Typical Scenario:

- Personal studio
- Work from home
- Live stream
- Personal distance learning



Yealink Meeting + UVC30 + CP900 For Personal Space

- Premium **FHD video** makes it easy and comfortable to communicate and interact.
- The elimination of background noise brings life-like and **disruption-free** communication.



Package Budget = \$ 388.00

1 Yealink Meeting

Convenient Meeting Time



Background blur



Instant Chat



2 UVC30

Smart 4k Video



4K UHD camera



120° FOV



Smart framing



3 CP900 USB Speaker

Crystal-clear Audio

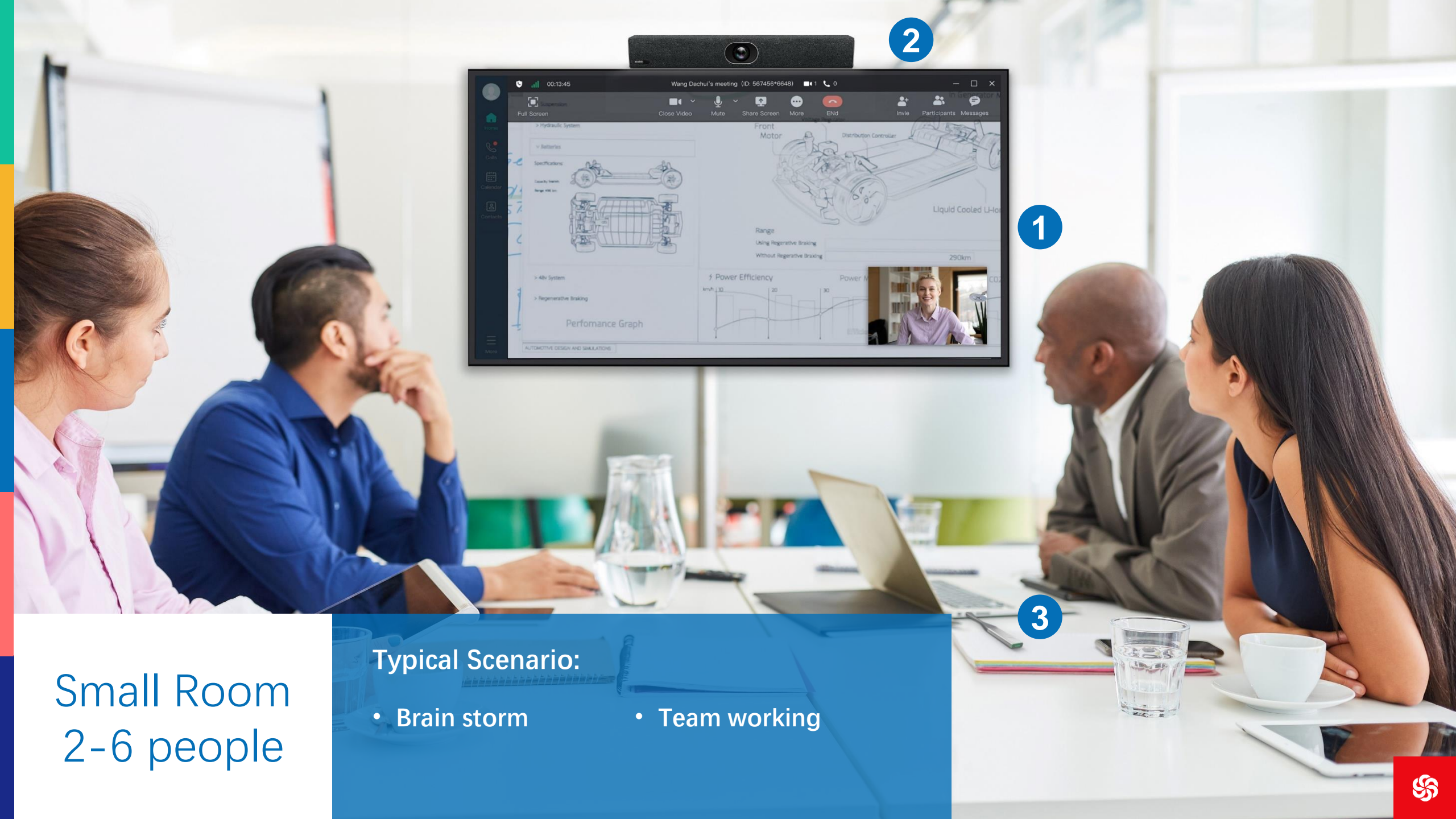


Full-duplex technology



6-Beamforming microphone





2

1

3

Small Room
2-6 people

Typical Scenario:

