Yealink Meeting

- ❑ Introduction to Yealink Meeting
- ❑ Yealink Meeting Product Demonstration
- ❑ Introduction to the new MeetingEye
- ❑ Product Promotion
- ❑ Q&A

About Yealink

2001 — Founded in Xiamen, China

2004 — Skype USB entered the market

2005 — Number 1 USB Phone provider

2009 — Launched first SIP phone

2014 — Top2 global SIP phone provider

2016 — Launched on-premise video solution

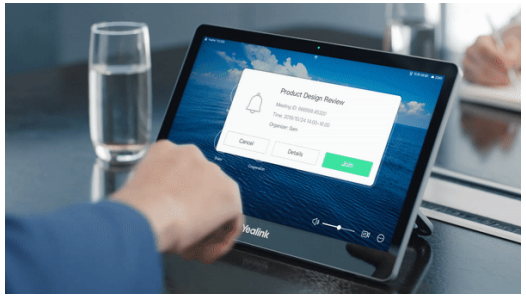
2017 — TOP 1 Listed on Shenzhen Stock Exchange GEM

2019 — Launched Yealink Meeting in China market

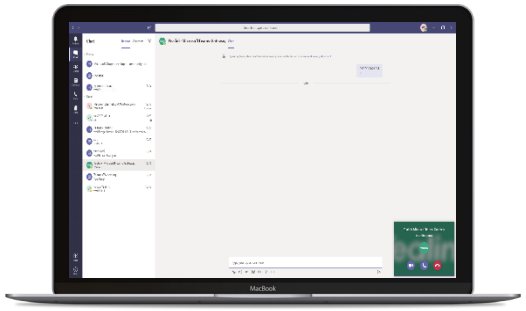
2020 — Launched Yealink Meeting globally

