Yealink

Yealink One-Stop Solutions for Microsoft Teams

Empowering your Communication and Collaboration

Topic

01

Yealink & Microsoft Partnership

02

Yealink Solution offer & Yealink Service

03

Yealink Partner Program -Registration Policy - Demo/Spiff Program

Yealink

Global Leading UC&C Solution Provider
Market Value *$10 Billion+*

TOP1
Number 1 SIP phone provider globally since 2018

100+
Global and Local Distributors

140+
Countries & Districts Coverage

Yealink & Microsoft Partnership

Microsoft *TOP* Communications Partner

NO.1 Microsoft Teams Room OEM
YOY Growth

NO.1 Full-range Microsoft
Teams Certified solutions

NO.1 Microsoft Teams
Phone Market share

2021
- Fastest Growing Microsoft Team Room OEM
- AI Powered Intelligent meeting room solution
- Long term partnership and roadmap plan

2019
- FIRST Full-Rage Teams desktop phones worldwide
- Microsoft Teams Room solution certified
- Full-Range product portfolio for Microsoft Teams

2018 FIRST Teams desktop phone
& conference phone
worldwide

2017 Yealink SFB phones
certified by Microsoft

2015 Yealink Lync phones
certified by Microsoft

Worldwide Business

Customer Preference

Healthcare	Brighton and Sussex University Hospitals NHS Trust	NHS Royal Berkshire NHS Foundation Trust	Erasmus MC	AstraZeneca
Education	Fredericksburg Public Schools / IB	UNIVERSITY OF TEXAS ARLINGTON	TulsaTech.edu	OXBRIDGE ACADEMY
Energy	fluxys	FMG Fortescue The New Force in Iron Ore	BR PETROBRAS	alliander
Transportation	DSV	SJ	K LOGISTICS	brose Excellence in Mechatronics
More Enterprise	H&M, L'OCCITANE EN PROVENCE, KOCH	PHILIPS, THE NEW YORK FOUNDLING	Dulux, Ansell, essity	KIER, SIEMENS

"These devices are really changing the way our teams work and it's only going to grow."

Ibrar Hashmi, Digital Technology Project Manager for Walsall Healthcare **NHS Trust.**

NHS Walsall Healthcare NHS Trust

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Microsoft
Partnership

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Solution offer
& Yealink
Service**

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Yealink Partner
Program
-Registration Policy
- Demo/Spiff
Program

Yealink Voice & Video Device Portfolio for Microsoft Teams

| Teams Audio Devices | MP50 – USB Phone | MP52 | MP54 | MP56 | MP58 | VP59 | CP965 **NEW** |

| MTR on Windows | MVC400 | MVC640-AI | MVC640-DECT | MVC840 | MVC860 | MVC900 Series **NEW** |

| MTR on Android | A20 | A30 | MeetingBoard 65/86 **NEW** | DeskVision A24 **NEW** | Room Peripherals | Room Panel | Room Sensor **NEW** |

| Headset | UH Series | WH Series | BH Series **NEW** | USB Peripherals | UVC30 Whiteboard CAM | MSpeech Intelligent Audio | UVC86 Intelligent Camera **NEW** | WPP30 Wireless BYOD **NEW** |

Yealink Audio Devices Portfolio
for Microsoft Teams & Skype for Business

Certified for Microsoft Teams

Certified for Skype for Business

Yealink

Desktop & Conference Phone

| MP52 (Coming soon) | MP54 | MP56 | MP58/MP58-WH | VP59 | CP965 |

USB Phone /Speakerphones /Headsets

| MP50 | CP900 | CP700 | UH33 | UH34 | UH36 Mono/Dual |

DECT Headsets

| WH62 | WH63 | WH66 | WH67 |

Yealink Device Management Platform

Yealink Audio & Video Devices Portfolio for Zoom

Comprehensive Portfolio for Every Space

Yealink

| **Desktop IP Phones DECT IP Phones Conference phone** | **VP59** Video Phone | **T5 Series** Business IP Phone | **T4 Series** Ultra-elegant Business IP Phone | **T3 Series** Basic Level Business IP Phone | **W7X Series DECT Phone System** Professional Wireless DECT IP Phone | **CP960** Medium-to large-sized meetings | **CP920** Small-to-medium-sized meetings |

| **Zoom Rooms System - ZVC Series** | **ZVC300** Huddle and small space | **ZVC400** Small space | **ZVC640** Medium space | **ZVC840** Large space | **ZVC940** Extra-large space |

| **Zoom Rooms Appliances - MeetingBar BYOD meeting kit** | **A20** Huddle and small space | **A30** Medium space | **UVC30-CP900-BYOD Kit** | **UVC40-BYOD Kit** | **UVC84-BYOD Kit** |

| **USB Camera Headsets Speakerphones Accessories** | **USB Camera** | **Speakerphone** | **Headset** | **RoomCast** Wireless presentation system | **RoomPanel** Scheduling panel |

UC&C Full Range Solution

Yealink

	Yealink	Poly	Crestron	Logi	Lenovo	AudioCodes	HP
USB Speakerphone	√	√					
USB Headsets	√	√		√			
Desktop Phone	√	√				√	
Conference Phone	√	√	√				
MTR for Windows	√	√	√	√	√		√
MTR for Android	√	√		√			
Video Phone	√				√		
Teams Room Panel	√		√				
AI Speakerphone	√						
Roomcast, Room Sensor	√						
Meeting Board	√						
Collaboration Display	√						

Benefits

- Lower purchase cost
- Same deployment & maintenance for IT engineers
- User-friendly experience for employees
- Single contact for any support

NEW Yealink MeetingBoard 65   **NEW** DeskVision A24

Yealink Video Devices Portfolio

Cover different size of meeting rooms	Focus and Huddle room(1-4)	Huddle and Small room(4-7)	Medium meeting room(7-11)		Large meeting room(12-18)	Extra-Large meeting room(up to 30)
MTR on Windows	MVC320	MVC400	MVC640	**NEW** MVC-S60	MVC840	MVC940
Intelligent Teams Room			MVC660		MVC860	MVC960
MTR on Android	**NEW** A10	A20	A30			
Teams Display		**NEW** A24	MeetingBoard 65''		MeetingBoard 86''	

Yealink Full-scenario, **All-style** and One-stop Room Devices for Teams

Yealink

Windows-based Teams Room System

One-Brand Full Scenario Hardware Kits

MVC320
Huddle Room

MVC400
Small Room

MVC640
Medium Room

MVC840-wireless
Media-Large Room

MVC840
Large Room

MVC940
training Room

MCore Base Kit
Mini-PC + Touch Console + Sharing

4K Tracking AI Meeting Camera

UVC30
4K/120°,
Auto Framing

UVC40
20MP/133°, Auto Framing
Speaker Tracking

UVC84
4K, Auto Framing
12X Optical PTZ Camera

UVC86
4K, 12X
Optical PTZ Camera

AI function
·Speaker Tracking
· Auto Framing
· Presenter Tracking

* All cameras and audio devices can be freely selected

Full Scenario Audio Solution

CP900
Speakerphone

MSpeech
AI Speakerphone
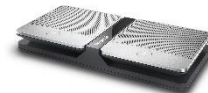
CPW90
Wireless Mic
CPW90

VCM34
Cascaded tabletop array mic

VCM38
Cascaded ceiling array mic

MSpeaker II
Cascaded soundbar

USB-BYOD Bring you PC for meeting

UVC30-CP900-BYOD
Focus room

UVC40-BYOD
Huddle and Small room

UVC84-BYOD Kit
Medium and Large room

MCore Base Kit

Mini-PC + Touch Console + Sharing

One CAT5e cable (Up to 40-meter)

Power/Touch UI/HDMI Ingest/USB audio

MCore

TV Area

MTouch II

Table Area

Yealink Core2 Kit

- **More integrated**, make HDMI ingest and Touch Console to be one device.

- CEC Support with the Motion Sensor in Mtouch II

- Use only one **CAT5e** cable from conference table to TV area, easy to be extended.

- Powerful CPU, upgrade from 7th-gen dual-core i5 CPU to **8th-gen quad-core i5.**

- Using **USB-C/HDMI wired sharing**, more popular sharing interface.

- Dedicated for Video Room System(not common PC in the market), **integrate cable management and wall mounted.**

MCore Mini-PC

Mini-PC Integrates cable management, ensuring security and stability

FOC unit by default in MCore Package

Dedicated for video room system：

- **Integrate cable management**

- 2 X HDMI output with CEC supported

- Bluetooth and Wi-Fi

- **1 x Yealink VCH port(RJ-45) ,connect to MTouch II**

- 4 X USB3.0 Type-A

- 1 x 10/100/1000M Ethernet port

- 1 x Power port

- 1 x Security lock slot

Benefits of Yealink MVC Solution

Easy to deploy
- One Cat5e cable technology

Easy to use
- AI features: Auto Framing, Speaker Tracking, Presenter Tracking.
- Camera Control Plugin
- Wireless Presentation

Easy to customize
- Multiply Audio options, table mic, ceiling mic, wireless mic
- Multi Camera solution

Easy to join different meeting platforms
- BYOD Extender

MVC940/MVC960

CAT5e   CAT5e

CAT5e   CAT5e

AV Hub

USB

MCore
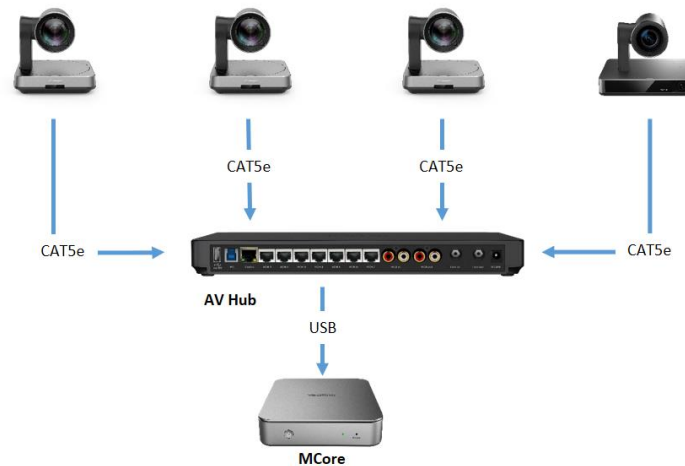
- Multiple camera solution for extra-large meeting room, **up to 9** cameras.
- Built-in Camera control tool

Yealink UVC86

Sensor:
- **Dual** 8M pixels cameras

Field of View (diagonal):
- 120° / 90°

Zoom:
- 12x optical

Tracking Feature:
- Auto Framing
- **Speaker Tracking**
- **Presenter Tracking**

Wireless Presentation Dongle – WPP20

MVC-BYOD-Extender
for third-party meeting

Multi-camera Solution – AV Hub

Certified for
Microsoft Teams

Cameras are power over Ethernet, no extra power adapters required.

- Multi-camera layout
- Support up to **9** × UVC84/UVC86
- Support up to **8** × VCM34/VCM38 array microphones
- Broadly compatible with 3rd party DSP
- Audio & Video Processing Capability
- BYOD supported

Multiple Camera Solution

PoE CAT5e PoE CAT5e PoE PoE

CAT5e CAT5e

AV Hub

USB

MCore
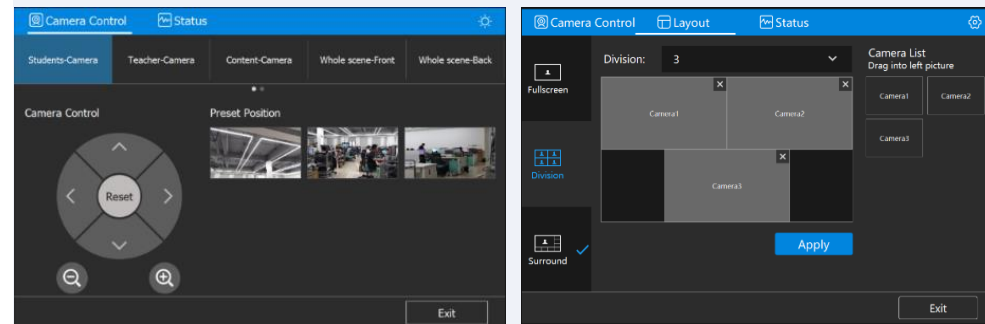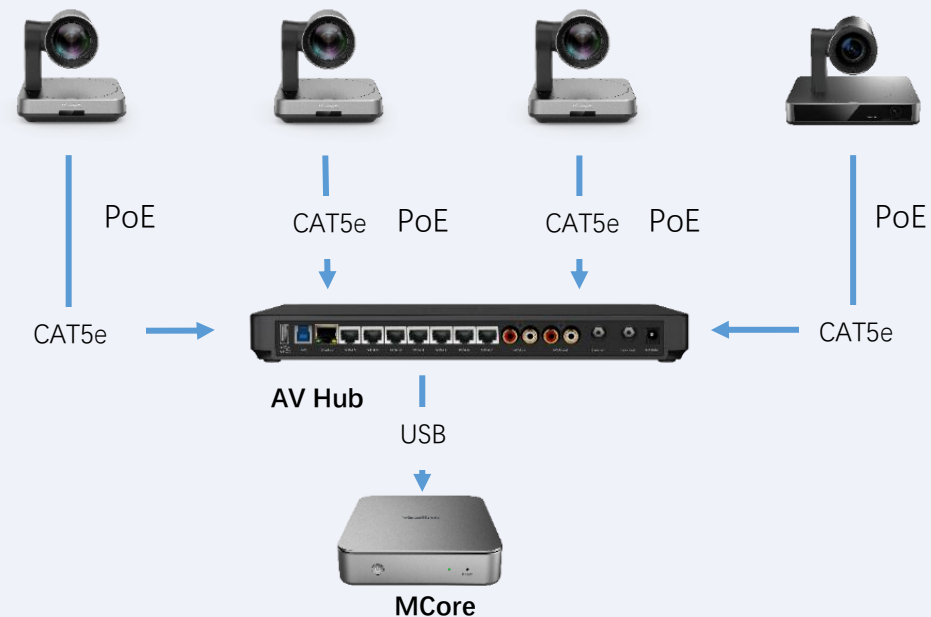
Dual-eye Smart Tracking Camera UVC86

for medium and large room

UVC86 for Medium and Large rooms

• AI-Powered Features

The **Presenter Tracking**, **Speaker Tracking** and **Auto Framing** features ensure people always be tracked and be seen within the field of view in only **4 seconds**.

• 4K Lossless Video Quality

With a dual 4K camera and **12X optical zoom**, the UVC86 captures every person in the room as well as ensures lossless picture quality when zoomed in.

Auto Framing

Speaker Tracking

Presenter Tracking

Presenter Tracking – Stage Tracking
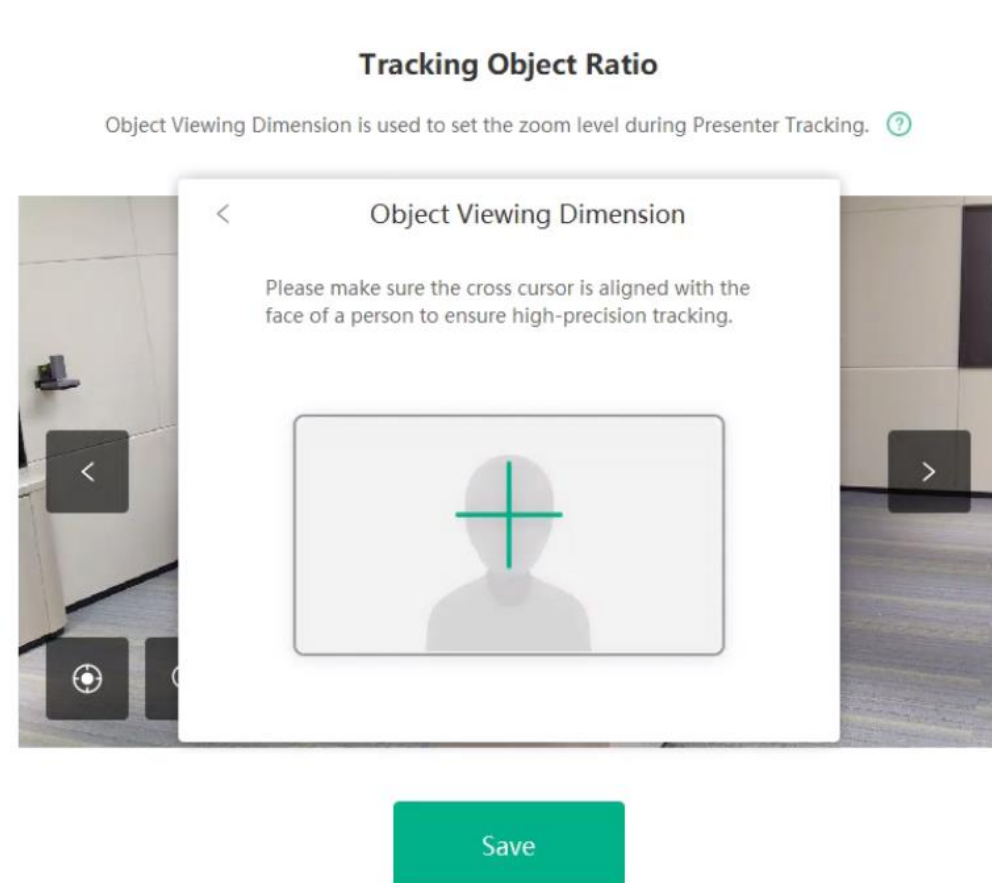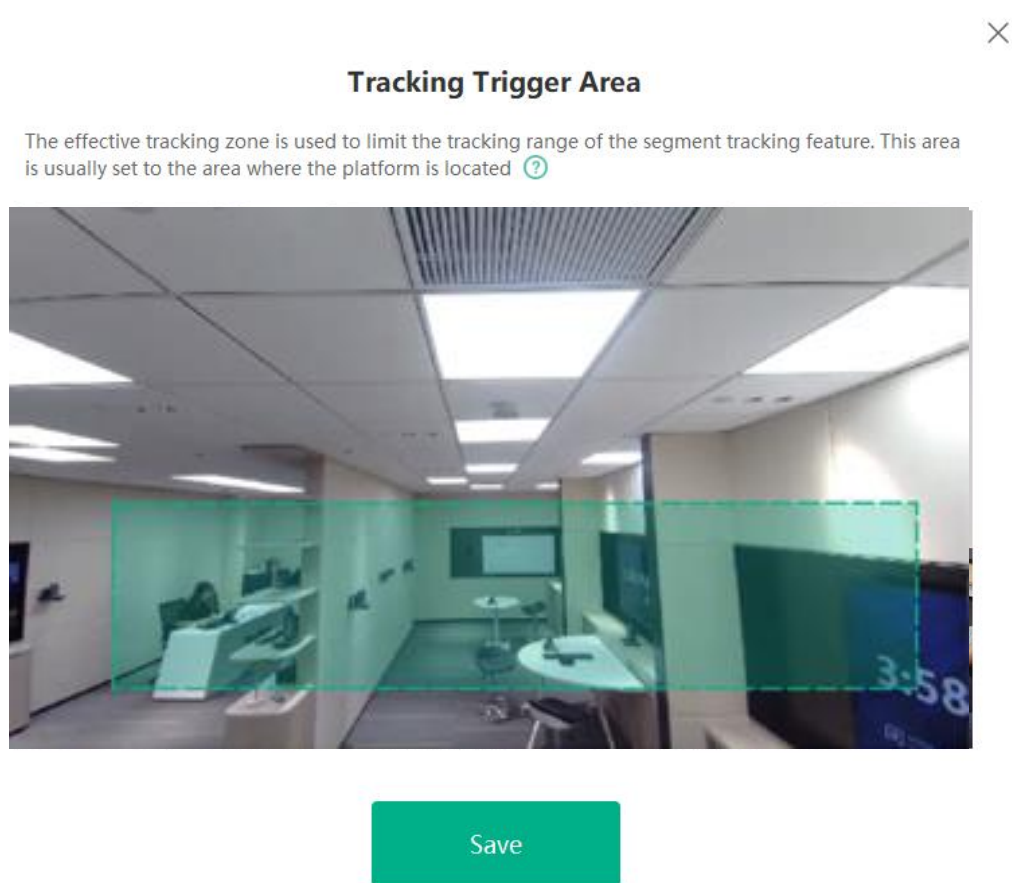
- Select the effective tracking zone to limit the tracking range of the stage tracking feature. This area is usually set to the area where the platform is located.
- Under the stage tracking mode, you can select the **tracking range** and adjust the **racking object ratio**.
- Once the tracking speaker stand out of the area, the camera **lost the tracking speaker and will switch to AF mode automatically.**