- Brain storm
- Team working



Yealink Meeting + MeetingEye 400 + WPP20 For Small Room

Design for Huddle/Small Room

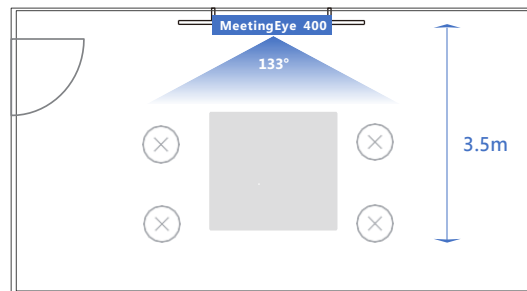
For example, 4-5 people room:

- **All-in-One design**

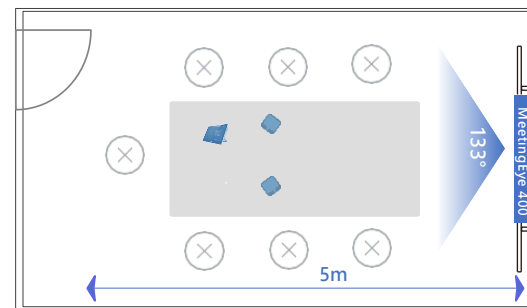
For example, 6-7 people room

- **Wireless Mic, Touch Panel** as optional choice
- 20-Megapixel HD camera **perfectly displays** every detail without distortion.

Huddle ROOM (For 4 People)



M400 Mic Expansion (e.g. 7 People Room)



1 Yealink Meeting

Convenient Meeting Time

- Whiteboard annotation
- Recording & File transfer



2 MeetingEye 400

All-in-one 4k Video

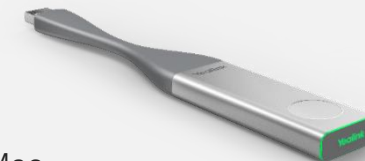
- 20 MP Camera
- Auto framing
- Voice tracking
- Private Lens Cap