Yealink Meeting

Full HD, Up to 500 Video Participants, 49 picture display



Join from any device, mobile, PC, Room System

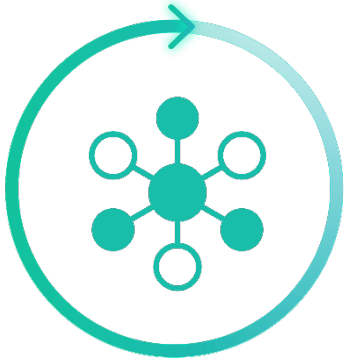


Microsoft Teams Integration

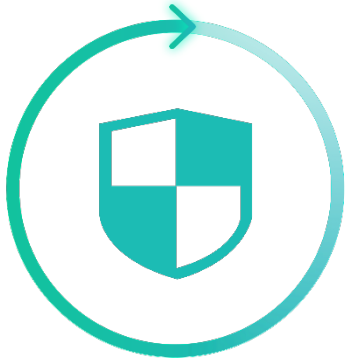
Yealink Meeting Highlights

Technology Driven

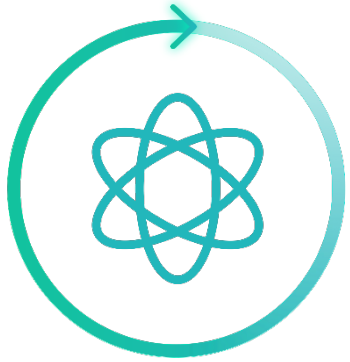
Global Architecture



Artificial Intelligence



Security



Compatibility

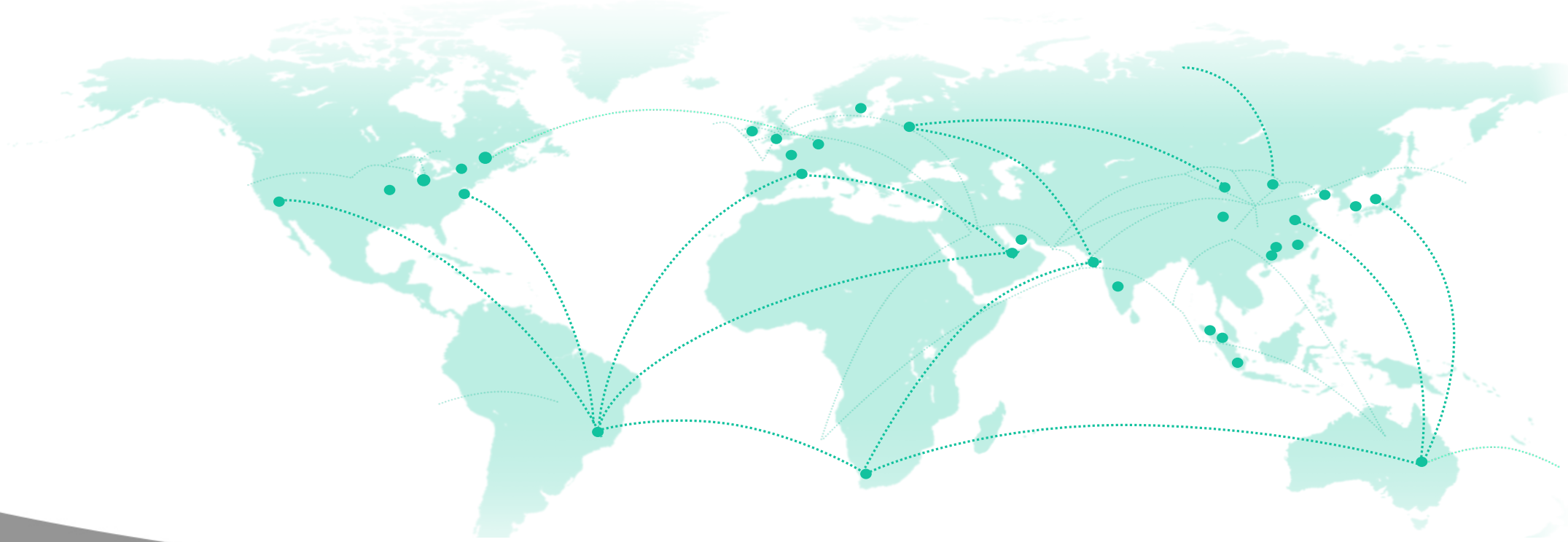
Connect from Anywhere

Global Service
99% main areas covered

Ultrahigh Performance
10 million online

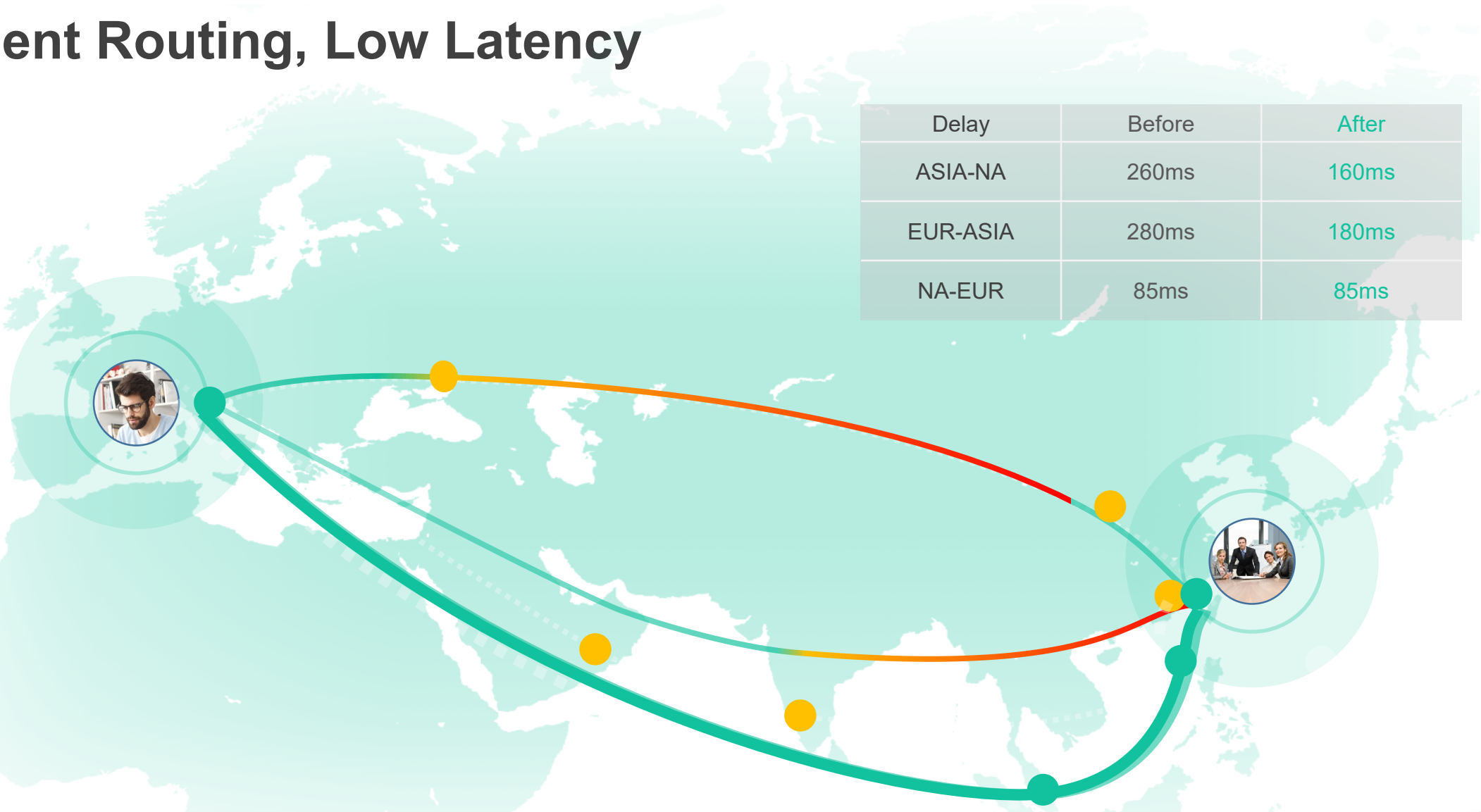
High Availability
99.93% availability

Public Cloud, Exclusive Cloud, Security Cloud



Intelligent Routing, Low Latency

Delay	Before	After
ASIA-NA	260ms	160ms
EUR-ASIA	280ms	180ms
NA-EUR	85ms	85ms



High-Level Security

Encryption of Audio & Video

Multi-Level Security

Multi-Available Zone

GDPR Compliance

Data Isolation

All Meetings are Encrypted & Protected

Meetings can be locked any time

P2P Call	Audio and video routed directly between two endpoints, SRTP
Meet Now	Dynamic meeting IDs, random passwords
Scheduled Meeting	Meeting lobby, random passwords
Webinar & Live	View permissions, privilege control, meeting lobby
Recording	Recording sharing protected