Full Scenario 4K Tracking Camera

Yealink

UVC30 for Focus rooms

- **4K** ultra-HD USB camera
- **120º** field of view
- 3X digital zoom
- **Auto Framing** feature
- **Presets** feature
- Built-in 3-meter USB cable, 5m extension cable optional

UVC40 for Small rooms

- **20MP** camera with **8x digital zoom**
- **133º** field of view
- **Auto Framing & Speaker Tracking**
- **Presets** feature
- Built-in **8 MEMS microphone arrays**
- **Electric lens cap**
- 1x USB2.0 type-A port
- 1x Line-in audio port
- 1x power interface
- 1x VCR20 remote control

UVC84 for Medium and Large rooms

- **4K camera, 12X** optical , **3x** digital zoom
- 80° field of view
- **Auto Framing**
- **Presets** feature
- Pan range: ±100°, Tilt range: -90° ~ +40°
- 1x USB Type-B port
- 1x USB Type-A port
- 1x Yealink Audio port (RJ45)
- 1x 3.5mm line-out port
- 1x power port
- 1x VCR20 remote control

UVC86 Intelligent Camera

- **PTZ camera**: 4K, 20.4 x HD zoom (12x optical, 1.7x digital), 90° field of view
- **Pan: ±100°, Tilt: +40°, -90°**
- **Panoramic Camera**: 4K, 120° **field of view**
- **Auto Framing, Speaker Tracking, Presenter Tracking**
- **Presets** feature
- 1x USB Type-B port
- 1x USB Type-A port
- 1x Yealink Audio port (RJ45)
- 1x 3.5mm line-in port
- 1x power port
- 1x VCR20 remote control

Wireless Presentation via USB dongle
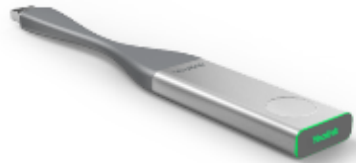
WPP20
Wireless presentation pod

CAT5e

TV

USB-C　HDMI　Wireless

Wired presentation (USB-C / HDMI)
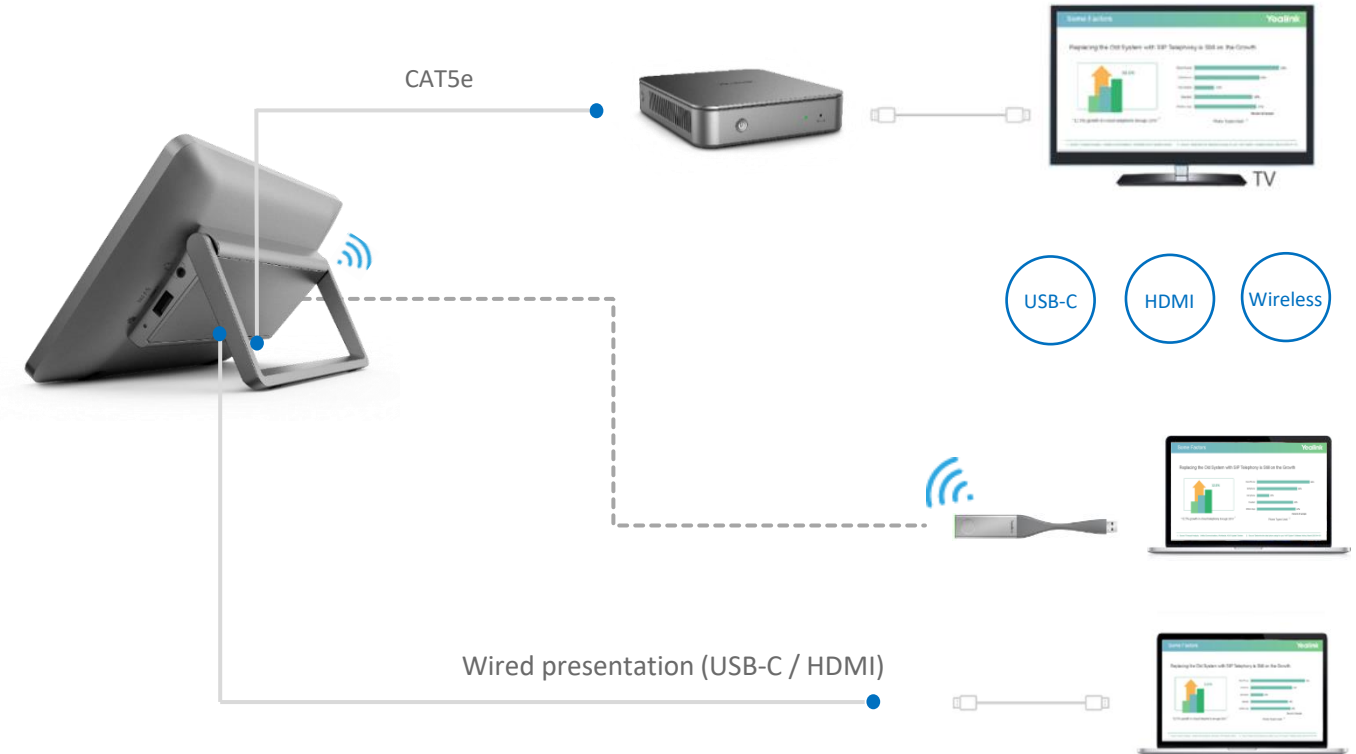
Supported Models:

All MVC series/ A20/A30

ZVC400/ZVC840

- **Instant wireless sharing,** simply plug WPP20 dongle into PC to share content with a single touch.

- **Share anywhere** in meeting room without distance restriction, even for X-Large room.

- **Up to 4 wireless presentation dongle** for each MTouch II

Easy to join third-party meeting via BYOD-Extender

MVC-BYOD-Extender
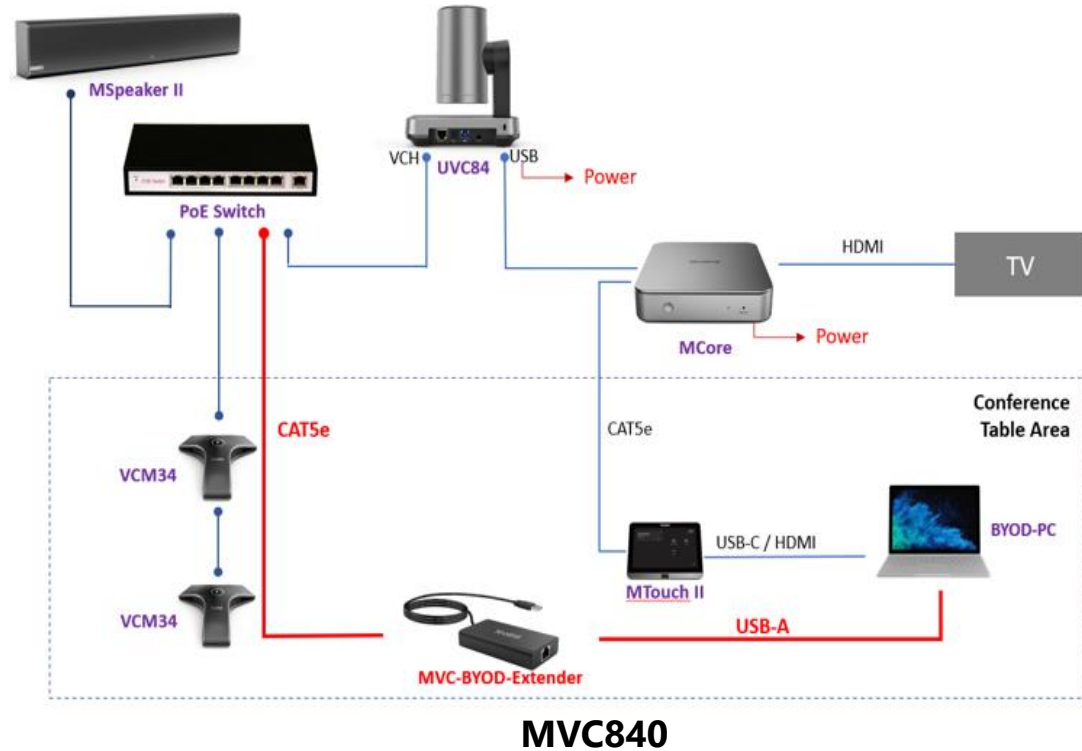
MVC840

Supported Models:

MVC400/MVC640-DECT/

MVC840/MVC940 with AV HUB

ZVC400/ZVC840

Benefits of Yealink MTRoW BYOD solution

- **Easily setup:** needs only add one simple extender to the MVC system, much easier deployment
- **Stability & Health:** two video output interface on Yealink Room USB camera, the USB camera & audio always connect with Mini-PC, when the system switch to USB-BYOD mode, the MTR system will not trigger USB devices **disconnection** alarm on Teams Admin Center.

Yealink RoomCast

Wireless BYOD Solution for Small Room– With Yealink UVC40 All-in-One USB Camera

USB Video Bar

Video & Audio Input

USB-C

USB-A

WPP30

Video & Audio Input

4k@30hz
Desktop Cast

RoomCast

HDMI

4k@30hz
Desktop Cast
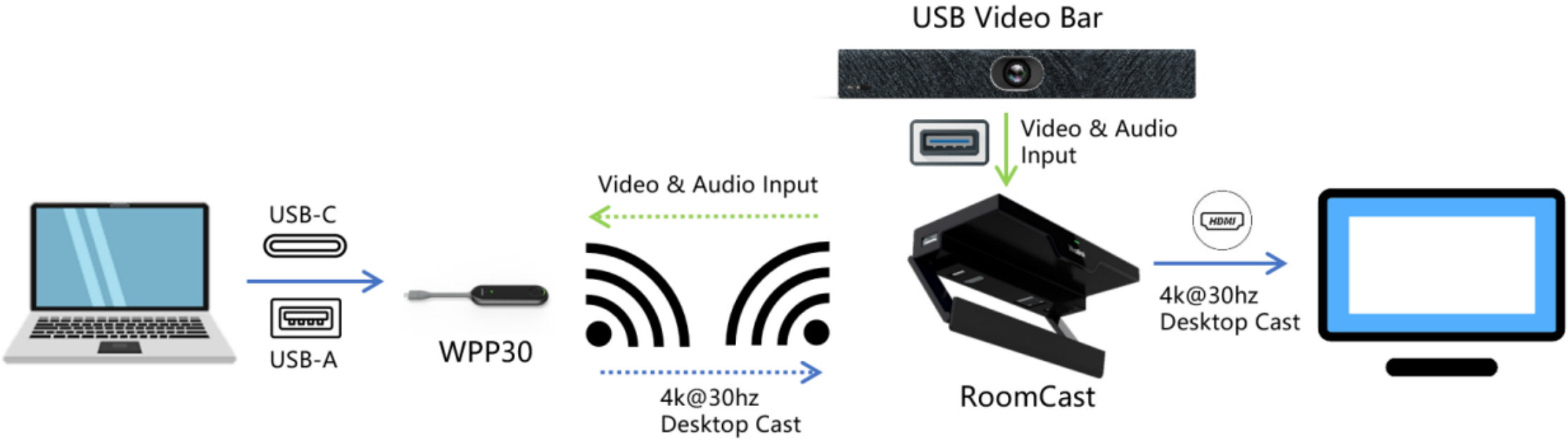
Yealink

Some weakness of the Logitech BYOM solution

1. **Complex system:** needs two extender box which both needs power adapter. When you use the Logitech Swytch, you need to change the connections before used for MTR.

2. **Hard to extend:** the system use **USB3.0** cable to cross the TV area and conference table area. USB3 cable is difficult to be extended.

3. **Stability & Health:** every time when the system switch to USB-BYOD mode, the MSFT MMR shows system unhealthy due to USB camera disconnect.

4. **Price:** the Logitech Swytch needs **999USD**.

Logitech Meetup

Power

USB

HDMI

Swytch Hub — TV

Power

USB   HDMI

USB3.0

Mini PC   Power

USB3.0

Power

Logitech TAP

Power

Swytch Extender — USB-C/USB-A

BYOD-PC

Conference Table Area

MVC + RoomCast Wireless BYOD Solution:

CAT5e Cable

USB-A

VCH Port

USB

Bluetooth Connection

Presentation Info transmission

Presentation Info

CAT5e

Sharing Content

HDMI in

Sharing Content

HDMI out

MTouch II displays presentation Info related to RoomCast

Sharing Content on TV

BYOD-PC

Yealink WPP30 Dongle

Yealink RoomCast

Wireless Presentation System: Miracast, Airplay, Google Cast

Miracast
- For Windows laptops and Android phone
- Touchback & Extended Desktop support

Airplay
- For iPhone, iPad and MacBook

Google Cast
- For Chromebook, Android device, or Chrome Browser on any other device

Yealink RoomCast + USB Camera and Audio
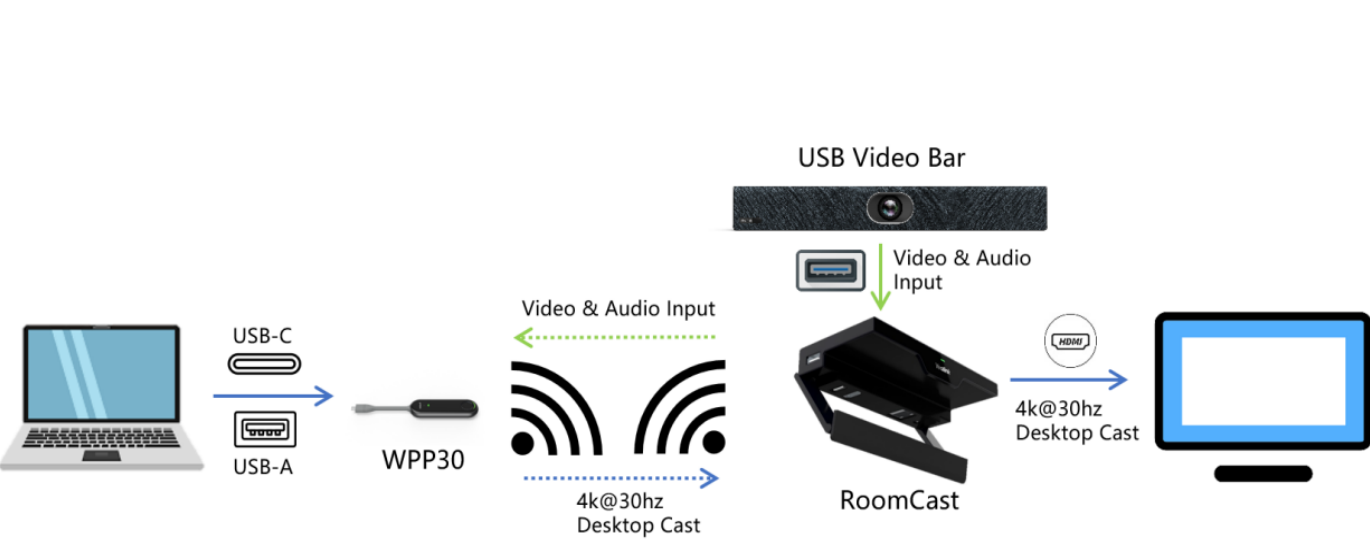
Wireless BYOD Solution for Small Room
With Yealink UVC40 All-in-One Camera
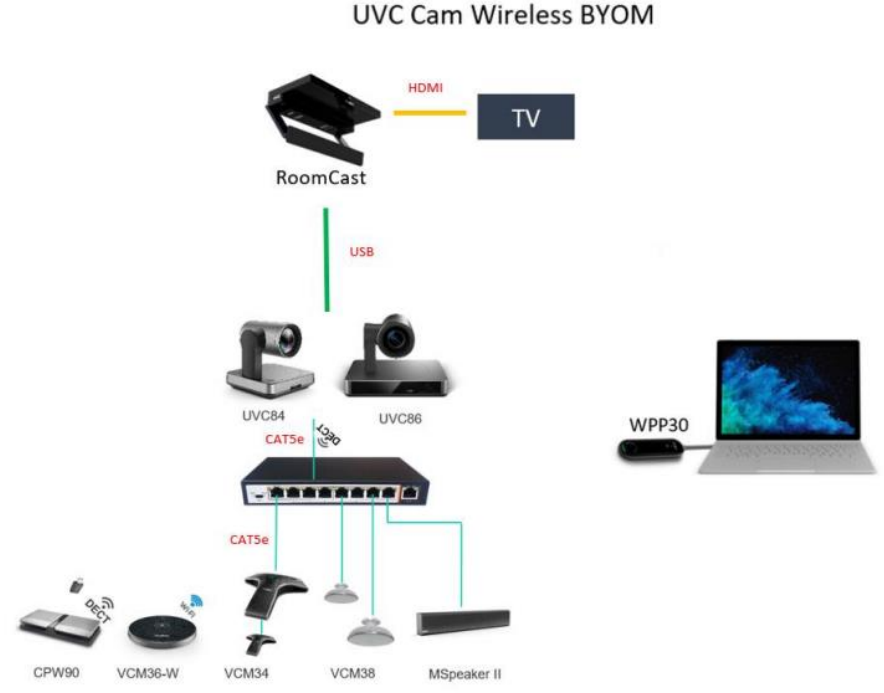
Wireless BYOD Solution for Medium-Large Room
With Yealink UVC84/UVC86 PTZ Camera and Audio