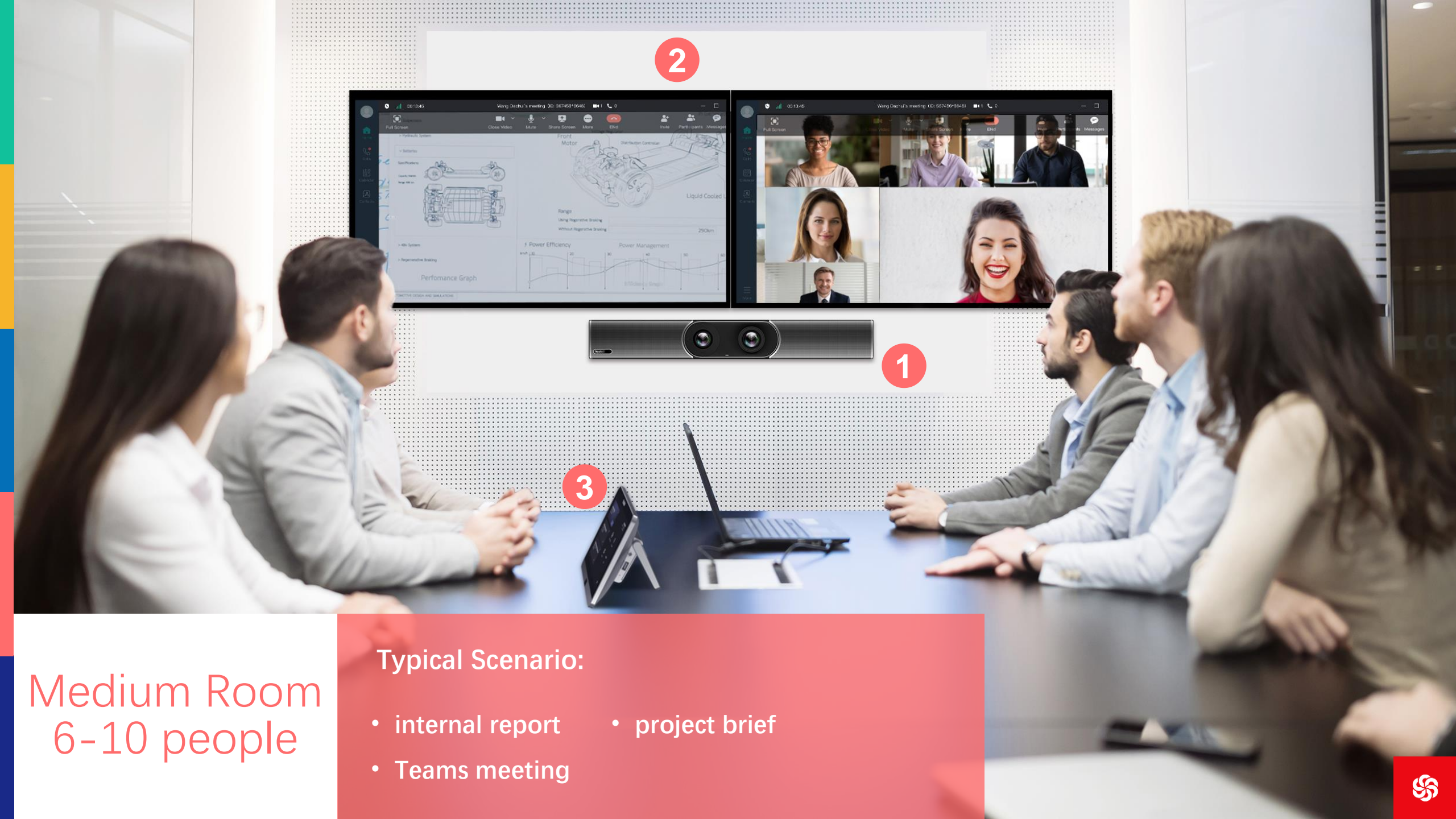


3 WPP20

Wireless Presentation

- One-click content sharing
- Compatible with Windows/ Mac





Medium Room
6-10 people

Typical Scenario:

- internal report
- project brief
- Teams meeting



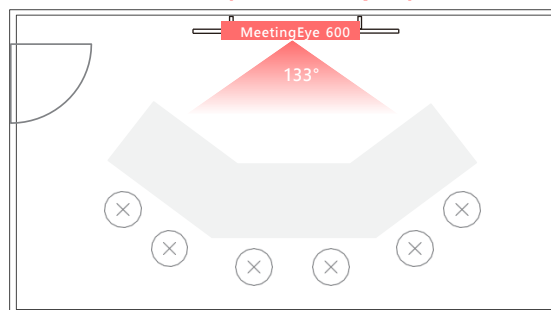


Yealink Meeting + MeetingEye 600+ CTP20 For Medium Room

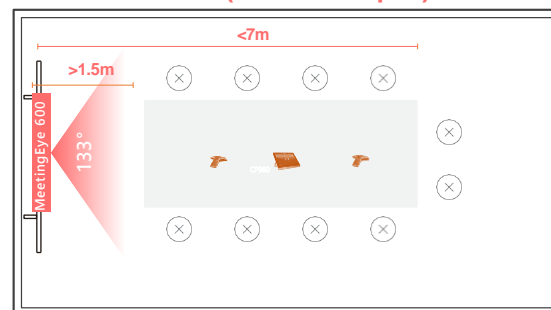
Design for Small-Medium Room

- **MeetingEye BYOD mode to Teams** delivers convenient and time-saving meeting experience of both inside or outside.
- 133° FOV & 20MP UHD bi-camera ensure everyone and everything will be **perfectly seized** and presented.
- Intelligent framing and voice tracking to presenter enhances the meeting efficiency **without manual operations**.

