

Yealink All-in-one Solution Selling Guide



MODERN



MeetingBoard 65



MeetingBoard 86

MeetingBoard solution

Display integrated

- Simple set up
- Premium video and audio, AI-powered
- Plug-and-play add-ons to expand the room
- Higher profit
- Absolutely mobile
- Dual system, Android & Windows



TRADITIONAL



MeetingBar A10



MeetingBar A30



MeetingBar A40 NEW PREMIUM

MeetingBar solution

Display not included

- Simple set up
- Premium video and audio, AI-powered
- Better-priced
- For all platforms

MODERN STYLE FOR COLLABORATION AND MOBILITY

Recommend MeetingBoard as **the top choice**. With **AI-powered video and audio**, it delivers a superior meeting experience. Its touch display combines **collaboration and creativity** with unmatched mobility. Plus, its dual system—**Android and Windows**—offers flexibility for any workflow.

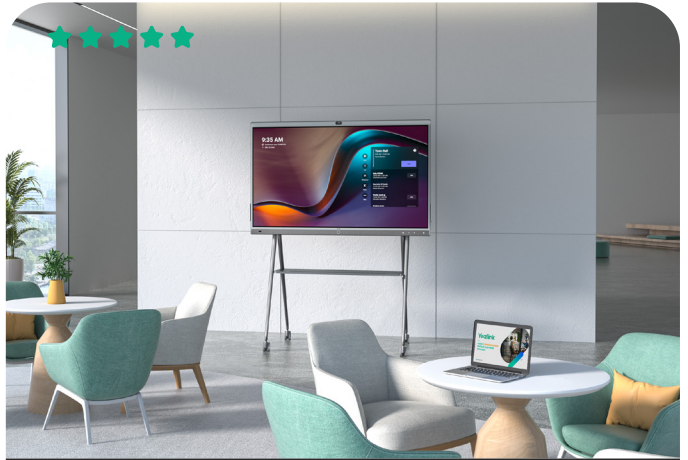


NEW ROOMS, all integrated

- Newly constructed office building
- Newly renovated office

SALES POINTER:

MeetingBoard outshines video bar & TV solution for **NEW ROOMS**—**similar budget, but with additional digital whiteboard** for enhanced hybrid collaboration.



Digitalize the space, earn extra.

- Open space (lobby, pantry, open floor plan)
- Executive office
- Flexible plan: 1 device for multiple spaces

SALES POINTER:

MeetingBoard's mobility **turns any space into CO-CREATE SPACE**, making spontaneous gatherings easy and boosting creativity, productivity, and efficiency.



Upgrade the old room system

- Replace the existing projector, screen, speaker, microphone, and camera, whiteboard, markers and erasers
- Replace the existing video bar, TV, whiteboard, markers and erasers

SALES POINTER:

MeetingBoard unifies devices for a **tidy room** and **easy management**, **fosters collaboration** on a shared whiteboard, and provides a **seamless Teams Rooms experience** after upgrade.