Flexible Audio Options – MTR Windows

USB Camera integrates audio capability

MCore Kit

DECT
UVC camera
MCore
MTouch II

MSpeech

CPW90
（ max 4 units）

VCM36-W
（ max 4 units）

VCM34
（max 6 units）

VCM38
（max 8 units）

MSpeaker II
（max 4 units）

DECT

Wi-Fi

CAT5e
USB2.0
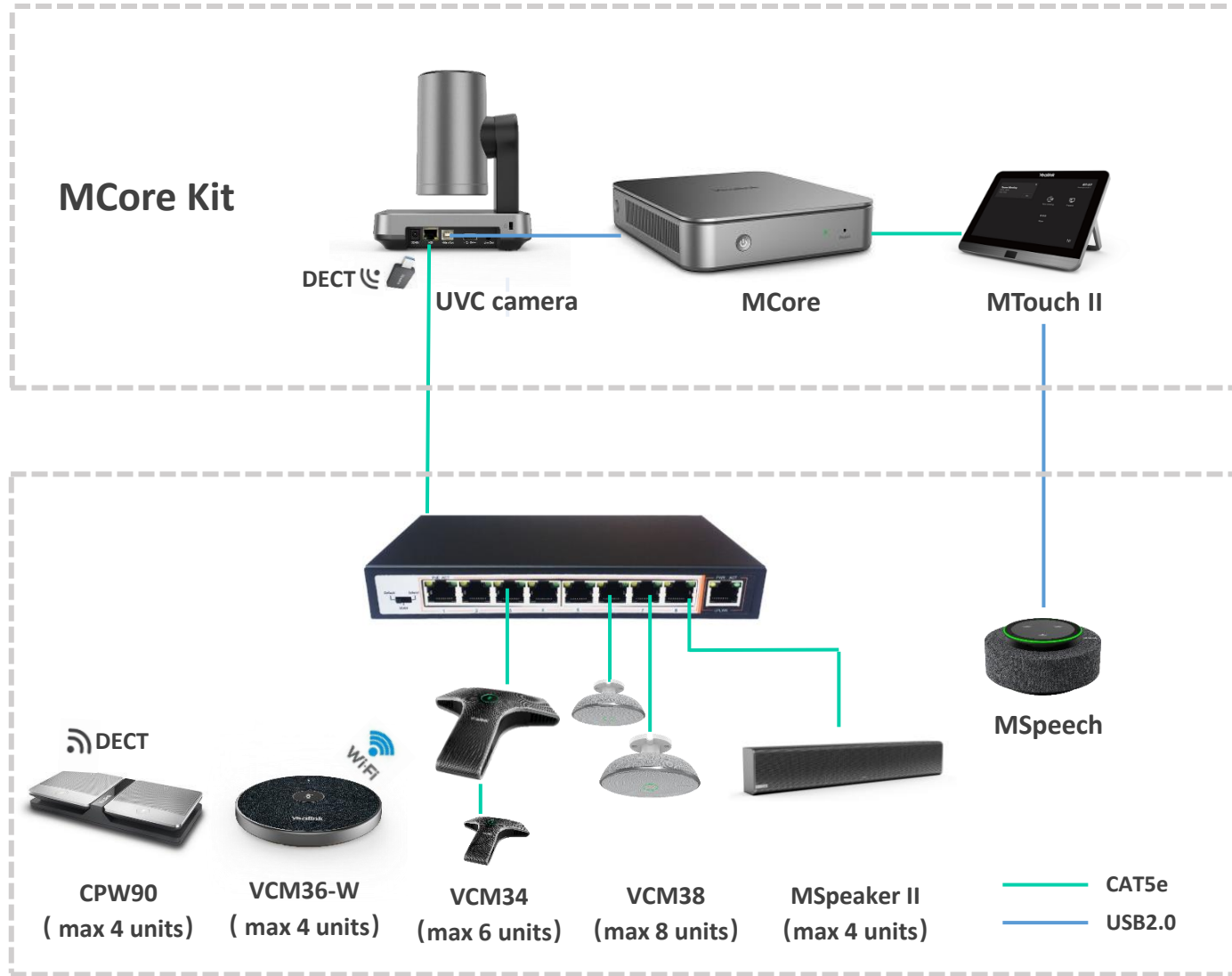
MSpeech AI Speakerphone (max 1 unit)

- Intelligent speakerphone for MTR
- 6+1 beamforming mic array for AI speech
- 20(6-meter) voice pickup range

VCM36-W Wireless Mic (max 4 units)

- 20ft/3m voice pickup range of every mic unit
- 24 hours talking time, 14 days standby time
- Full duplex technology
- WAP2 & AES128 encryption

CPW90 Wireless Mics (max 2 sets)

- DECT technology, stable audio quality with Yealink Noise Proof Technology
- 10ft/3m voice pickup range of every mic unit
- Built-in Li-battery, 11 days standby, 19hours talking time

VCM38 Ceiling Mic (max 8 units)

- Built-in 8-microphone array
- 13ft (4m)/360° voice pickup range
- Yealink Noise Proof Technology

VCM34 Array Mic (max 6 units)

- Built-in 3-microphone array
- 20ft(6m)/360° voice pickup range
- Yealink Noise Proof Technology

VCM35 Table Mic (Pending)

- Built-in 3-microphone array
- 20ft(6m)/360° voice pickup range
- Yealink Noise Proof Technology

Yealink Teams Room Schedule Panel

- Metal frame design
- Slim and thin screen (9mm)

- 8-inch 1280x800 touch screen
- anti-fingerprint surface

- Proximity sensor embedded
- Active IR tech for automatic screen wake up

- Ambient light sensor integrated
- Automatic screen brightness adjustment

360CAM Intelligent Camera, 3rd-gen MTR is coming

Not just 360° but intelligent

NEW

GA: June 2023

Yealink SmartVision60

for Medium-size Rooms

MSRP：$2,899

360° Teams Intelligent Camera

- Equal Layout and multi-stream

- People Identification

- Intelligent audio features: voice command, transcription, translation

Microsoft AI Features Concept Introduction

People Feed
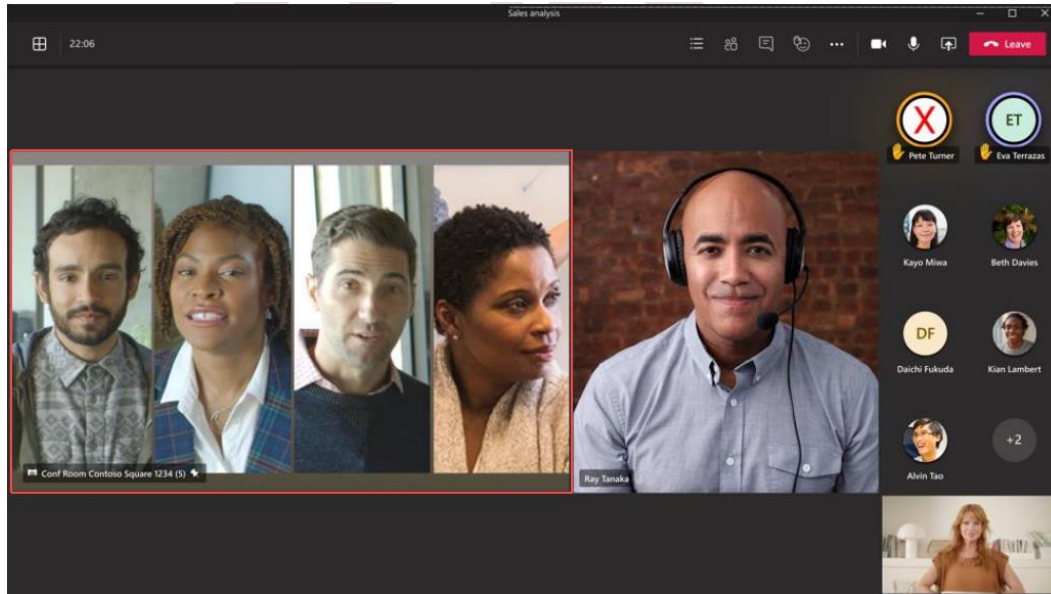
Composite People Feed

Yealink (Multi-focus framing)

Multi-stream People Feed

SmartVision 60 is the first one to support Multi-stream people feed.
The upcoming S Seires will all support the feature.

Yealink Pro AV solution

Third-party Compatibility

Yealink AV Integration Compatible List for Windows Based MTR

DSP	biamp. ✓	SHURE ✓	QSC ✓ CERTIFIED	
Meeting Control	Extron CERTIFIED	CRESTRON ✓	QSC ✓	AMX by HARMAN ✓
Mic and Sound Bar	biamp. ✓	SHURE ✓	SENNHEISER ✓	nureva ✓

3rd Party Audio Solution Compatibility

Support BYOD at the same time

AVHub & UVC86 & UVC84, compatible with Shure & Biamp etc. 3rd party Audio Solution
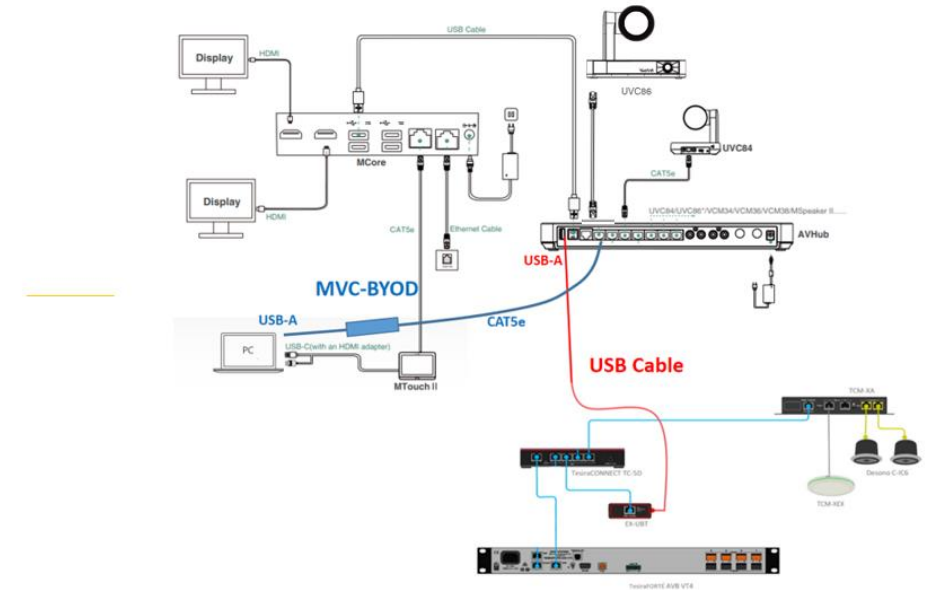
UVC86 USBA Port + DSP + Third Party Mic & Speaker

Connection Diagram-BIAMP as an example

TesiraFORTÉ X 400

UVC86/UVC84

Desono C-IC6 Ceiling Loudspeaker

Parlé TCM-XA Ceiling Microphone

TV

MCore

MVC-BYOD-Extender

Table Area

MTouch II

CAT5e	
USB2.0	
HDMI/USB-C	
Power	

BRANDING 2022
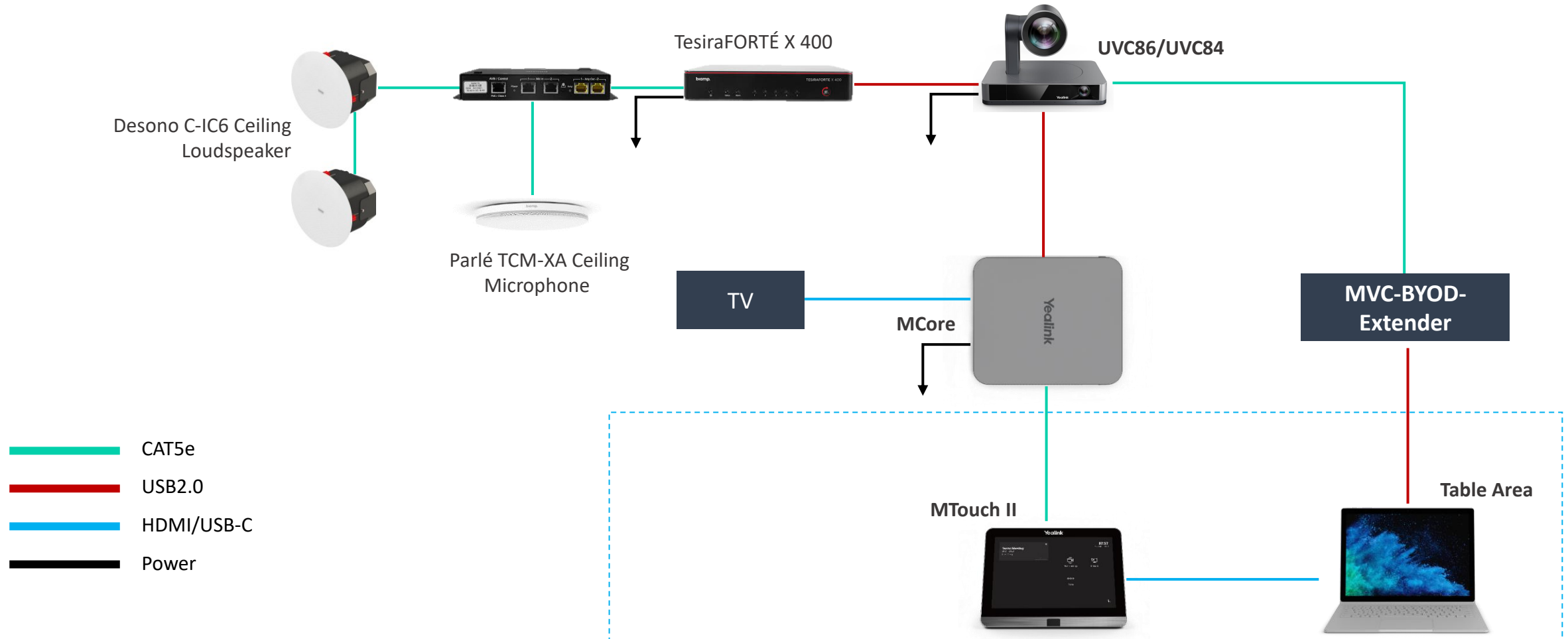
Yealink Multiple Camera Solution + 3rd party Audio System

Examples of Room Configuration
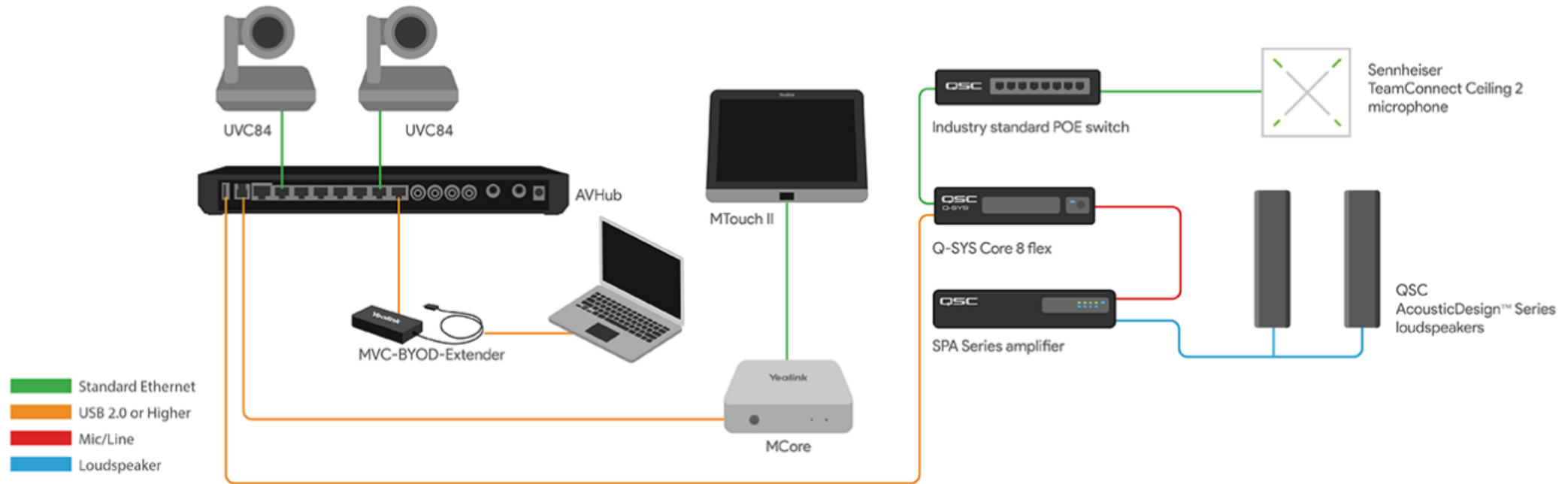
- By connecting conferencing processor to Yealink AVHub, users can use 3rd party audio system in both **native Teams meeting** and other **BYOD meeting** on their own laoptops.

- Capble of audio tunning on Yealink MCore mini-pc with Q-SYS/Shure software for customized audio requirement

Yealink MVC9x0 with Shure Mic: Automatic Preset Tracking

Shure MX920 Mic

Shure P300 DSP

AVHub+ 2x Yealink UVC86
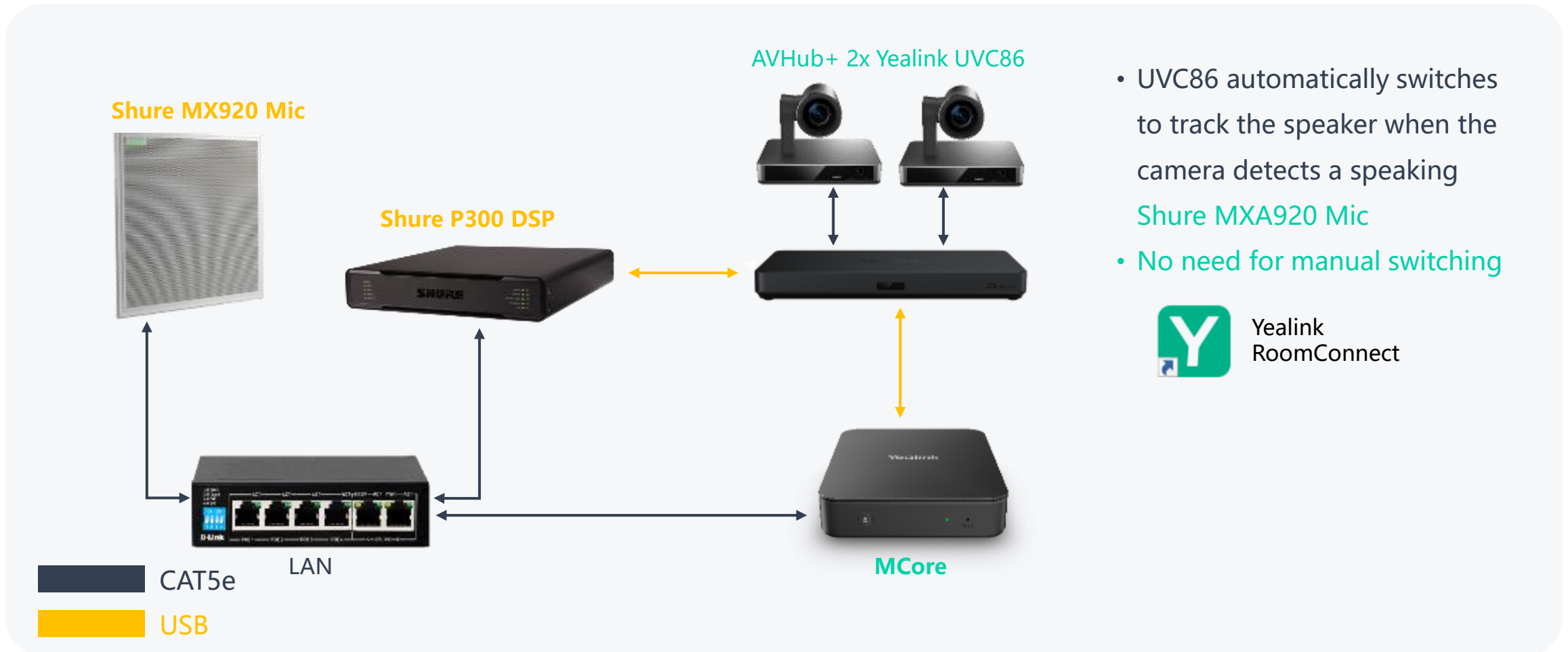
• UVC86 automatically switches to track the speaker when the camera detects a speaking Shure MXA920 Mic