Integration and Compatibility

All listed hardware devices can be registered to Yealink Meeting

Artificial Intelligence

Background Blur

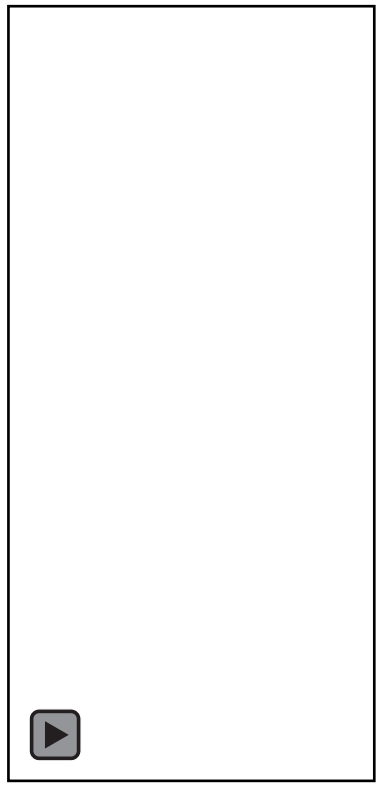
Artificial Intelligence

Auto Framing

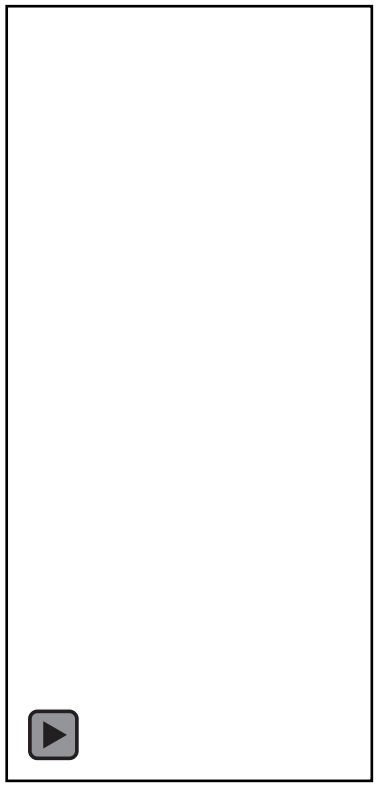
Artificial Intelligence

Speaker Tracking

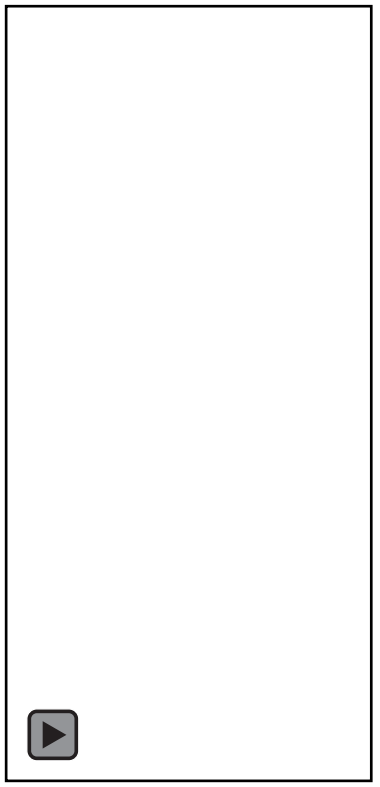
Smart & Simple Interface



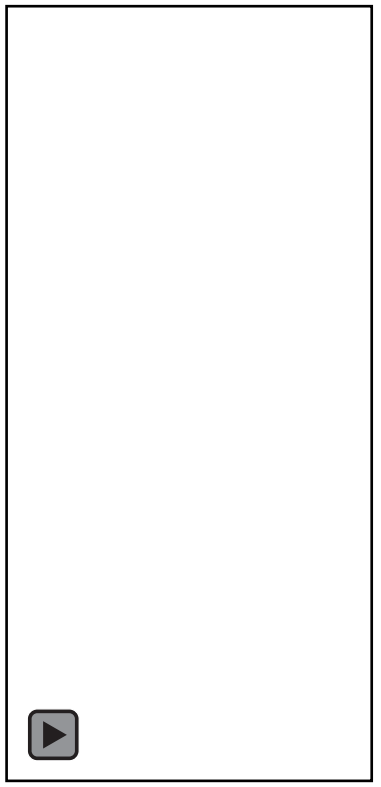
Login



Main Interface



Join by Link



Meeting Interface

Live Demo

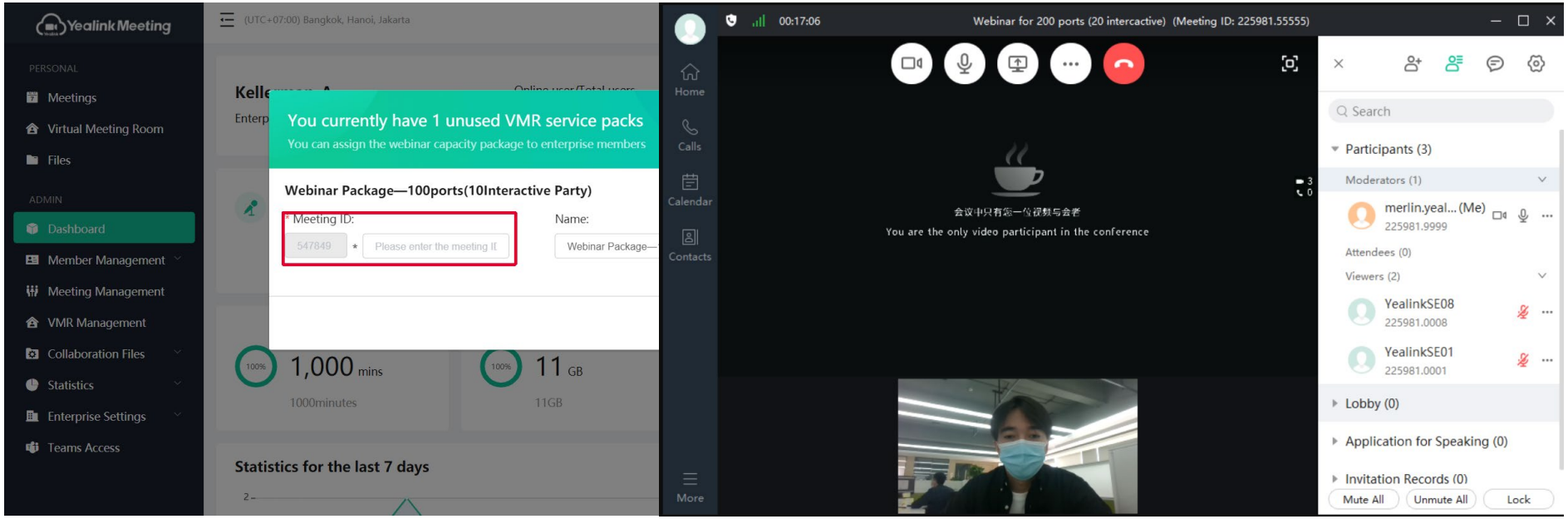
- Setup Trial Account
- Create an Enterprise
- Overview of the Management Portal