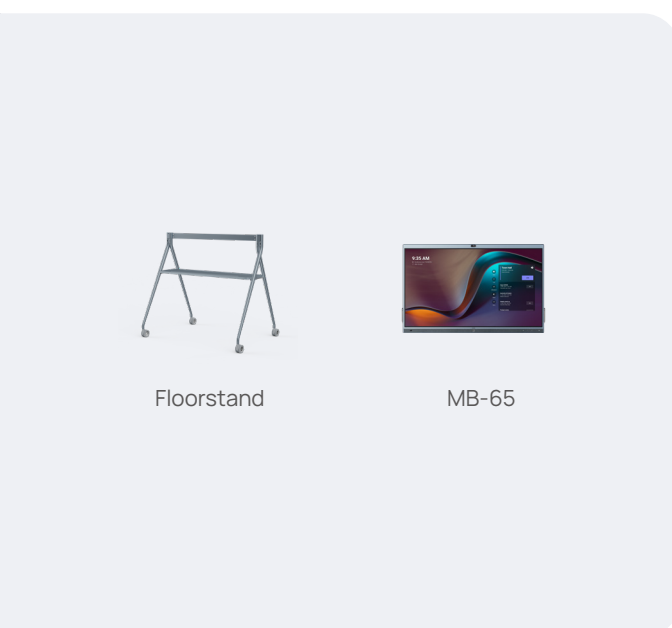
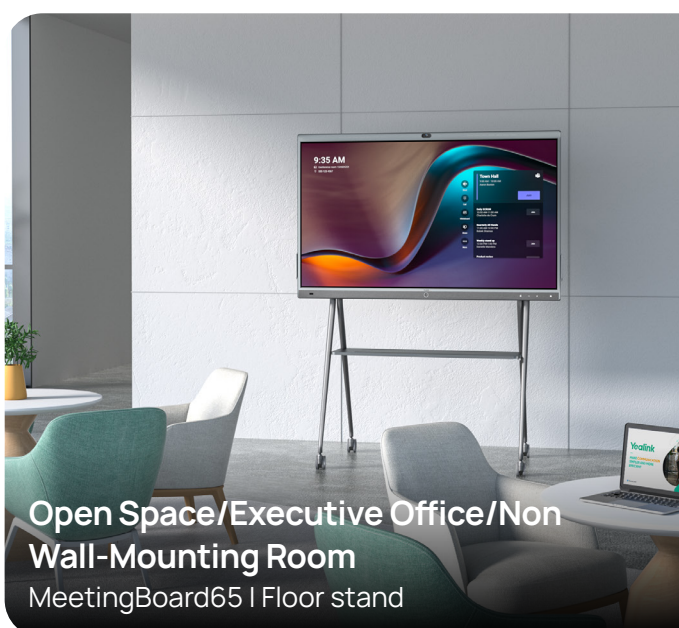
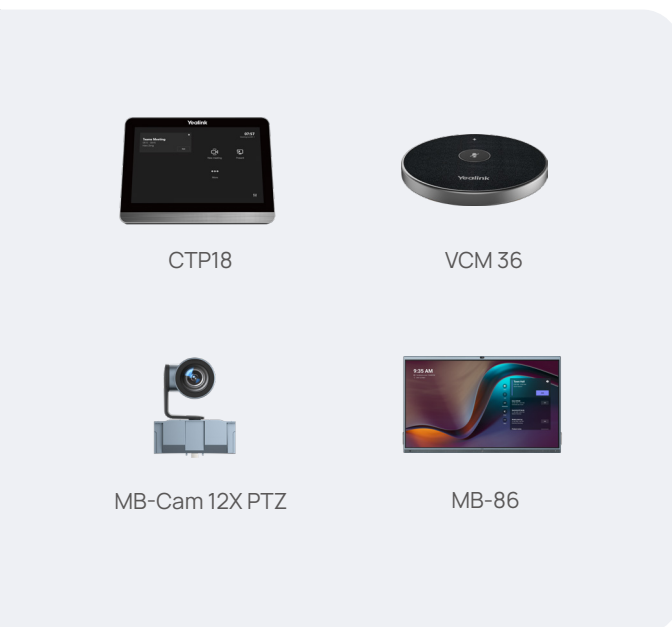
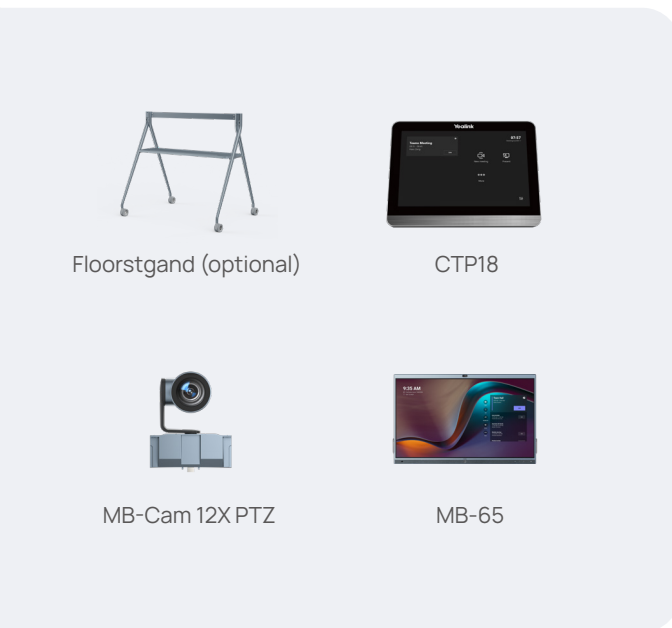
Where WALL-DRILLING is not allowed