• No need for manual switching

Yealink RoomConnect

MCore

LAN

CAT5e

USB
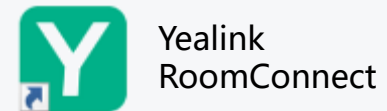
WHAT'S THE SOLUTION

The mic-camera linkage brings superior experience

INTELLIMIX P300
Audio Conferencing Processor
SHURE

AVHub
Meeting AV Processor
Yealink

UVC86
Dual-eye Intelligent Camera
Yealink

MXA920
Ceiling Array Microphone
SHURE

LAN
TCP/IP Protocol

MCore
Mini PC for conference system
Yealink

USB
CAT5E
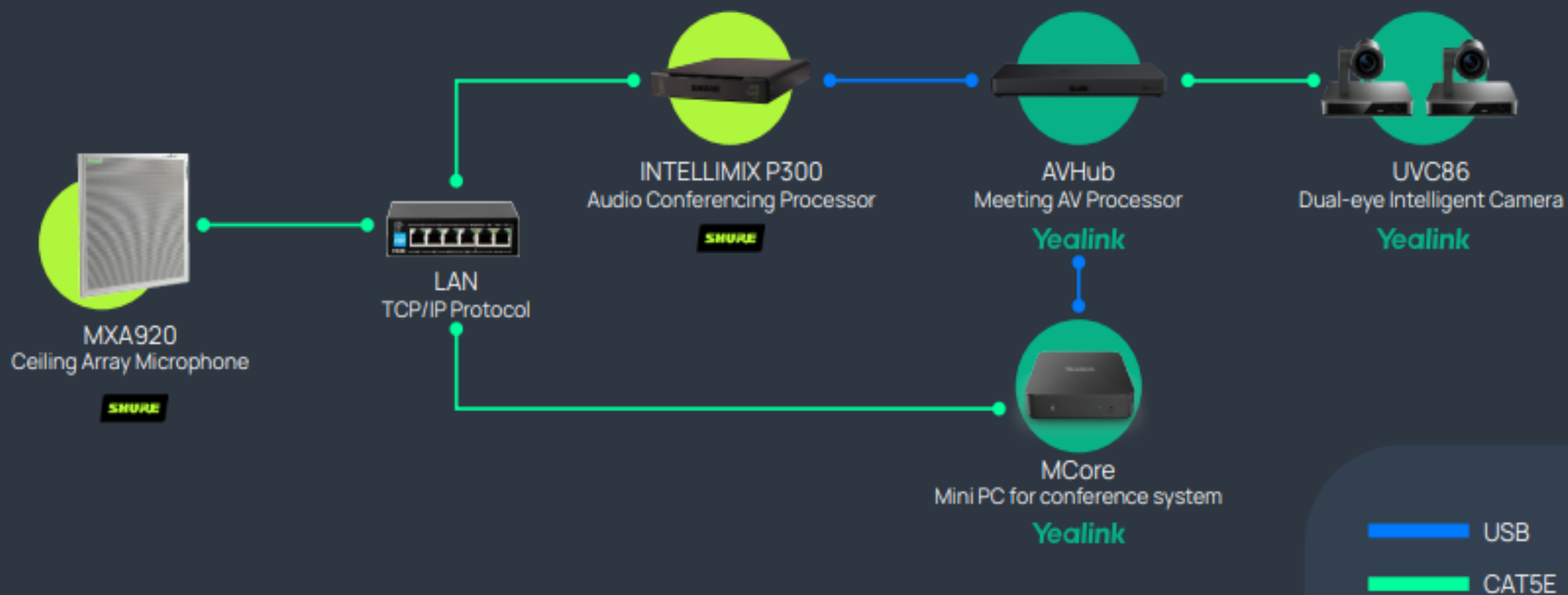
Watch Demo Video

Preset/Speaker Tracking
Base on TCP/IP

IP-1: 10.xx.xx.01

Channel 1 ←→ Preset1

Channel 2 ←→ Preset2

Channel 3 ←→ Preset3

... ...

Channel 8 ←→ Preset8

Shure MXA910
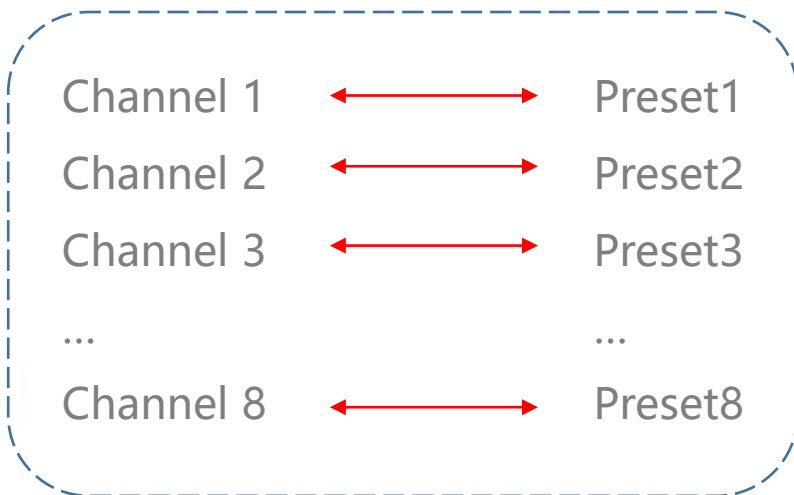
IP-2: 10.xx.xx.02

AVHub+ 2x Yealink UVC86

TCP/IP Protocol

CAT5e

CAT5e

LAN

1.UVC86: < GET x AUTOMIX_GATE_OUT_EXT_SIG >

2. MAX910: < REP x AUTOMIX_GATE_OUT_EXT_SIG ON >

**MXA910 always send the latest active mic number
to camera whenever there is a change.**

3.UVC86: Recall corresponding preset X

Shure MXA Series mic set up on Shure Designer

Online devices

Search

Add cross-subnet devices   IP scope: None ▾

☐		Device name ↑	Device model	IP address	Room	Firmware version	Available firmware	Release notes
☐		MXA910-1	MXA910	10.58.24.15	New room	4.6.6 ●		
☐		P300-1	P300	10.58.24.22	New room	4.6.6 ●		

- **Configure each mic channel** accordingly in actual room

- **Obtain the IP of Shure Mic**

Shure Mic channel bind UVC86 presets on Yealink RoomConnect

Channel 1	Preset1
Channel 2	Preset2
Channel 3	Presenter Tracking video source
...	...
Channel 8	Preset8
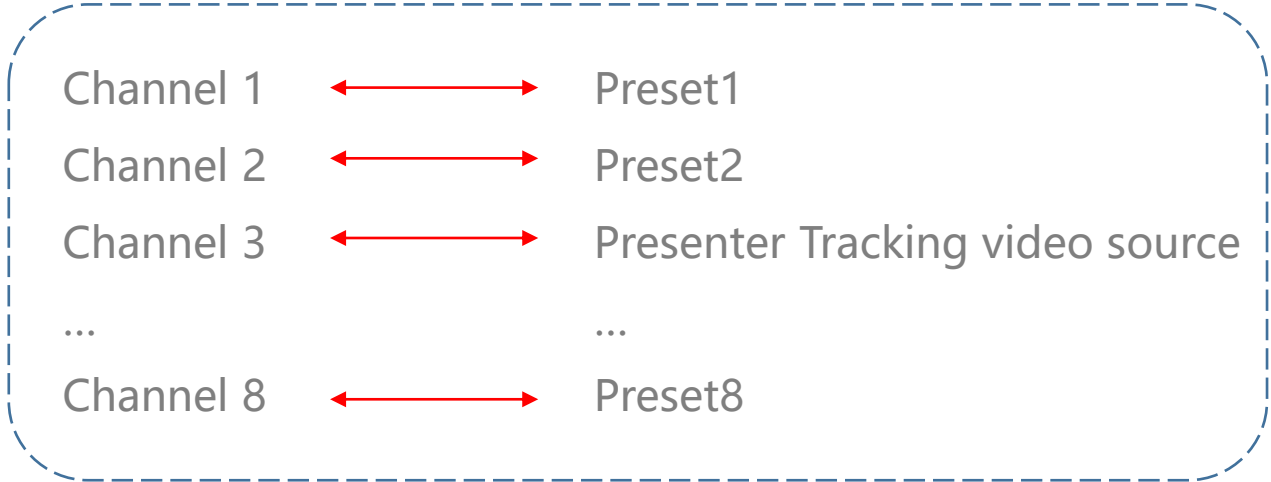
Singe camera auto switching from one to another

Layout
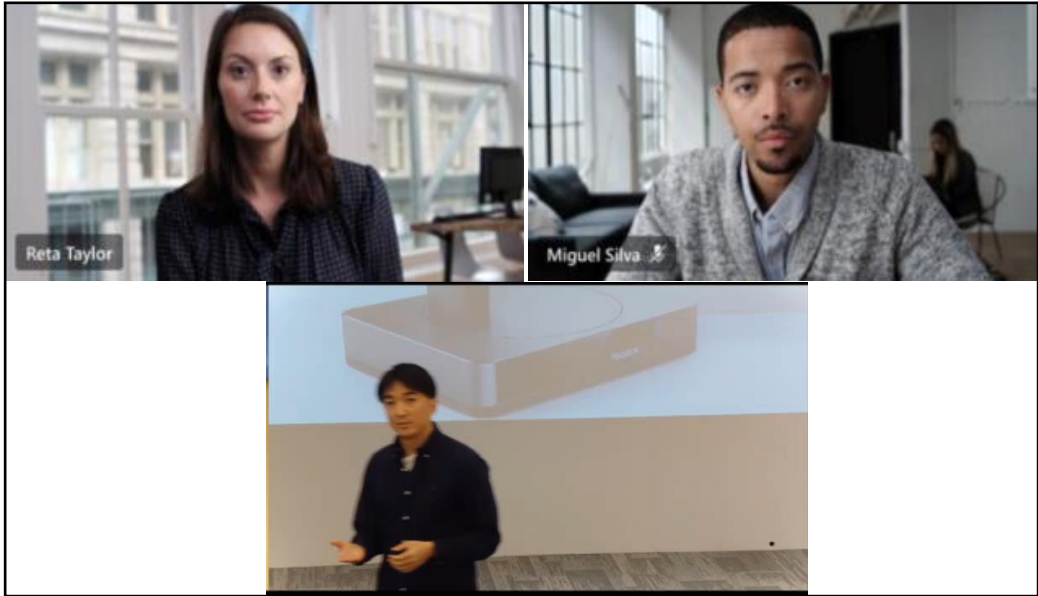
UVC86 & AV-HUB Compatibility Overview
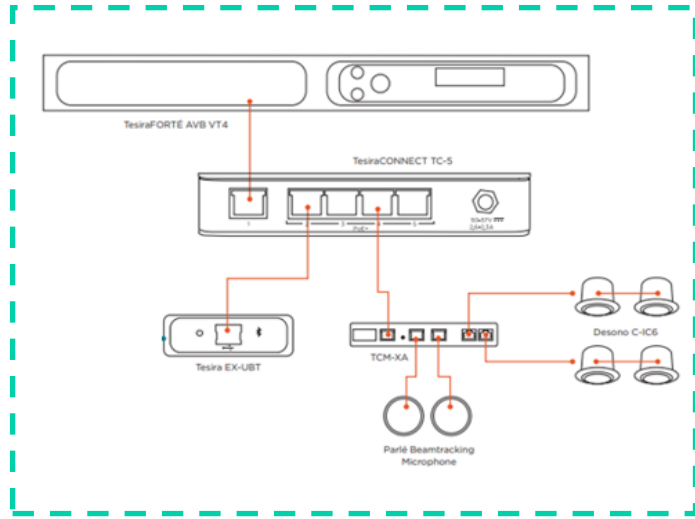
Yealink/DSP Audio system   **UVC84/UVC86/AV-HUB**   **Teams-Certified Mini-PC**
(Yealink/Dell/Lenovo/ASUS/Intel)

Easy to Control Camera with Any PC

Yealink RoomConnect
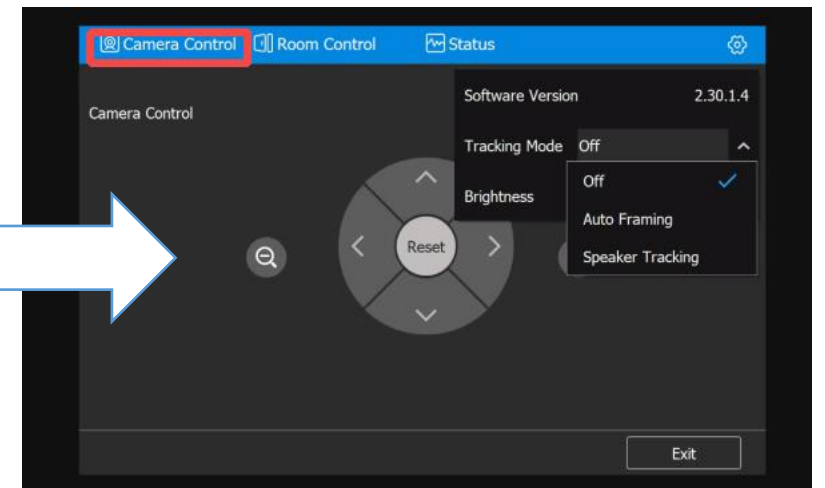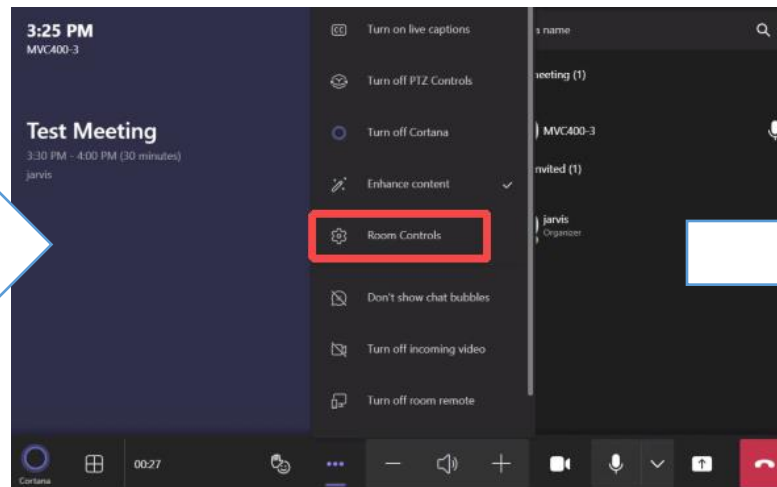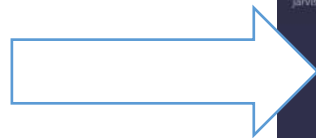
Yealink MVC with AV Integration Vendor
Meeting Control Integration Solution (HTML5)

ProAV – Yealink Room Control Integration*

All Room Control in One Touch Panel

- Yealink MTR system easily integrated and full compatible with QSC, Extron, AMX, Crestron Room Control Page.

- Flexible switch between tabs, retains the advantage of Yealink native camera control for Multi-camera.

Room Control Page including Audio and Room Environment
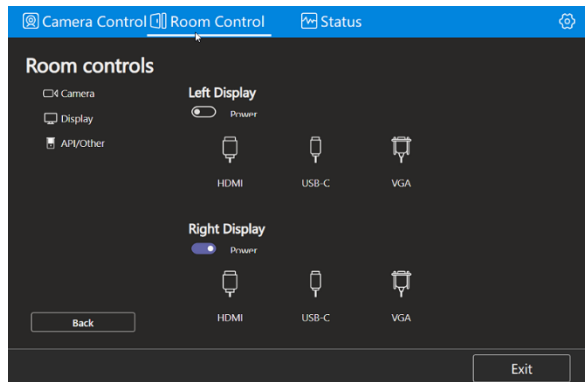
Extron
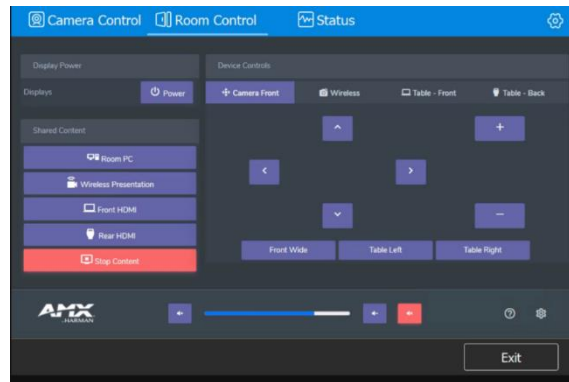
AMX
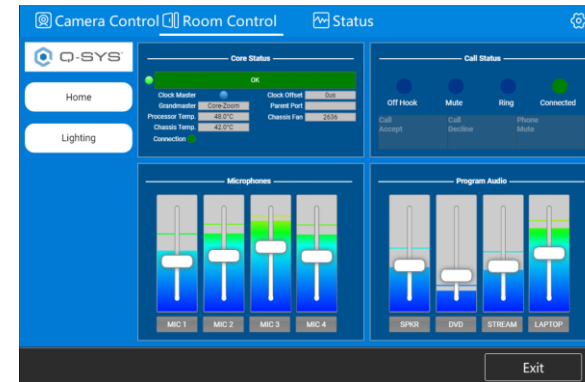
QSC
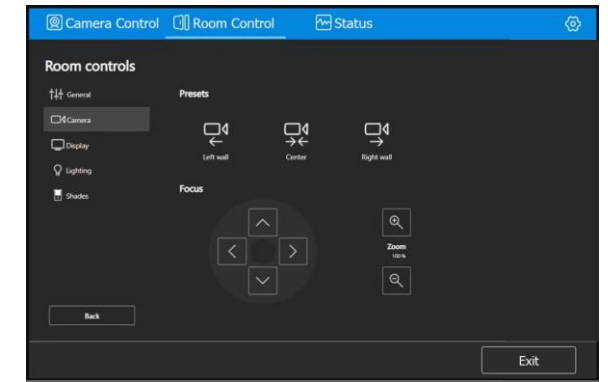
Crestron

Camera Control Page
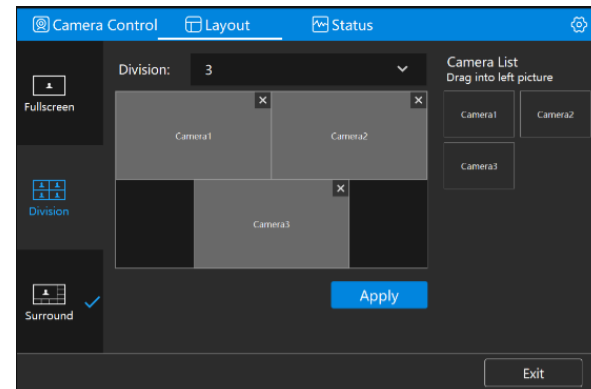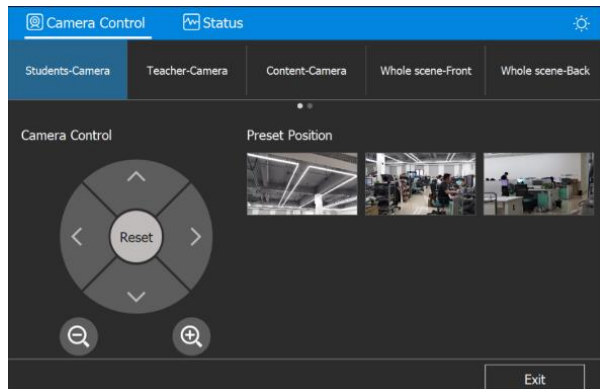
* ETA. Mid of SEP, 22