Advanced Features

- Webinar
- Live Streaming
- Recording
- Microsoft Teams Integration

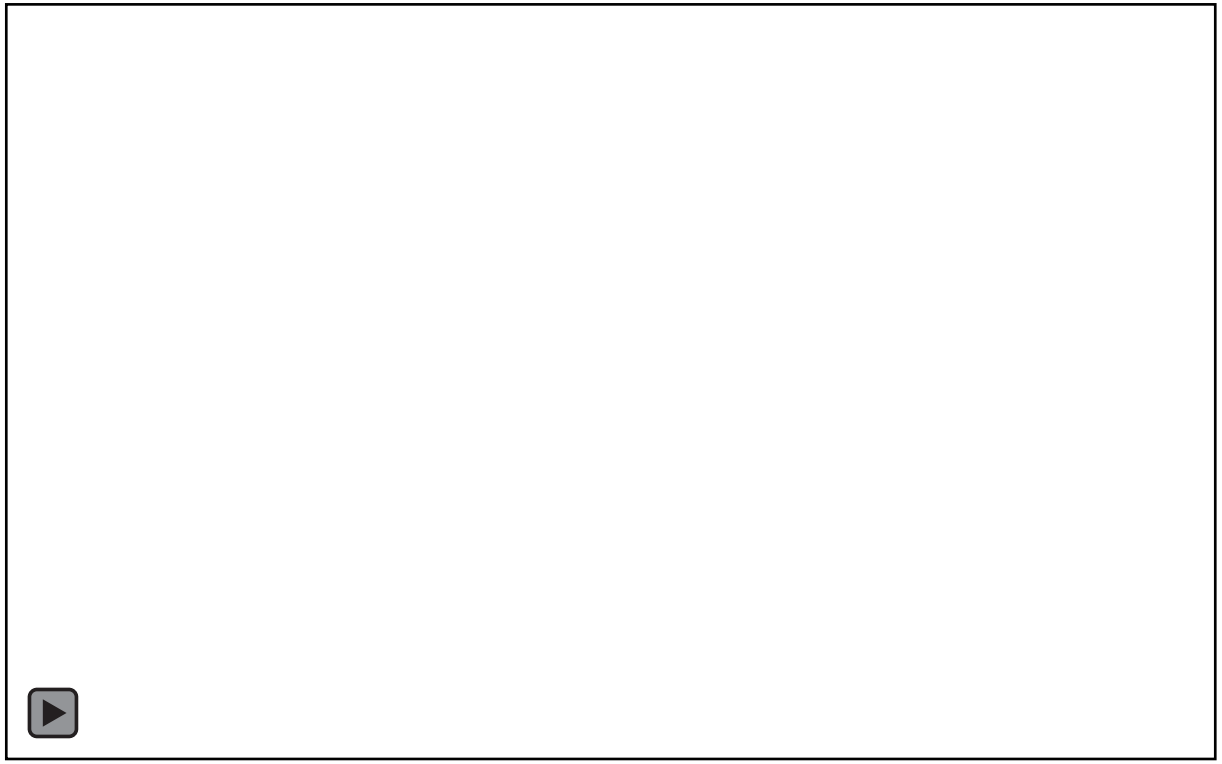
Webinar

- Additional License Purchase
- Assign webinar license to user account
- Start the Webinar meeting