MEDIUM ROOM (For 6 People)



MEDIUM ROOM (For 10 People)



1

Yealink Meeting

Convenient Meeting Time



BYOD mode to Teams



Layout : Gallery/Speaker View



Multiple Share Content



2

MeetingEye 600

Intelligent Experience



20 MP bi-camera



AI technology



Dual display



3

CTP20

Wireless Presentation

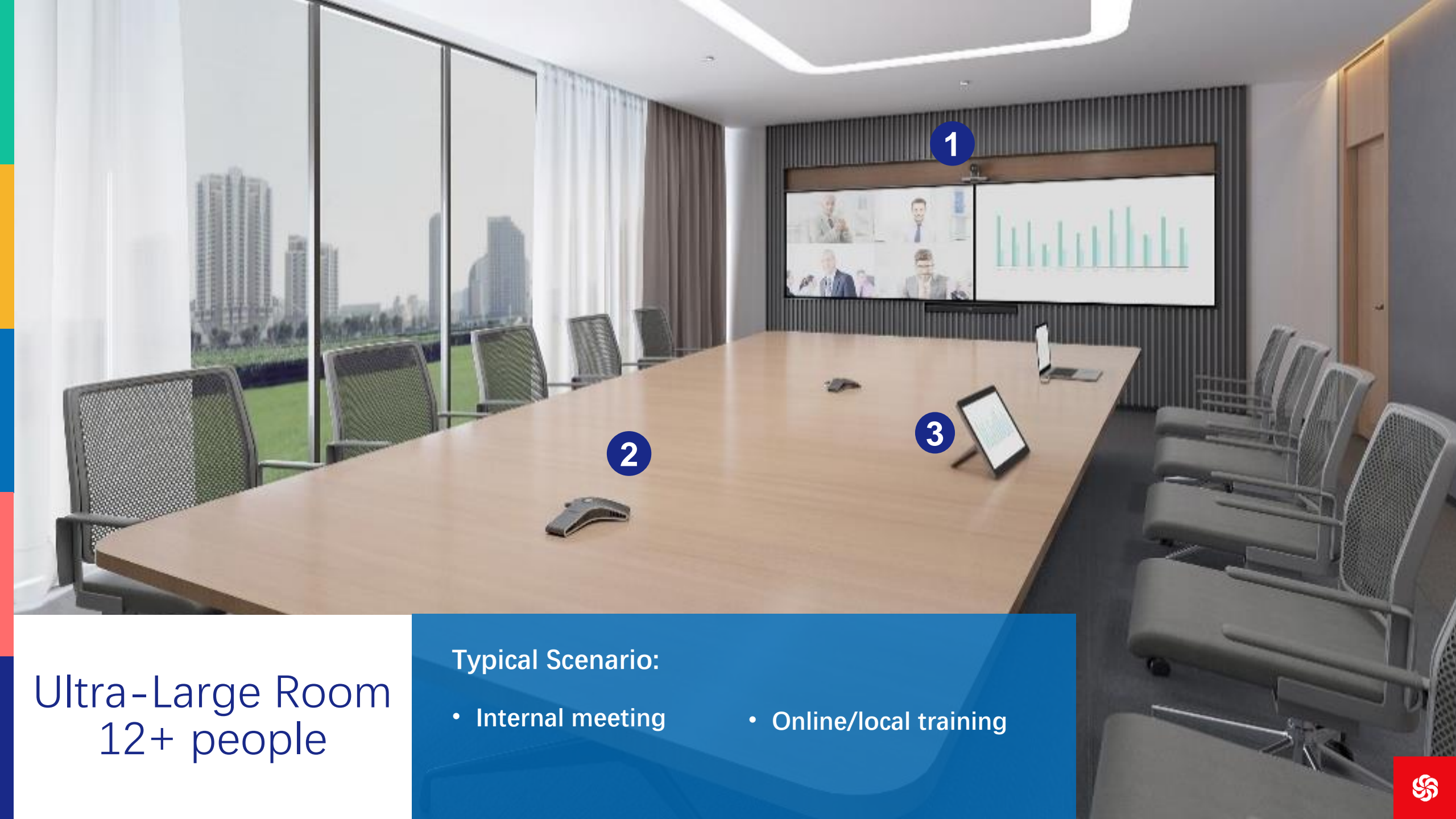


One-click content sharing



Rich control functions





Ultra-Large Room 12+ people