Add a Room Control page on Yealink RoomConnect
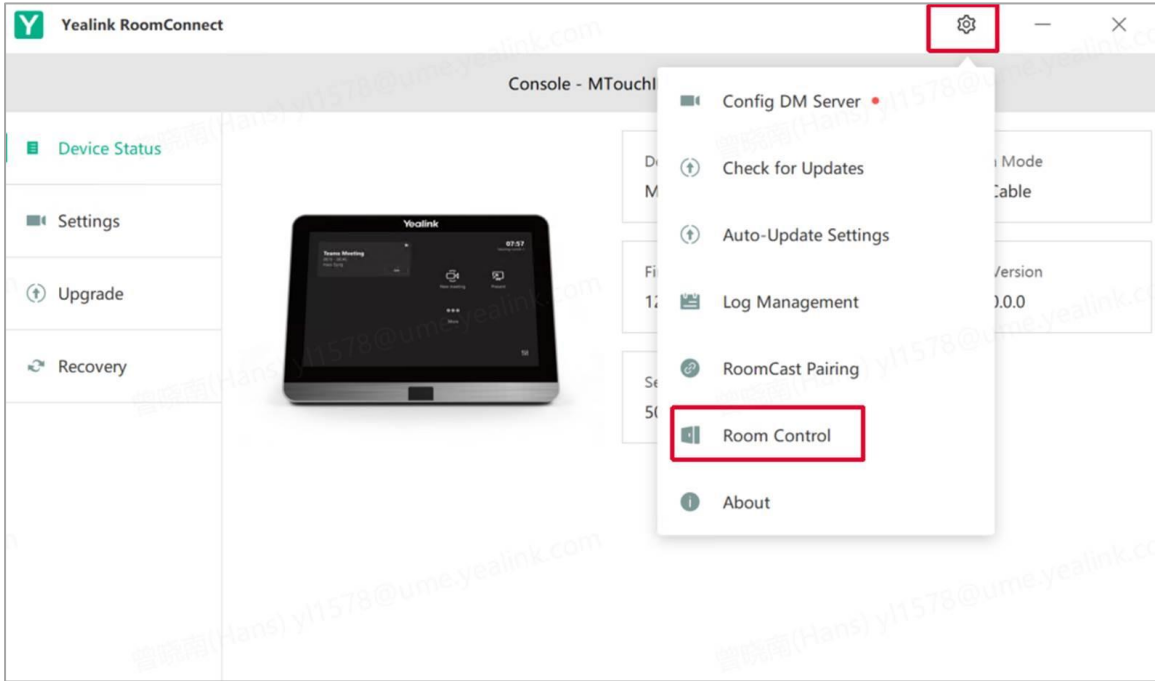
1. DSP or Central Controller that supporting html5 page will generate an URL

2. Go to YRC and find the Room Control settings.

1. Enable the Room Control feature

2. Add the URL to Web Address
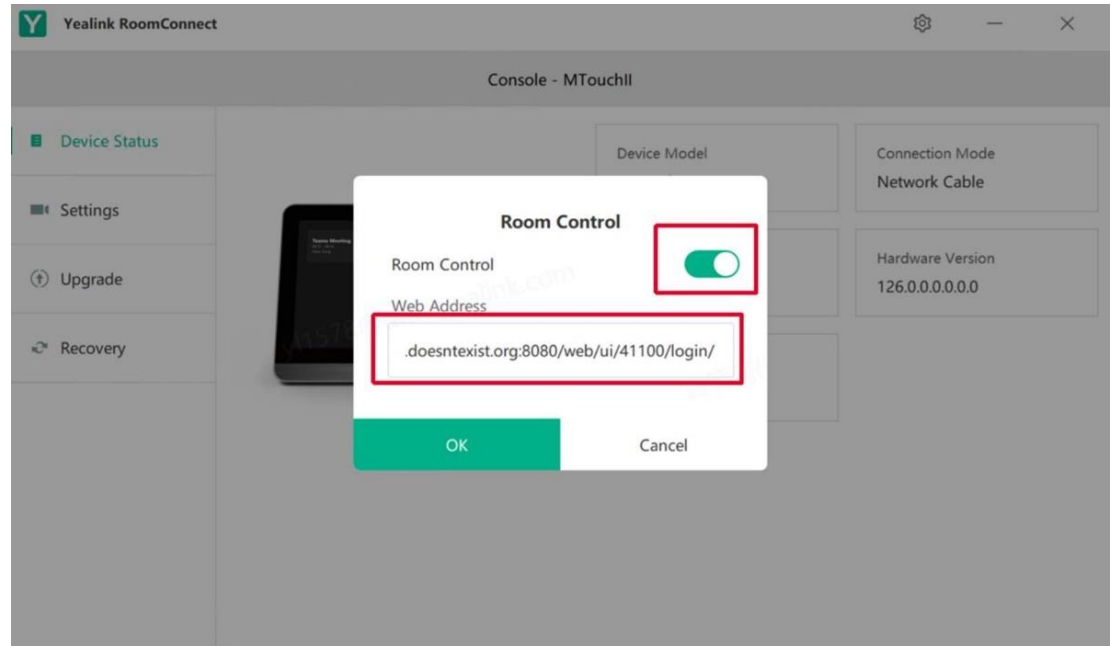
QSC HTML Advance Mic Control

User Guide-QSC design

11. **Open the UCI in New Window** to get the URL created by Q-SYS Core.

12. Copy the URL.


Step 11

Step 12
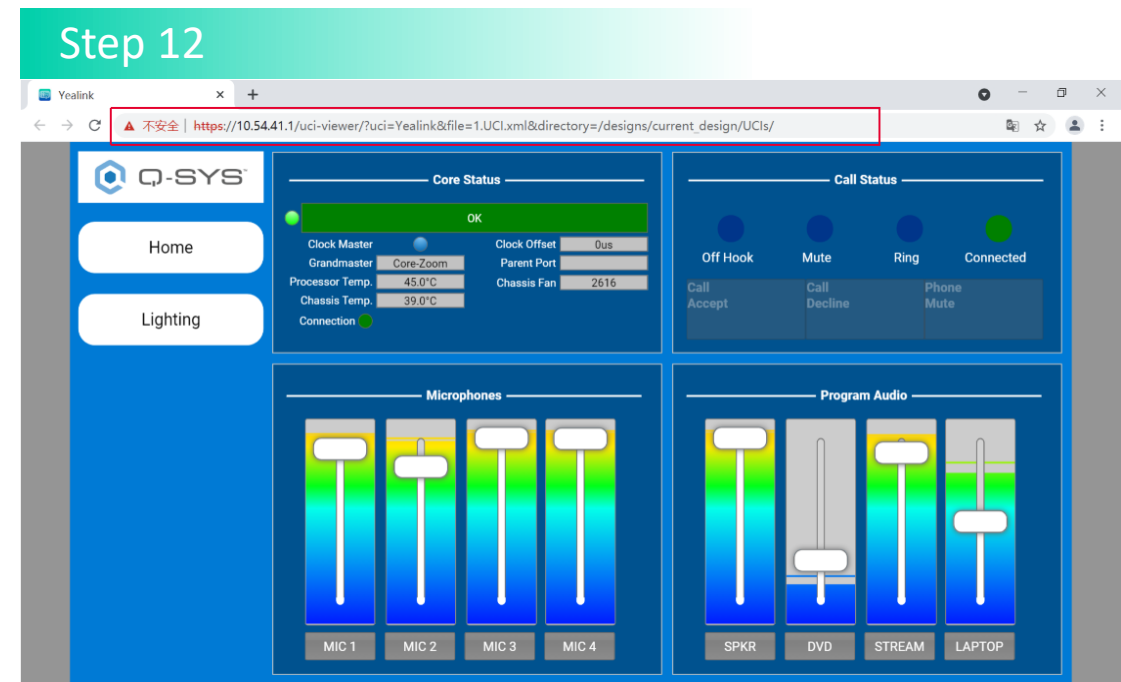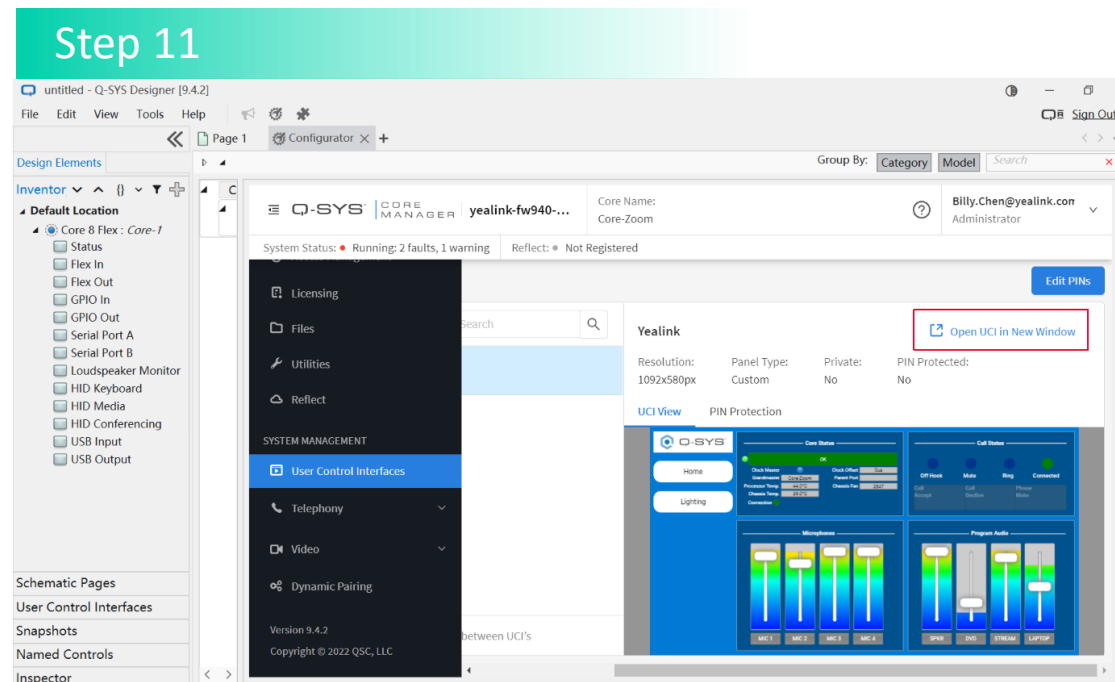
UVC86 Dual-Eye Camera

Support HDMI Out

Key SPEC:

- **Dual-eye camera system** for better tracking and video quality
- **4K/90°/12X optical PTZ + 4K/120°/3X digital**
- **1 x HDMI out**
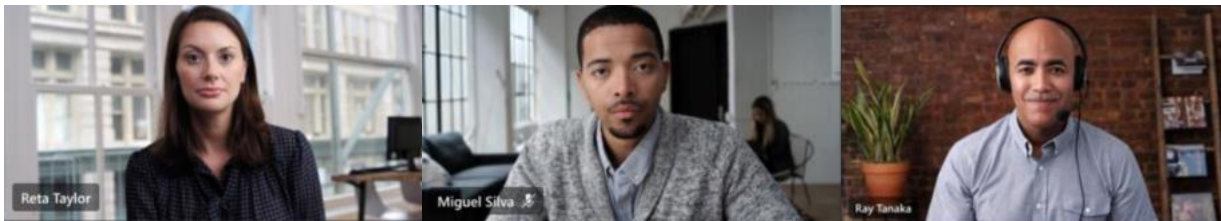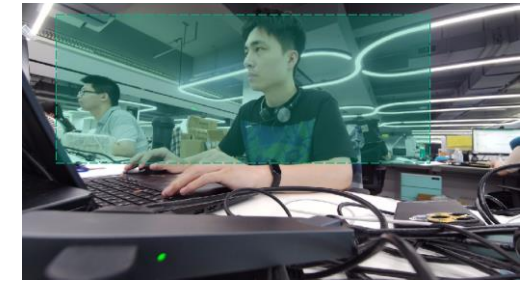- 1 x Yealink VCH port (RJ45) for audio devices, BYOD extender or Yealink Codec
- 1 x USB 3.0 Type-B
- 1 x USB 2.0 Type-A

UVC86 HDMI OUT

AVHub + Multiple UVC86 Auto Tracking Feature

UVC86-A

UVC86-B

80°

80°

Video Fence

1 2 3 4 5 6

Area-1

Area-2
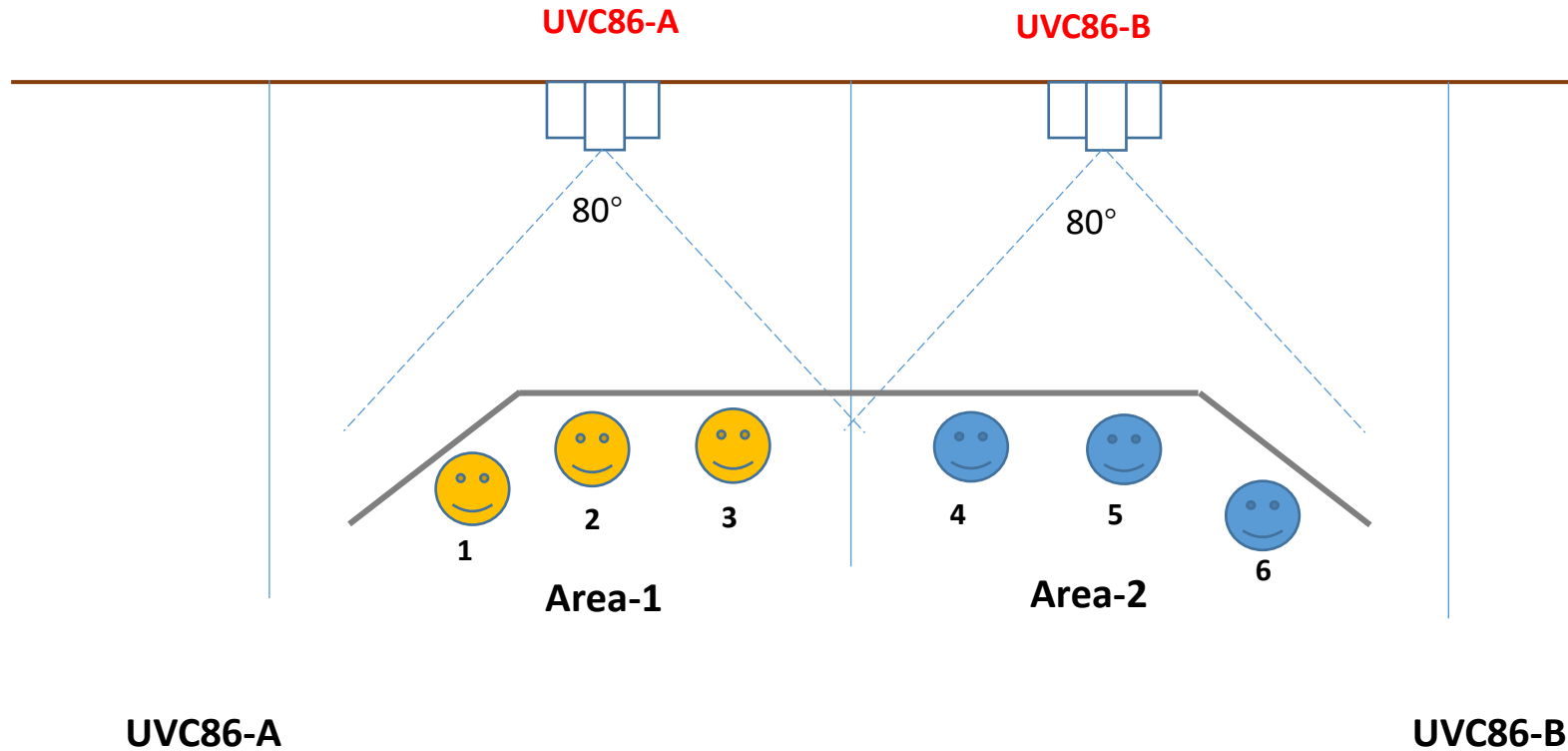
UVC86-A

UVC86-B

Each UVC86 is given a preset area; As shown in the picture, UVC86-A is responsible for 1-3 speakers, and UVC86-B is responsible for 4-6 speakers.

For example, if there is A speaker in area A, UVC86 will feedback a timestamp to AV hub. When the speaker speaks, AV hub will receive many video streams with time stamp. AV hub will finally splice the video streams with timestamp information.

