



Yealink

SELLING GUIDE TO YEALINK MEETINGBOARD

WHY UPSELL WITH YEALINK MEETINGBOARDS?



Easy Sales, Deployment, and Management

Sell, deploy, and manage effortlessly with Yealink's one stop solutions and seamless integration process.



Higher Profit Margins

Open new revenue streams and higher profit margins.



Meeting the Demand for Video Solutions

Position yourself as a trusted provider of cutting-edge technology.



Minimal Training Requirements

Yealink's user-friendly Android-based solutions require minimal training, ensuring quick adoption and utilization.



Comprehensive Support and Resources

Gain access to Yealink extensive support and resources, from pre-sales consultation to technical assistance.

WHO ARE YOUR TARGET CUSTOMERS



Empty or new rooms need to host Teams meeting and require all-in-one device



Meeting room device upgrade (require Teams meeting and collaboration)



Movable meeting solutions for open space, ideation space, divisible rooms or shared devices

HOW TO INTRODUCE YEALINK MEETINGBOARD

MeetingBoard, certified for Microsoft Teams, is a highly integrated video conferencing device that highlights collaboration.

KEY FEATURES



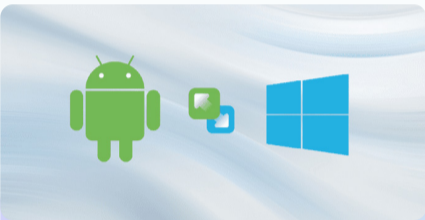
65" and 86" Touch Screen Options; Dual-Screen Solution for Large Space



AI-Powered Video, incl. Auto Framing and Speaker Tracking; Support Optical PTZ Camera



Wireless Content Sharing and Device Mode with Yealink WPP30



Support Android OPS module and Windows OPS module



Premium Audio with Noise Cancellation and Reverberation Suppression; Support Extended Mics



Collaborative Whiteboard Supporting Multi-Writing

CLICK AND WATCH DEMO VIDEOS

AI-Powered Video



Reverberation Suppression



Noise Cancellation



Interactive Whiteboard



Wireless Content Sharing



Windows OPS

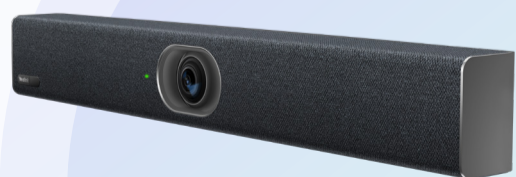


MEETINGBOARD VS MEETINGBAR WITH COMMERCIAL DISPLAY

Collaborative, Innovative, Effective



- Fit to all rooms with the full device eco system
- Competitive AI 2.0-enhanced audio and video
- Collaboration whiteboard & smart inking
- All-in-one & movable solution
- Strong extensibility
- Optional windows OPS



MeetingBar A20+ 65inch

COMPETITIVE FEATURES




Model	Yealink MeetingBoard	Neat Board	Yealink A20+ Commercial Display	Poly X30+ Commercial Display	Rally bar mini+ Commercial Display
All-in-one	v	v	X	X	X
Screen Size	65&86 inch	65 inch			
Camera	8MP, 120° FOV, Privacy shutter Support extended 6X/12X PTZ camera	12 MP, 120° FOV Not support extended camera	20MP/120° FoV, Privacy shutter 8X digital zoom	8MP/120° FoV, 5X digital zoom	40MP/120° FoV, 8X digital zoom
AI Feature	Auto framing, Speaker tracking, Multi-focus framing, Picture in Picture	Auto framing, Multi-focus framing	Auto framing, Speaker tracking, Multi-focus framing, Picture in Picture	Auto framing, Speaker tracking	Auto framing, Speaker tracking
Mic	16 beamforming mic array AI-powered noise cancellation & reverberation suppression	5 mic array, Noise suppression	8 MEMS microphone array	4 MEMS microphone array	6 MEMS microphone array
Content Sharing	Both wired & wireless	Only wired	Both wired & wireless	Only wired	Only wired
OPS Module	v	X	Maybe (Depends on Display)	Maybe (Depends on Display)	Maybe (Depends on Display)
Dual Touch Screen	v	X	v	v	v
Extended Microphone	Wired mic VCM35 Wireless mic VCM36-W	X	Wired mic VCM35 Wireless mic VCM36-W	X	Rally Mic Pods
Management	YMCS	Neat management	YMCS+TV management	Poly Lens + TV management	Sync + TV management

CUSTOMER TESTIMONY



"Finding solutions that simplify the users experience is crucial to me. Siemens Energy is looking forward to strengthen our partnership with Yealink in the future to realize the full potential of modern video collaboration."

Carsten Niggeschulze - Head of Collaboration & Voice IT-Services at Siemens Energy

"Our team continues to be impressed by the value that Yealink devices provide. We knew immediately that Yealink was going to be a great partner for our company. We look forward to continued partnership with Yealink."

Tim Smeets - IS Manager at ABB

SALES TOOLS



Yealink Knowledge Base for Anything You want to Know



Yealink Online Room Configurator



Product Unboxing and Deployment Videos



PLAYBOOK OF YEALINK VIDEO CONFERENCEING & HEADSET SOLUTIONS

Playbook for Resellers