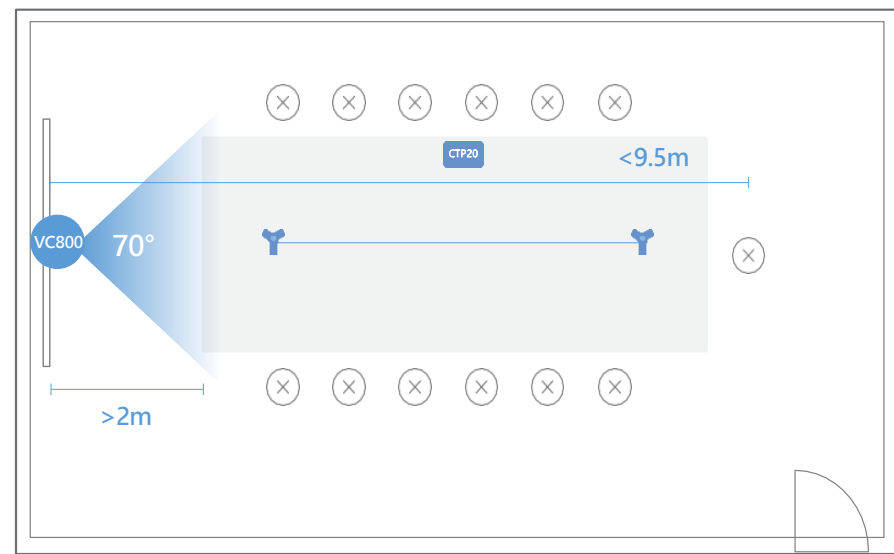
Typical Scenario:

- Internal meeting
- Online/local training



Large Room | 12+ People | VC800

12X PTZ Video Conferencing System



Order List:

| Description | Model | Qty |
|---------------------------|-------|-------|
| Codec | VC800 | 1 |
| Collaboration Touch Panel | CTP20 | 1 |
| Wireless Presentation Pod | WPP20 | 1 |
| Microphone Array | VCM34 | Max 8 |

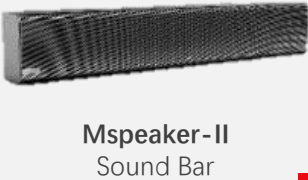
Endpoint Recommendation:

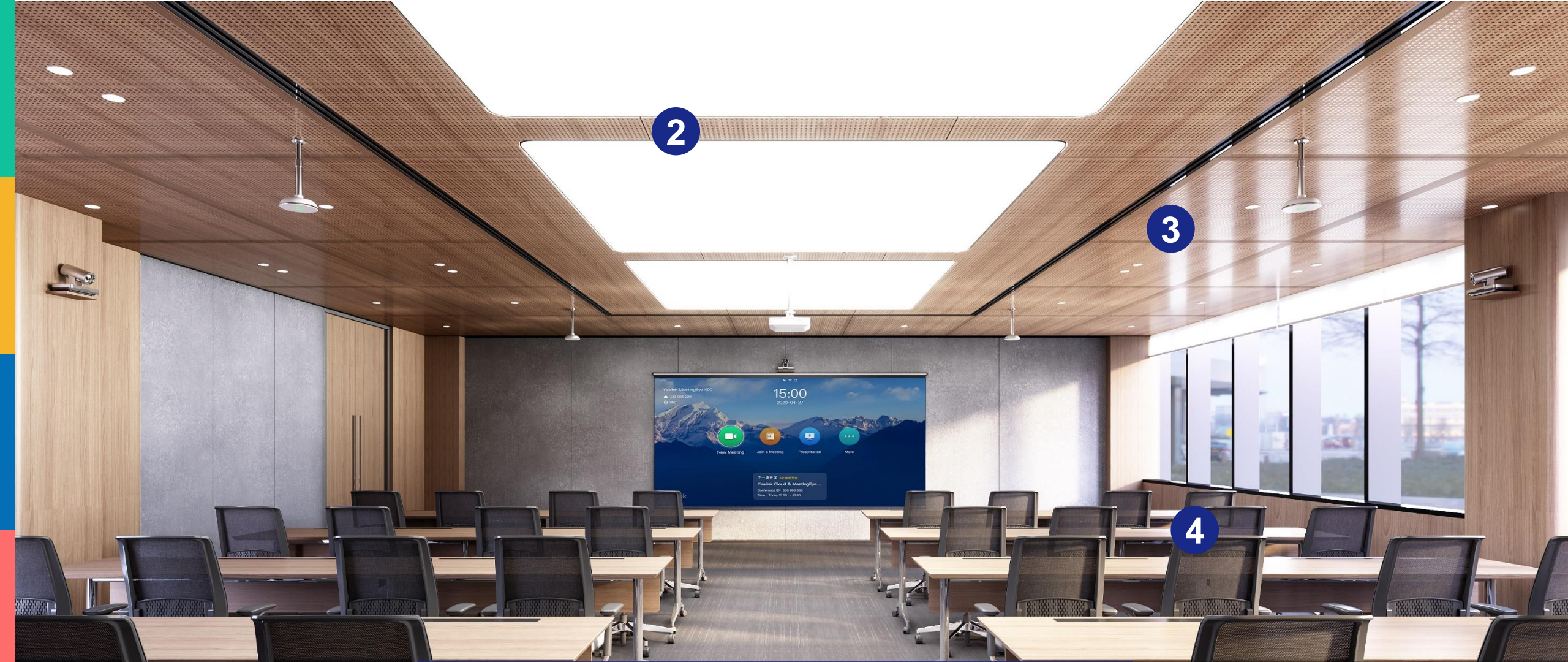


Microphone Expansion:



Optional:





Ultra-large Room
12+ people

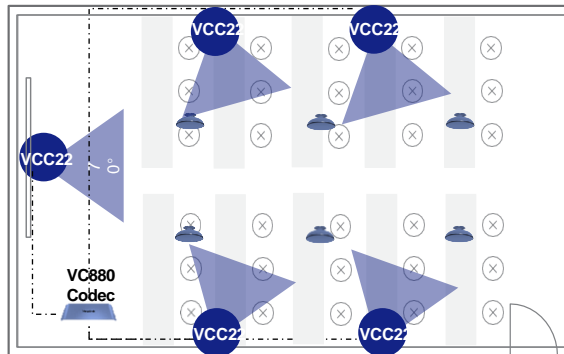
Typical Scenarios:

- product release
- online training
- large-scale seminar



Yealink Meeting + VC800 + VCM38 For Personal Space

- Available for **1000 video participants** and one-click joining, Yealink Meeting delivers stable video quality for all attendees wherever they are.
- The **multi-camera solution** enables up to 9 cameras to work at the same time, which enables perfect revivification to the launch.
- Smart noise proof technology can **well eliminate the non-voice interference**, delivering a clear audio experience.



1 Yealink Meeting

Convenient Meeting Time

- Available for 1000 parties
- Global Datacenter/ Network
- Live stream to Youtube/Facebook



2 VC800

Multi-cameras Solution

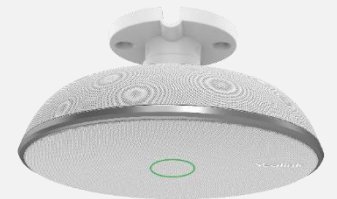
- 1+8 20 MP Camera
- Auto framing
- Voice tracking



3 VCM38

Ceiling Microphone Array

- 8 Microphones array
- Echo cancellation and noise proof technology
- 40 Square meters coverage/single VCM38



Certification program | Opportunity registration

1 Certification program

Pass the certification exam, to get

- Additional discount
- Priority for obtaining new products
- Official personal certificate
- Official company certificate

2 Opportunity registration

- Additional discount
- Priority in technical support



Thank you!