AVHub + multiple UVC86

UVC86-B
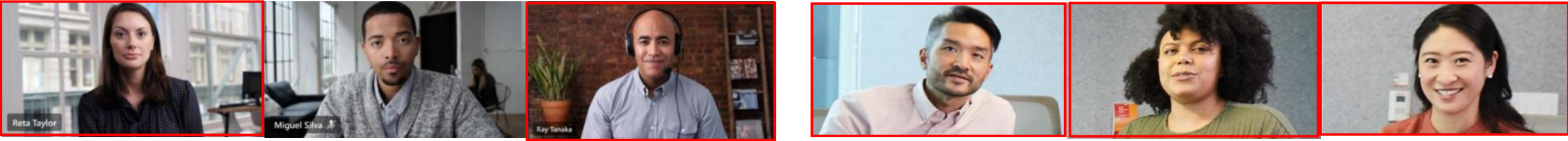
Speaker 1   Speaker 2   Speaker 3   Speaker 4   Speaker 5   Speaker 6
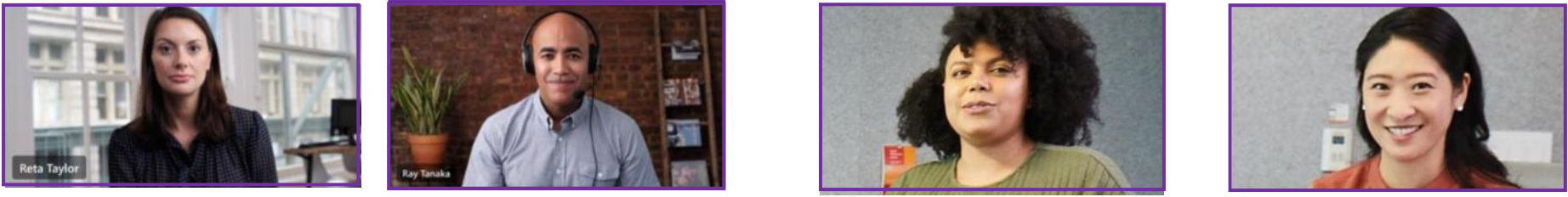
Active Speaker 1   Active Speaker 2   Active Speaker 3   Active Speaker 4   Active Speaker 5

Time Stamp

AVHub

Most Active Speaker 1   Most Active Speaker 2   Most Active Speaker 3   Most Active Speaker 4

AVHub + multiple UVC86 Lay out

Yealink

Division

4 most active speakers

Surround

Active speaker as main picture

- **Division Mode:** The video stream layout will always show the four most recent speakers, and when new speakers join, it will refreshed the speaker from left to right and from top to bottom.
- **Surround Mode:** 1+ N layout, the largest screen is the latest and current speaker, the other participants are in surround mode.
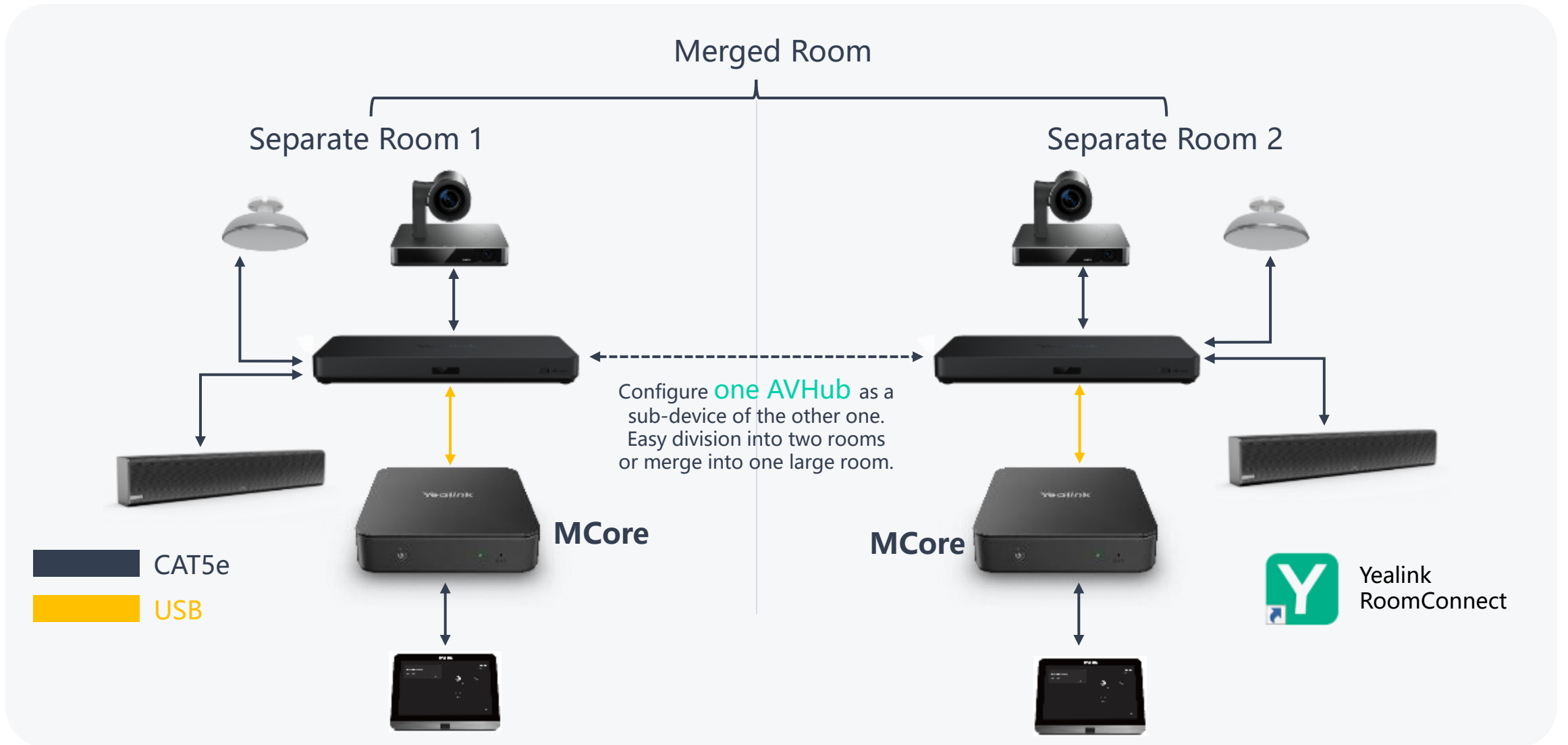
This effect is based on the processing of AV Hub and the function of voice tracking.

Mic-Camera Linkage
Yealink Native Audio System with Separate Mic Mute Control

Merge Two Rooms Into One By Simple Configuration

Merged Room

Separate Room 1

Separate Room 2

Configure one AVHub as a sub-device of the other one. Easy division into two rooms or merge into one large room.

MCore

MCore

CAT5e

USB

Yealink RoomConnect

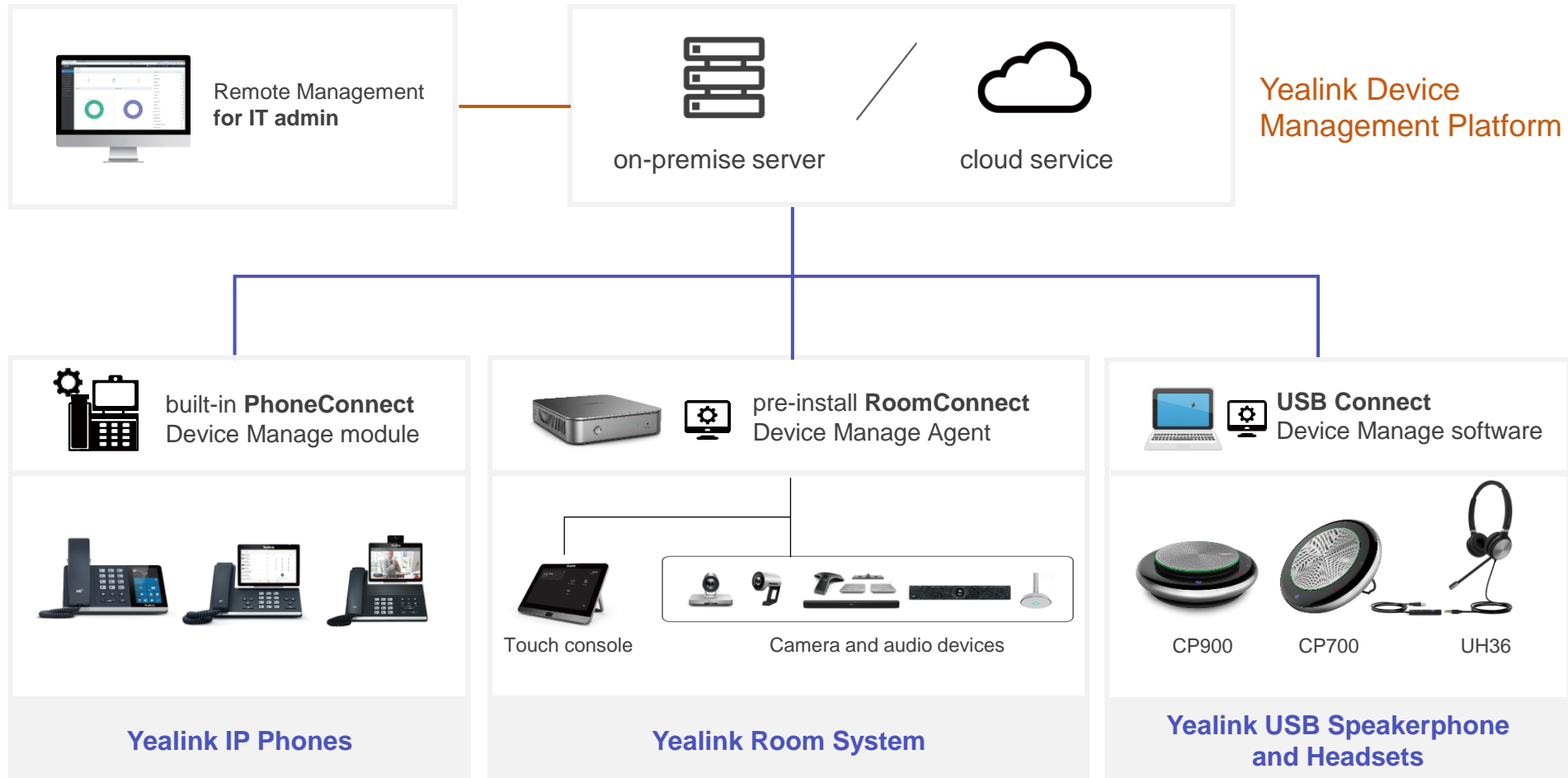# Dedicate Hardware solution for ProAV Senario
AV Hub+Yealink Audio (VCM34/35/38/MspeakerII)

Scenarios: Combine Camera and Audio Devices into One Room
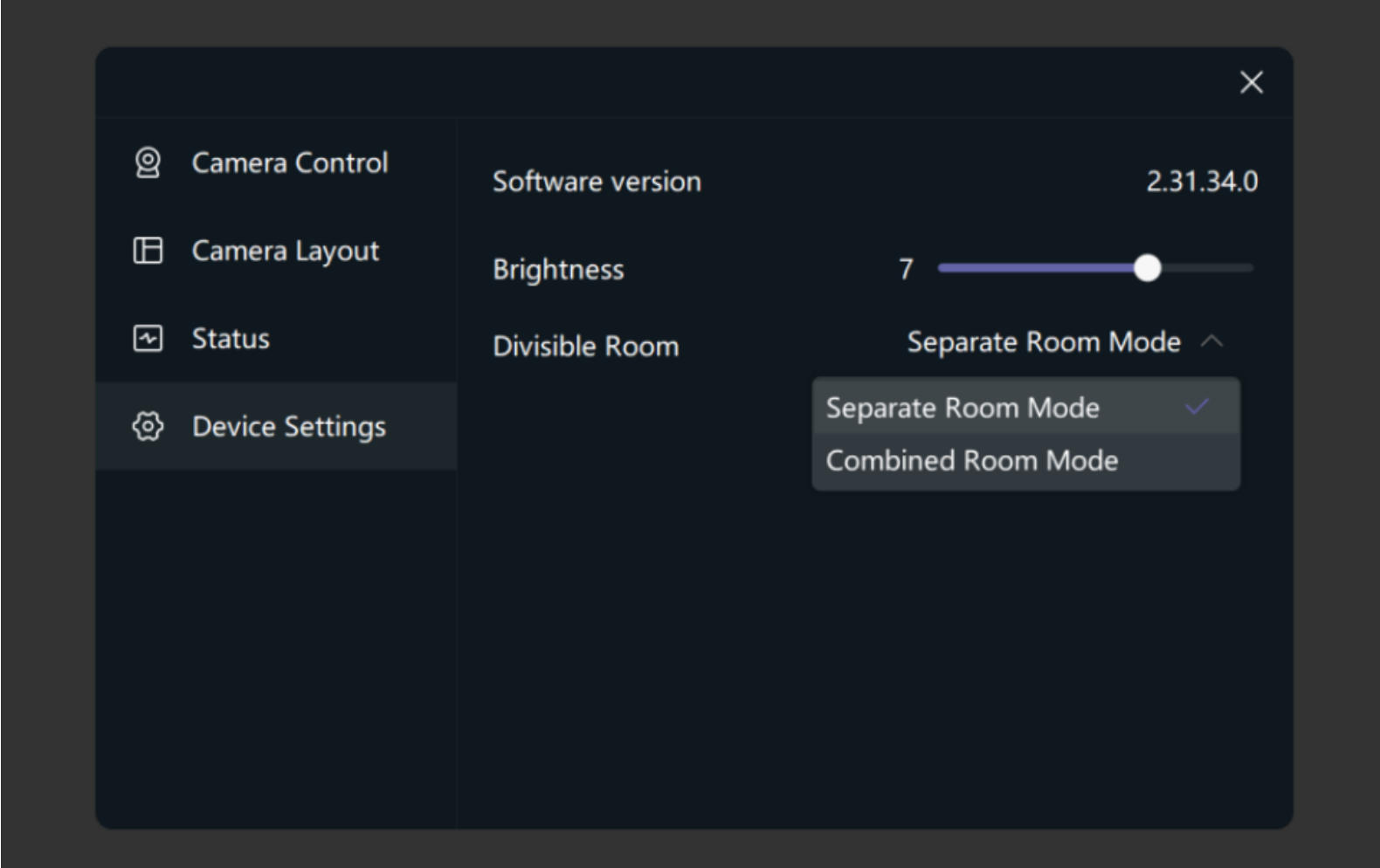
Yealink Management Platform

Yealink Device Management Service

Remote Management **for IT admin**

on-premise server / cloud service

Yealink Device Management Platform

built-in **PhoneConnect** Device Manage module

pre-install **RoomConnect** Device Manage Agent

USB Connect Device Manage software

Touch console · Camera and audio devices

CP900 · CP700 · UH36

Yealink IP Phones

Yealink Room System

Yealink USB Speakerphone and Headsets

Dashboard
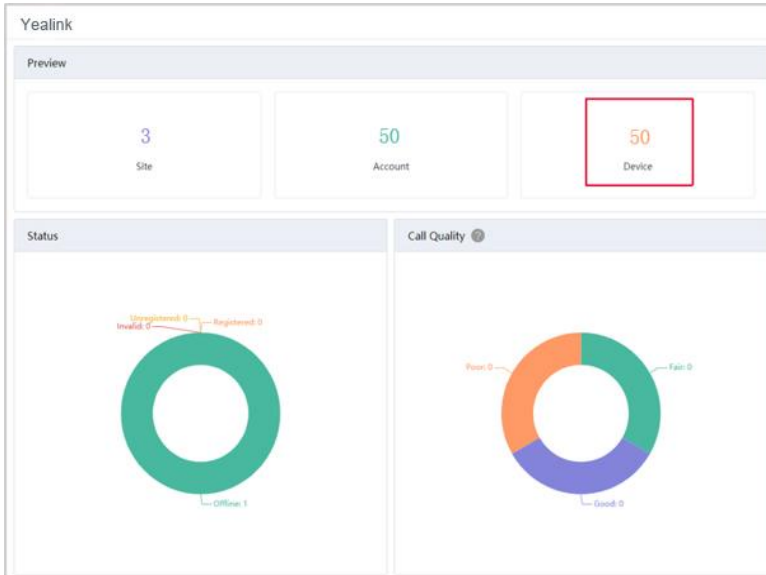
Monitoring and Alert

Update & Config

Remote Diagnosis

Open API

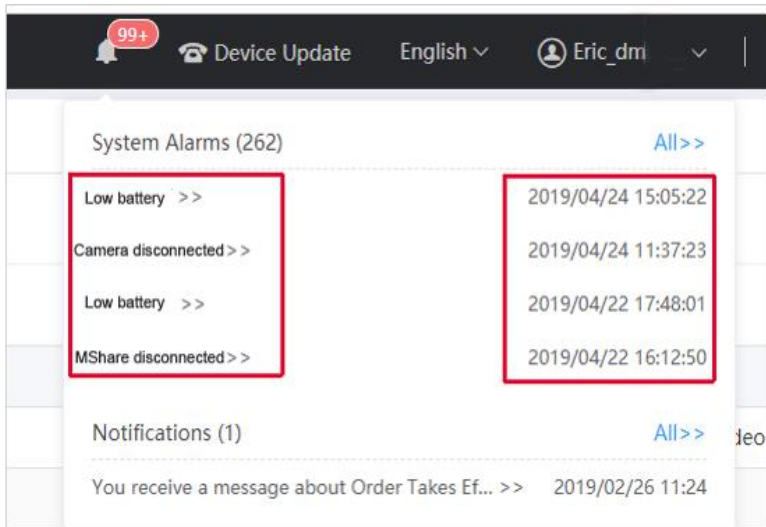# Remote Device Management for Yealink MTR

Key Features

1. Dashboard

- Company room system statistics

- Room System Status: Online or Offline

- Connection Status of peripherals: Connect or Disconnect

- Firmware version of peripherals: Camera/Microphone/MShare

2. Monitoring & Alarm

- Preset alarm events:

  (1) Peripherals disconnecting from Mini-PC: MTouch, MShare and Camera, etc.

  (2) Low battery or power down of Wireless microphone

- Notice the IT administrator timely through both email and dashboard with accurate time point.

Remote Device Management for Yealink MTR

Key Features

3. Remote Control & Diagnostics

4. Open API

- **Remote Reboot**
  Reboot room system to recover it when it is necessary.

- **Reset Camera and MShare, etc.**
  Reset your device sitting before your computer instead of going to each meeting room.

- **Export the log files instantly**
  When you need to do some troubleshooting. Simply choose the device your want to diagnose, export its log instantly.

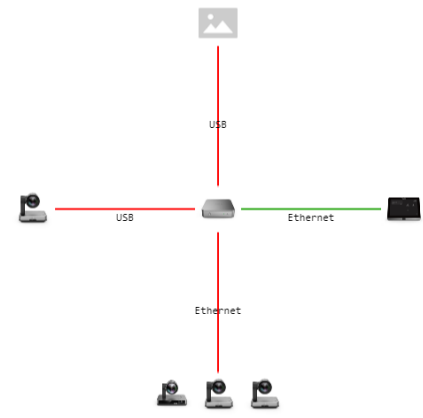Diagnose

Yealink Device Management Platform

Yealink **Pros**

✓ Easy batch deployment, support Teams account settings

✓ Device Topology View

✓ Powerful device management platform, support remote desktop, very fluent

Device Topology

Remote Control

*Contact Yealink to use Remote Control service
*Yealink Room Connect Version higher than V2.24.34.0

https://dm37.yealinkops.com/manager/deviceDiagnosis/Detail?devInfo=single&from=%2Fmanager%2FdeviceManage%2FmvcManage&facilityList=%5B%7B"clientType"%3A"mvc","deviceName"%3A"zqs...