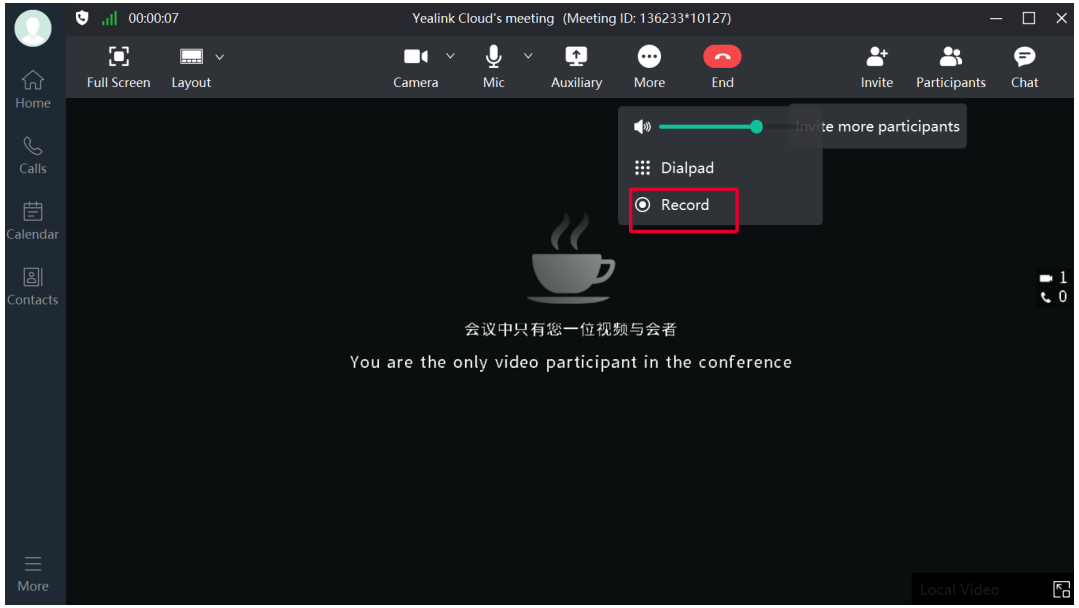
Live Streaming

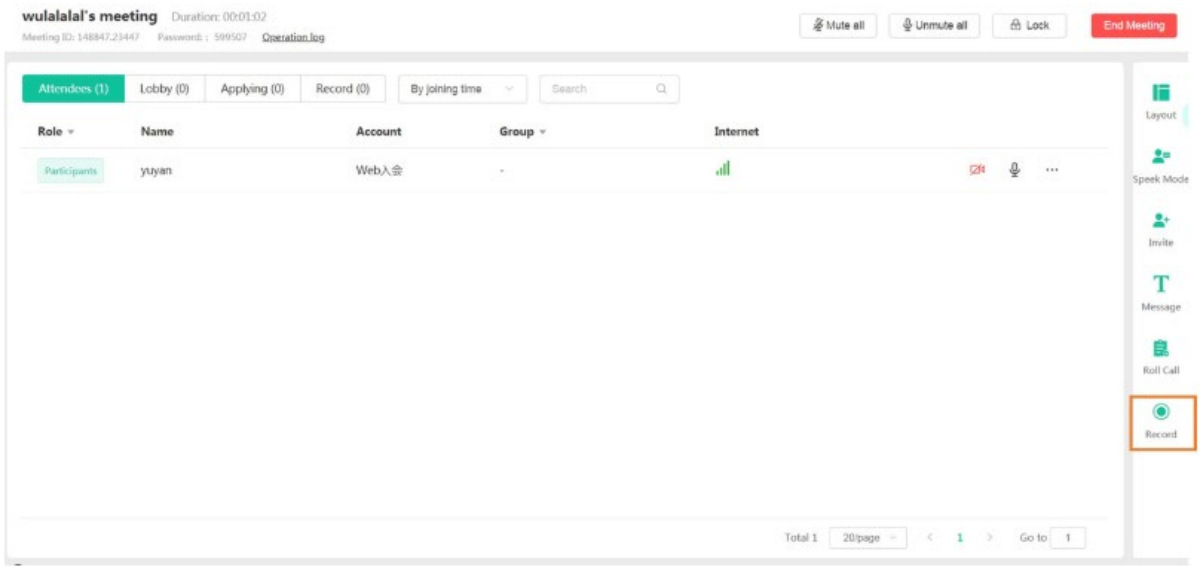
- Enable the live streaming feature at the VMR configuration page
- Start Live streaming via VCD or meeting control webpage
- Share the link or QR code with audience