- Rooms with glass walls
- SME clients renting office

SALES POINTER:

MeetingBoard's movable floor stand allows seamless room system integration **without the need for wall-mounting**, making it perfect for flexible setups.

Scenarios & Solutions



TRADITIONAL STYLE FOR BETTER PRICE

When a meeting room **already has a TV** that can be reused, or if your customers prefer a **separated setup**, suggest the MeetingBar solution as the better choice.



Room upgrade with a reusable TV.

SALES POINTER:

For room upgrades with an existing TV, the MeetingBar solution is a sustainable, budget-friendly option that lets you **MAXIMIZE your current setup**.



For huddle rooms and phone rooms.

SALES POINTER:

For upgrading huddle spaces or phone rooms, the MeetingBar Series is ideal—**AFFORDABLE, FLEXIBLE, and easily clips onto any TV or screen**.

Scenarios & Solutions



PREMIUM AND SECURE

Equipped with **one cable solution**, **powerful AI features** and **latest Android 13**, your meetings will be simple, focused and secure with A40.



MeetingBar A40



EXTEND THE SPACE SIMPLY

The A30 is a **plug-and-play** solution for medium rooms. With **dual cameras featuring optical zoom** and **extended mics**, it covers up to 15 people in larger spaces.



MeetingBar A30



ENTRY PRICE, PRO MEETINGS

A10 is a choice of **price & performance** for small spaces. Get pro meeting experience with entry price.



MeetingBar A10

SPEC

VIDEO



MeetingBar A10

- 4K, 120° FoV
- Auto Framing, Speaker Tracking, Smart Gallery, Multi-focus, Video Fence



MeetingBar A30

- Dual-eye camera system
- Auto Framing, Speaker Tracking, Picture-in-picture, Smart Gallery, Video Fence



MeetingBar A40

- 2x48MP, 120° FOV
- IntelliFocus, Auto Framing, Speaker Tracking, People Counting, Picture-in-Picture, Multi-focus, Video Fence



MeetingBoard 65/86

- 4K built-in camera
- Optional 6X/12x optical camera
- Auto Framing, Speaker Tracking, Multi-focus, Picture-in-Picture, Smart Gallery, Video Fence

AUDIO

- Built-in microphone array
- Built-in high fidelity speaker
- Full-duplex audio
- Noise cancellation

- Built-in 8 MEMS mic. array
- Support extended mic.
- Two built-in 5W high fidelity speakers
- Full-duplex audio
- Noise cancellation
- Acoustic Shield

- Built-in 8 MEMS mic. Array
- Support extended mic.
- Built-in 2 x 10W speakers
- Full-duplex audio
- Noise cancellation
- Audio Fence

- Built-in 16 MEMS mic. array
- Support extended mic.
- Built-in 4+2 stereo speakers
- Noise Cancellation, Audio Fence

DISPLAY

- 65/86-inch D-LED touch screen
- Ultra HD 4K
- Anti-glare and anti-fingerprint coating

RESOURCES CENTER



MEETINGBOARD RESOURCES

[Spec and QSG](#)

[Download Battle Cards](#)

[IT Playbook](#)

[Unboxing Video](#)

[AI-Powered Video](#)

[Reverberation Suppression](#)

[Noise Cancellation](#)

[Demo Video Playlist](#)



MEETINGBAR RESOURCES

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[MeetingBar One-page](#)

[Unboxing Video](#)

[One Cable Solution](#)

[On-Device IntelliFocus](#)

[Demo Video Playlist](#)



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