Yealink | Management Cloud Service - Enterprise

142-baiyf-美国修改

Documents   Workspace Management

- Home
- ☎ Device Management
  - Phone Device
  - USB Device
  - Room System
  - Workspace Device
- 🖴 Firmware Management
- ⬛ Software Management
- ⬢ Resource Management
- 👤 Account Management
- ☎ Device Configuration
- ⛁ Site Management
- 🗒 Task Management
- 🕯 Alarm Management
- 🖵 Device Diagnostic
- ⦿ Dashboard
- 📦 Order Management
- System Management

← Device Diagnostic

Diagnostic Assistance

	Meeting Room	zqs	IP	10.86.3.43
	Device Model	MVC900	MAC	a4179111dbff

| Diagnosis tool

▤ Export System Log	✂ Screen Capture	↗ Remote Control

| More

⏻ Reboot	↻ Reset to factory	⬆ Update Firmware

Yealink Andorid Video Devices Portfolio

Cover different size of meeting rooms					
	Focus and Huddle room(1-4)	Huddle and Small room(4-7)	Medium meeting room(7-11)	Large meeting room(12-18)	Extra-Large meeting room(up to 30)

MTR on Android

NEW **A10**   **A20**   **A30**

Teams Display

NEW **A24**   **MeetingBoard 65''**   **MeetingBoard 86''**

A20 & A30 all-in-one MTR for Android

- **All-in-one, Plug and play**
- Qualcomm high perf chipset
- 20MP Camera with 1-inch Sony CMOS sensor/133° FoV/8X digit zoom
- **AI features:** Auto framing, Speaker tracking
- Built-in 8 MEMS microphone arrays and speaker
- **Full duplex voice experience with Yealink Noise Proof Technology**
- Ideal for small and huddle rooms(up to 7 people)

- **All-in-one, Plug and play**
- Qualcomm high perf chipset
- **Dual camera system,** one with super wide view FoV and one with optical PTZ camera
- **AI features:** Auto framing, Speaker tracking
- Built-in 8 MEMS microphone arrays and 2 speakers
- **Full duplex voice experience with Yealink Noise Proof Technology**
- Ideal for medium rooms(up to 11 people)

Benefits of Yealink Android Solution

Easy to deploy
- No cable from TV to table

Easy to use
- AI features, auto framing, speaker tracking
- Electric Len Cap
- Wireless Presentation & Wireless BYOD

Easy to join different meeting platforms
- Device mode
- Easy to Switch Between Teams & Zoom

Easy Deployment

No cable crossing between the TV and the desktop area

Deployment of MVC400-Windows Solution

HDMI
CAT5e
Power

3.5mm audio cable
USB2.0
HDMI
CAT5e
USB-C/HDMI

Android

Windows

Easy to Use | AI-powered video Experience

Intelligent Video Meetings

Auto Framing
frame and captures everyone in detail

Multi-Focus Framing*
Participants can be viewed better in gallery layout

Speaker Tracking
switch automatically between active speakers

PiP Mode*
View speaker and group people simultaneously

* ETA on Dec release

WPP30 Wireless BYOD & Presentation

**One Dongle for
Wireless BYOD
Wireless Presentation**

BYOD & Presentation solution

WPP30 Wireless BYOD solution

A20

TV

HDMI

Power

CTP18

BYOD-PC

PoE Power

Presentation & USB audio & video

WPP30
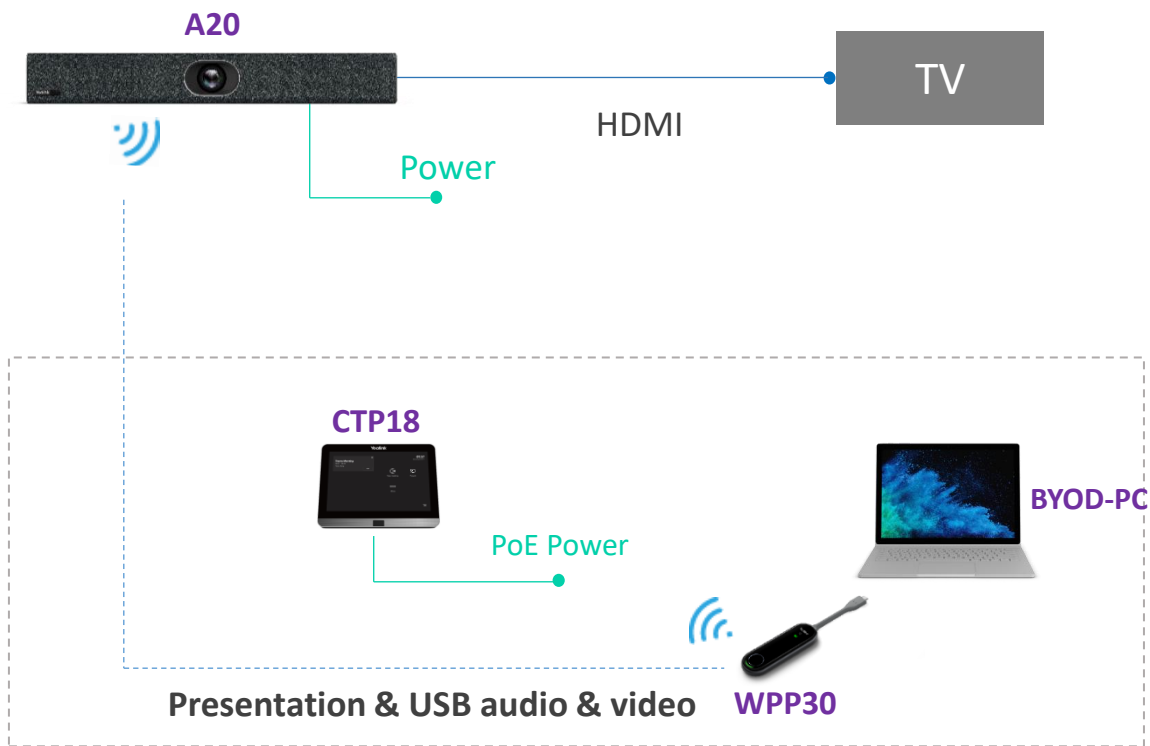
VCH51 one cable BYOD solution

A20

TV

VCH Port

HDMI

Power

CAT5e

CTP18

BYOD-PC

PoE Power

USB-C

VCH51

Presentation & USB audio & video
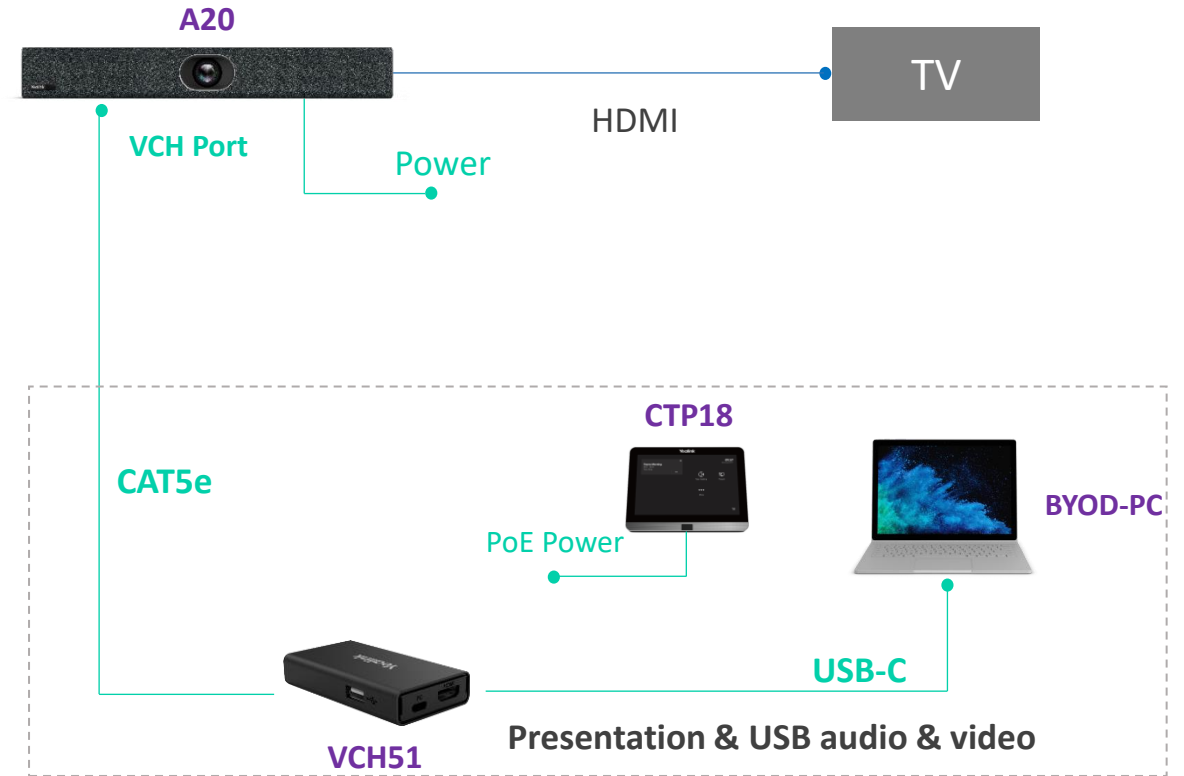
Multiple Platform Easy to switch

Teams

Zoom

TV

USB-BYOD Mode

- Support video conference platform such as Teams, Zoom, USB-BYOD Mode
- Mode switching can be done on CTP18 Touch Panel.
- No need to reboot, CTP18 will switch to the same mode for synchronization.
- BYOD USB mode can be used for other video conference platform.
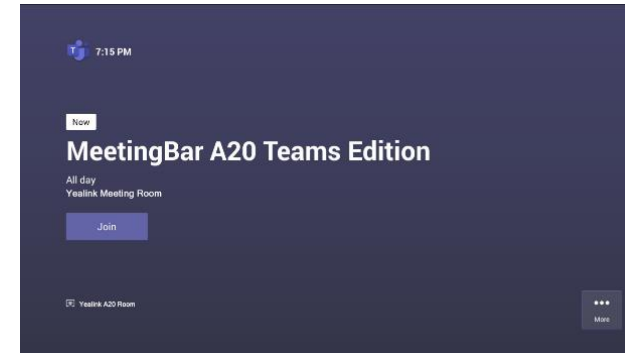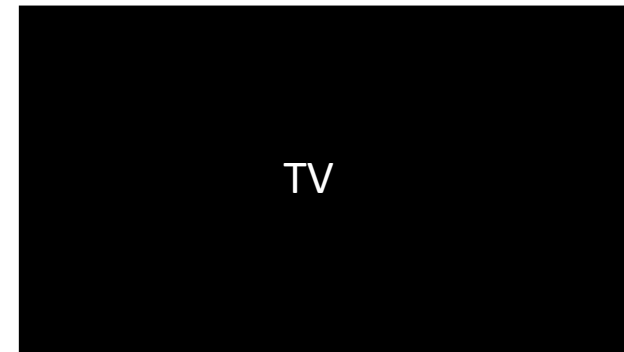
Support VCM36-W as extension microphone*

Pair Process:
1. Turn on the Wireless AP on the MeetingBar (in Device Settings).
2. Connect VCM36-W mic (not charging base) with MeetingBar via USB cable for paring.

- Support 6 meters voice pickup range

- Full duplex experience

- 24 hours talking time, 14 days standby time

- Standard Charging dock

- A20 support one, A30 support 2 VCM36

- WAP2 & AES128 encryption
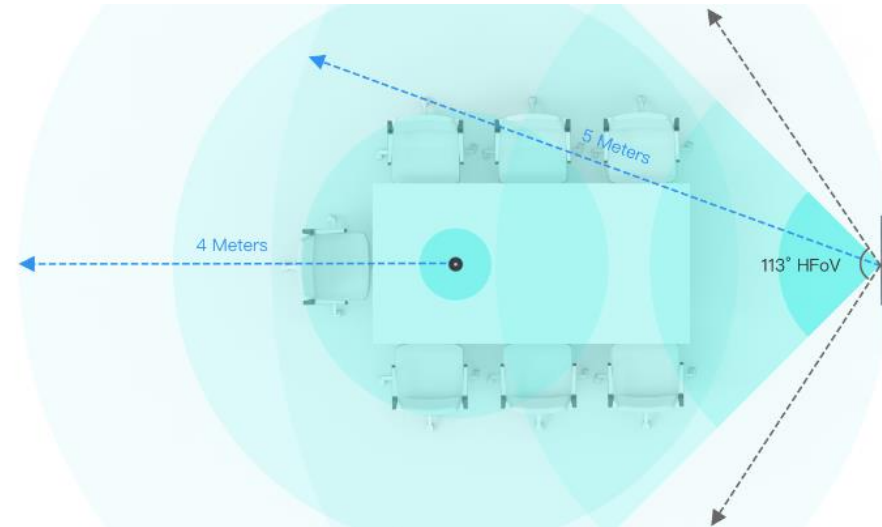
Video Fence

➢ **Senario**：

   Glass-walled meeting rooms

   Open Area

➢ **Setting**：

   system settings（admin）

➢ **Effective scope**：

   1. Enable AI features within the set

      range

   2. All AI features work

   3. Best partner：AF

Depth

Width

A20/A30
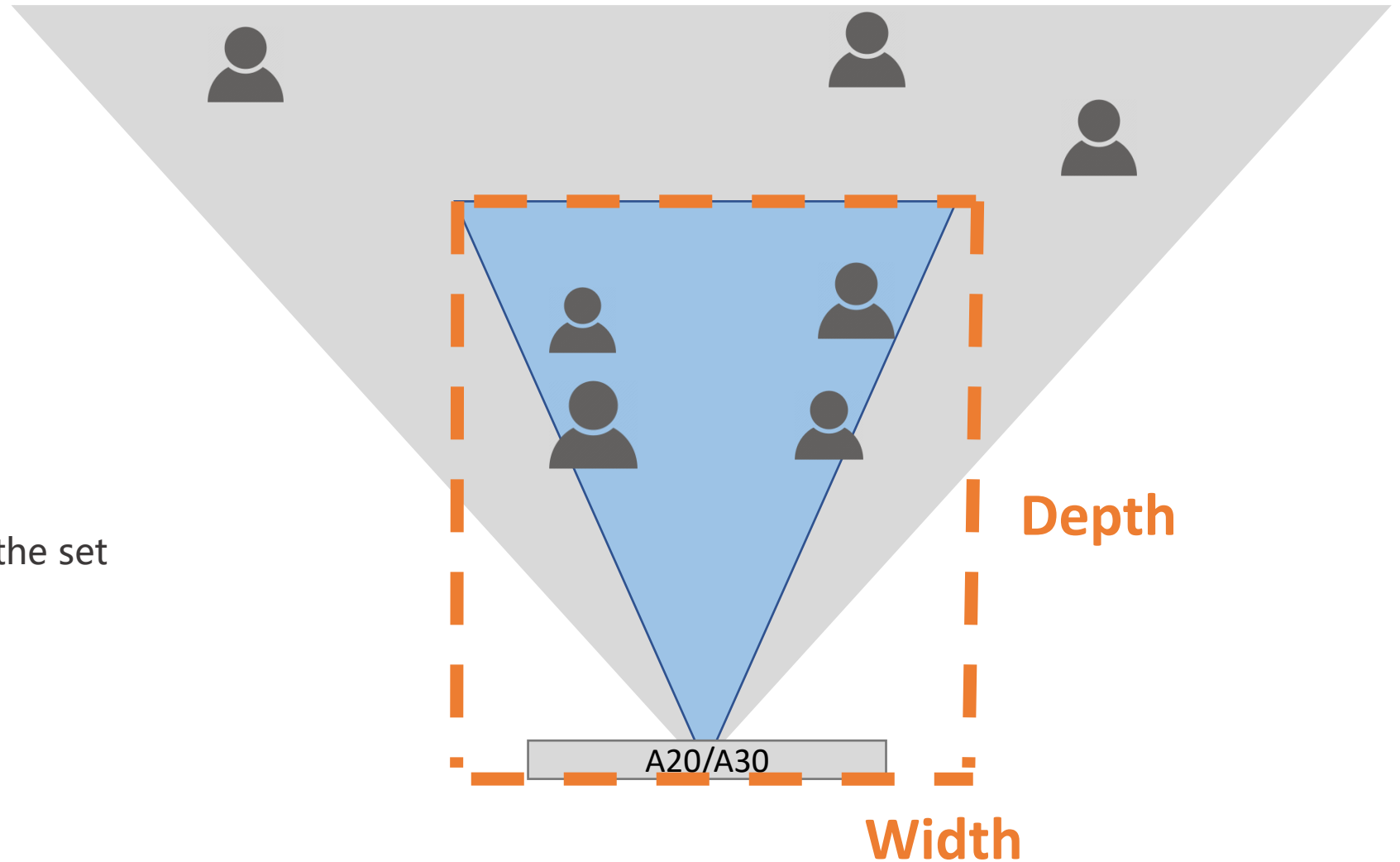
Yealink MeetingBoard 65/86 with Native Teams and ZOOM

NEW

MB65: **$4,799**
MB86: **$7,799**

Target Scenario
- Collaborative space
- Small to large rooms

Key Spec and Benefit

- Truly all-in-one, easy to setup and manage, integrates large touchable display, computing unit, 4K camera, 16 mics, 6 speakers.

- Yealink Enhanced Audio 2.0, supports AI-based Noise Cancellation and De-reverberation

- Microsoft Whiteboard features

- Strong Extendibility

    - Extended PTZ camera, to build a dual-cam system for larger rooms

    - Extended wireless microphones

    - Extended 2ND touchable display

    - Extended Windows mini-PC Module (OPS)
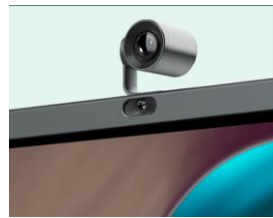
Fit to All Rooms

01 Wireless Expansion Microphones

02 Touch Console

03 RoomPanel

04 RoomSensor

05 Detachable Optical PTZ Camera

06 Extended to A Medium or Large Meeting Space

Powerful Accessories, To Be Extensible

Modularized Dual OS System

- Optional Windows OPS Module

- Designed for some scenarios that the Windows OS is necessary, eg. Education, Manufactory

Upgradable Android Mainboard Module

No need to change the whole device for hardware upgrade but just replace the mainboard OPS module for performance and Android OS version upgrade.

Windows

Android
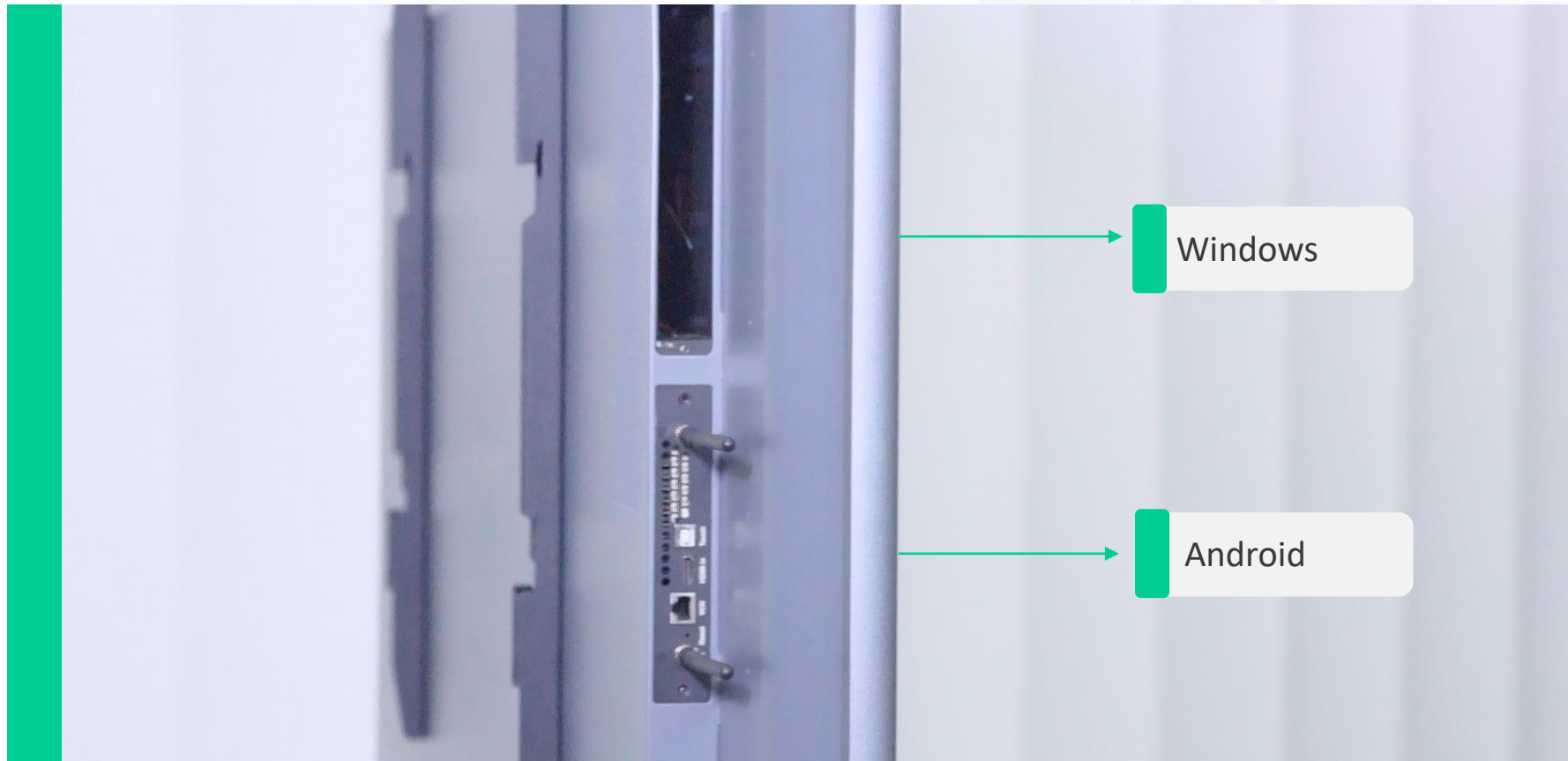
A24 Spec

Screen Specifications	Dimensions	23.8 inch
	Resolution	1920 x 1080
	Refresh Rate	60Hz
	Color Depth	8 bit
	Contrast Ratio	1000:1
	Viewing angle	Horizontal：178° Pitch：178°
	Multi-touch	10 points
Camera Specifications	Camera FOV	83°
	Video Specifications	Up to 1080p30 Video Call
	Privacy protection	Automatically lifted or manually controlled lift
Audio Specifications	Microphone Type	Built-in Dual Microphones
	Intelligent noise cancellation technology	√
	Speaker	Built-in Stereo Speaker
Application Mode	Dual Mode	Built-in Android + Monitor Mode
	Android System	supports 2.4G / 5G dual-mode Wi-Fi Support Bluetooth 4.2
Physical interface	HDMI in	1
	USB-C	1x USB-C 3.0 upstream， DP-IN, provide PD up to 45w
		1x USB-C 3.0 downstream, to connect to headphones Only supports the use of PCs connected to the USB-C upstream interface
	USB-A	2x USB-A 3.0 downstream interfaces for connecting peripherals,
		1x USB-A 2.0 downstream interface, used to connect to headphones
	Power	DC 19V
	Wireless Charging	Support wireless charging for mobile phone
	Button	Power、Volume、Mute、Camera on/off、 switch mode、Custom key

MeetingBar A10

ALL-IN-ONE MEETING BAR
FOR HUDDLE SPACES & HOME OFFICE

Computing Unit

Camera

Wi-Fi & Bluetooth

Microphones & Speaker

ALL-IN-ONE DESIGN

Built-in computing unit, camera, Wi-Fi & Bluetooth, mics and speaker

CLEAN DESK

No cable crossing between the TV and the desktop area, no need to modify the meeting room
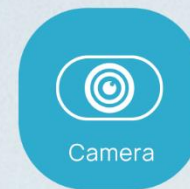
Yealink

Yealink Entry-level Android video bar – A10

SIMPLE, PRO, AFFORDABLE

GA: Feb 2023

Yealink MeetingBar A10

Price started from $999

Optional Accessories

CTP18 touch console

Wireless sharing dongle

Positioning

- BYOD users
- Small and Huddle rooms

Key Spec and Benefits

- All-in-one, integrates computing unit, 4K camera, 8mics, speaker and TV Clip.

- Three mode in one SKU: Device mode(USB-BYOD + Present), TeamsRooms and ZoomRooms

- Tiny and easy setup, the length is only 38cm.

- Android 11 OS

- 4K camera / 120° Field-of-view / Electric privacy shutter

- Auto framing / Speaker tracking

- 1x USB-C port and cable for wired sharing

- WPP30 for Wireless presentation and BYOD

- Wi-Fi and Bluetooth

- Managed by Yealink DM platform, Microsoft TAC, and ZOOM ZDM

Simple to Make Room Right

Huddle Space

Kiosk/Reservation Desk

Phone Room

Home Office

On a desk

On a wall

On a monitor/TV
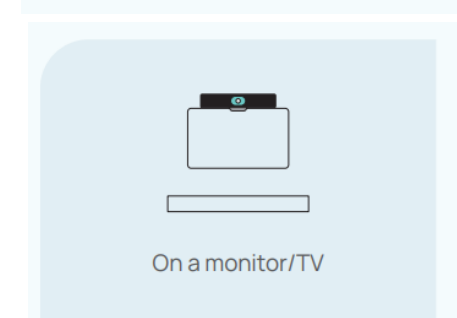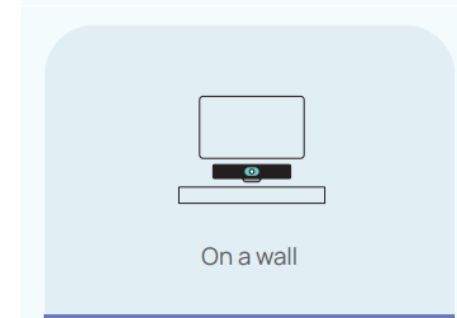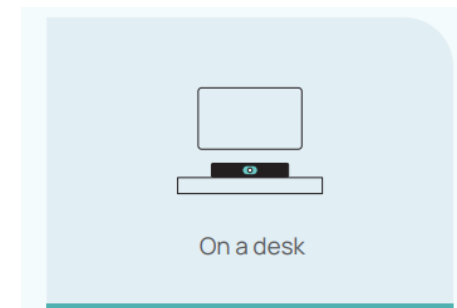
MeetingBar A10 optimizes your huddle space design and minimizes visible cabling with diverse mounting options.

MeetingBar Comparison

Yealink A10	Yealink A20	Yealink A30
Description:Yealink A10	Description:Yealink A20	Description:Yealink A30
Vendor:Yealink	Vendor:Yealink	Vendor:Yealink
MegaPixels:8	MegaPixels:**20**	MegaPixels:8
Picture in Picture:No	Picture in Picture:Yes	Picture in Picture:Yes
MultiFoucs:No	MultiFoucs:Yes	MultiFoucs:No
Optical Zoom:0	Optical Zoom:0	Optical Zoom:**3.5**
Digital Zoom:4	Digital Zoom:**8**	Digital Zoom:3
Total Zoom:4	Total Zoom:8	Total Zoom:**10.5**
Diagonal Field Of View:120	Diagonal Field Of View:**133**	Diagonal Field Of View:120
Horizontal Field Of View:**105**	Horizontal Field Of View:0	Horizontal Field Of View:0
HDMI-out:1	HDMI-out:**2**	HDMI-out:**2**
Voice Pickup Range:4.5	Voice Pickup Range:**6**	Voice Pickup Range:**6**
Add-on Mics at Maximum:Unknown	Add-on Mics at Maximum:1 * VCM3	Add-on Mics at Maximum:2 * VCM3
Build-in Speakers:1	Build-in Speakers:1	Build-in Speakers:**2**
USB-A 3.0:0	USB-A 3.0:0	USB-A 3.0:**1**

Yealink Free Support for Partner

Empower Communication and Collaboration

Free Help Desk Service

24 x 5 Ticket Support with escalation

Tier 1 : Raise a Ticket on https://ticket.yealink.com

➢ For Video Opportunity **less than 15 units**, Voice Opportunity **less than 500 units.**

➢ Response time within **24 hours for P1/P2 issue, 48 hours for P3/P4 issues in working days.**

Tier 2: Contact dedicated FAE/SE

➢ Only for Video Opportunity **over 15 units**, Voice Opportunity **over 500 units.**

➢ Response time with **24 hours for P1/P2 issue, 48 hours for P3/P4 issues in working days.**

Priority Definition	
P1	Outage situation, affect data or voice service/traffic
P2	Impact normal use, need to fix ASAP
P3	Not impact normal use, will fix to help improve the user experience
P4	Not impact normal use, features requirement and bugs will develop in the future

Hotline Support 5*12 (EST) (US Only)

Yealink global team is available to assist you with a variety of requirements, and to get you up-and-running with your business.

Solution Consulting Service

Trouble Shooting Guidance

Pre-Sales/Post-Sales Support

Service Flowchart

Partner
Contact sales rep

»

Sales
Provide exclusive Hotline

Precondition

Annual potential sales volume > 100 room systems

OR

SLA emergency escalation < 2 hours

Free 2 Years warranty

- 2 years free warranty for Yealink Meetingbar Series
- Up to 5 years warranty with add-on extended warranty service

Extended Warranty Workflow

1

Customer
Order Extended Warranty with new hardware purchase or separately

2

Reseller
Place order with distributor including:
Customer information
Product Serial Number

3

Distributor
Place order with Yealink including:
Customer information
Reseller information
Product Serial Number

5

Customer
Create Ticket for any issue during warranty period, Yealink will respond following SLA and manage RMA.

4

Yealink
Validates received data. Create PO to distributor and extend warranty in Yealink AMS system

Free 3 Years Professional YMCS Subscription
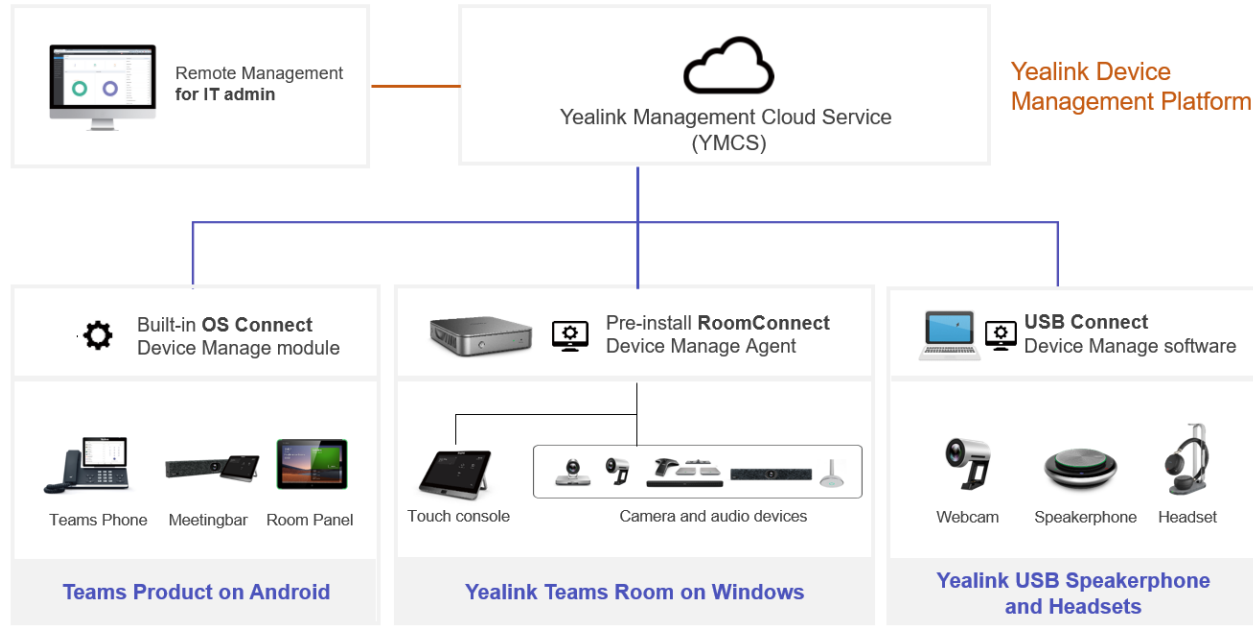
Remote Management **for IT admin**

Yealink Management Cloud Service (YMCS)

Yealink Device Management Platform

Built-in **OS Connect** Device Manage module

Pre-install **RoomConnect** Device Manage Agent

USB Connect Device Manage software

Teams Phone   Meetingbar   Room Panel

Touch console   Camera and audio devices

Webcam   Speakerphone   Headset

Teams Product on Android

Yealink Teams Room on Windows

Yealink USB Speakerphone and Headsets

Workflow

1

Customer
Decided to use YMCS as management service tool

2

Reseller
Contact Distributor/Yealink to create the tenant for customer by providing:
Customer Company Name
Administrator Email Account

3

Distributor/Yealink
Create tenant and add 3 years free professional service package for customer.

4

Customer
Received email to activate tenant. Register product to YMCS portal.

Dashboard

Monitoring and Alert

Update & Config

Remote Diagnosis

Open API

Free Advance Replacement in next 3 days

Yealink

Yealink has invested two regional return merchandise authorization (RMA) centers to improve customer satisfaction by simplifying the warranty replacement and return process and reducing the turnaround time.

4-9 Days turnaround time

➢ 2 Business Days for Hardware issue confirm

➢ 1-2 Business Days for shipping out parts

➢ 2-5 Days for delivery to customer

8 * 5 Business Hours Support

*UK&I & ANZ RMA covered by distributor

| RMA Service Workflow | **1** Customer Create a ticket Hardware issue report | **2** Yealink Engineer Confirm hardware issue (< 2 business days) | **3** Yealink & Customer Yealink ship out replace part in advance before customer return faulty one. | **4** Customer Return the defective unit to Yealink by following Yealink's instructions |

https://ticket.yealink.com/page/create-hardware.html?questionType=1
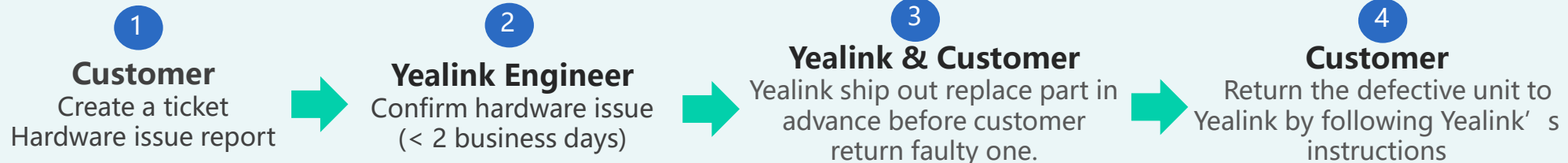
Local Support

Yealink Local Team provides remote and on-site support throughout the sales and deployment process in different region.

Dedicated AE&SA

Solution Consulting Service

Solution Design Service

On-site Trouble Shooting

On-site Demo

On-site/ Online Training

On-site Service Flowchart

| **Customer** | » | **AE** |
| Contact AE | | Respond & provide required services |

Precondition ((varied by country))

| Fortune 500 company | **OR** | Project potential 50+ Room Devices |

*Available in US/UK&I/France, more countries will be added.

Yealink live Demo Service to Accelerate your Business

Division Mode of Yealink MVC940 System
4 Cameras Enabled

Live Demo Room in HQ

Overview of Yealink Live Demo Room

How To Book a Live Demo
https://support.yealink.com/en/portal/liveDemo

The Live Demo Service is open for Yealink partners to book, we have professional expert to host the meeting and do live demo for your clients. Helping to understand your clients' demands, offering best recommendation.

Note

- Open for the client who has requirement of at least 10 room devices or 100 phone devices
- Yealink expert will send out Teams meeting invitation after confirm the meeting time

Yealink Room Configurator

An online tool to configure your meeting space with the right video collaboration devices
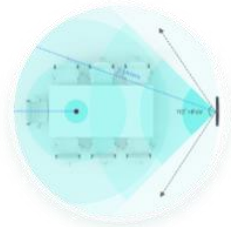
Room customization

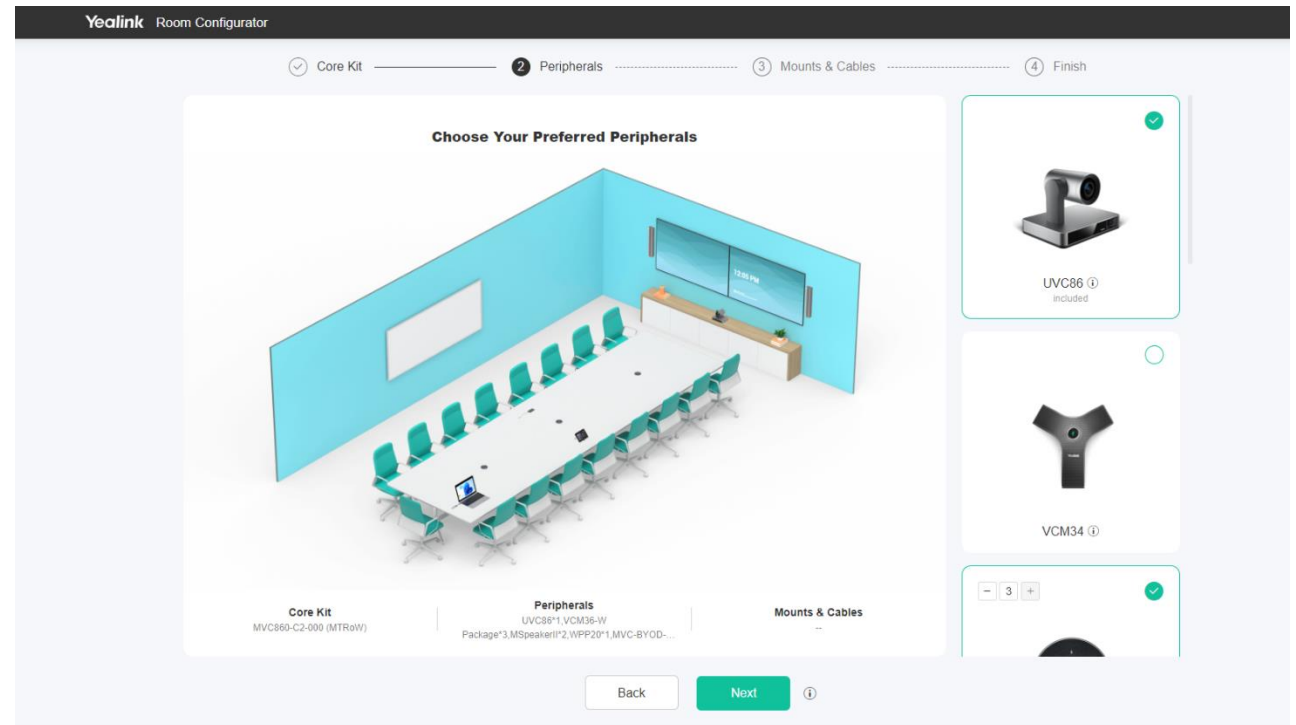Customize your rooms with best fit cameras and mics

Cabling Design

Show how concise the cable runs in the deployment

Device Coverage

Right coverage helps to set components in right position

https://support.yealink.com/en/room-configurator/design

YEALINK SECURITY

Yealink is a non-governmental, privately held, publicly traded company that follows all existing public company regulations and norms, displaying our commercial integrity and independence. At Yealink, information security is a top priority across all our products and services.

Security Management System Certification

SOC 2

ISO/IEC 27001:2013

Data Protection Certification

GDPR

Top UCaaS Brand Certification

Certified for Microsoft Teams — zoom Certified

Penetration Test by Independent Leading Labs

Miercom — NETSPI

DM Built on Trusted Cloud

Microsoft Azure

Windows-based Solution Chipset Provider

intel.

Android-based Solution Chipset Provider

Qualcomm

Key Components Provider

Texas Instruments — NXP

Chosen by Telecom Giants

AT&T — verizon

RingCentral

Chosen by Fortune 500 Company

Cummins — Adobe — SIEMENS

Company-level Security　　**Product-level Security**　　**Supply Chain Security**　　**Chosen by Global Top Brands**