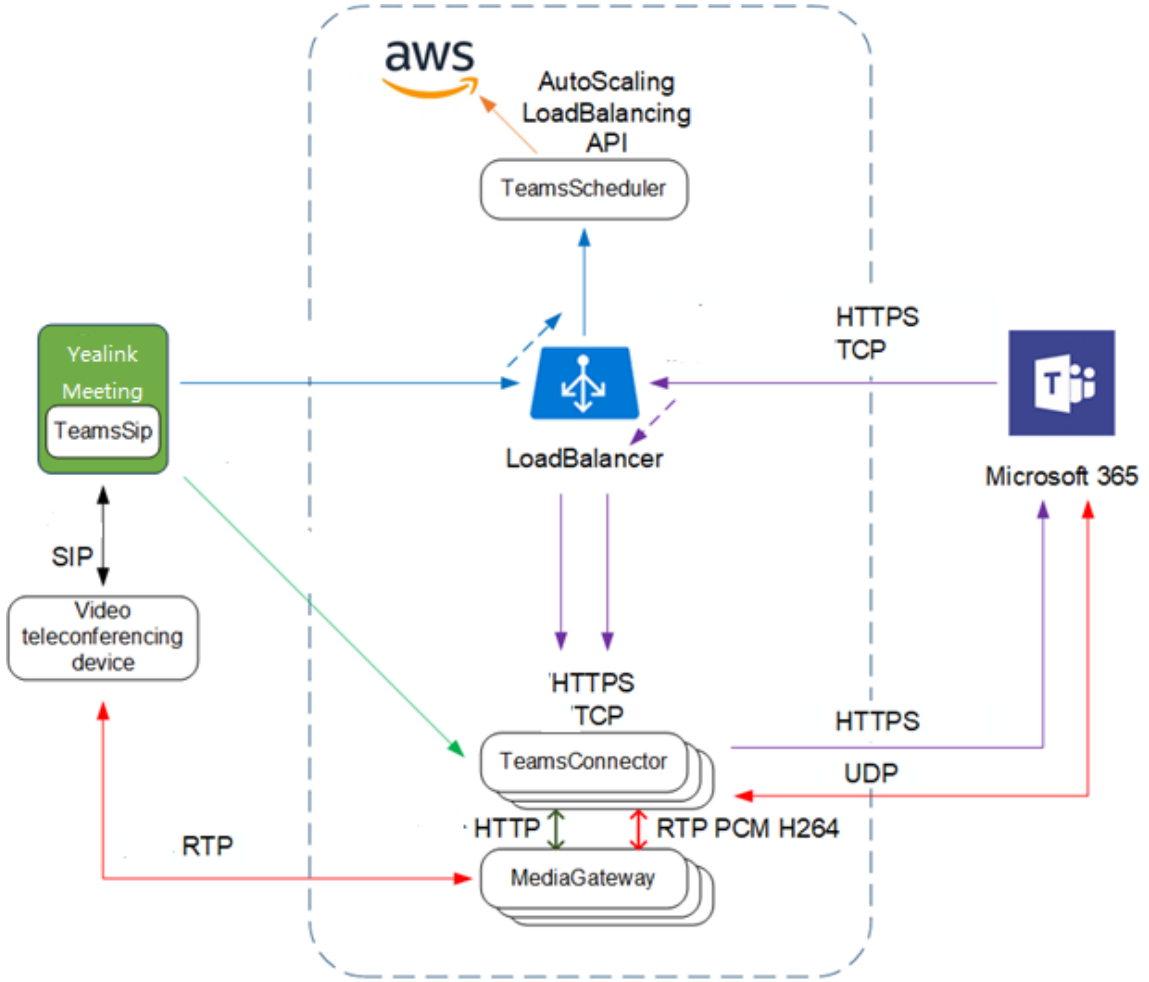
Meeting Recording

- Configure the Recording template
- Start Recording via VCD or meeting control(Record on cloud)





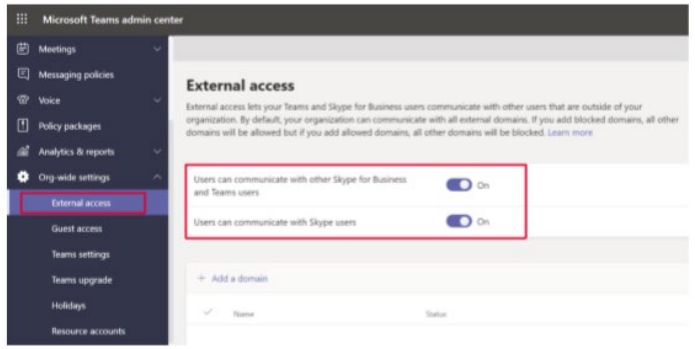
Teams Gateway Configuration

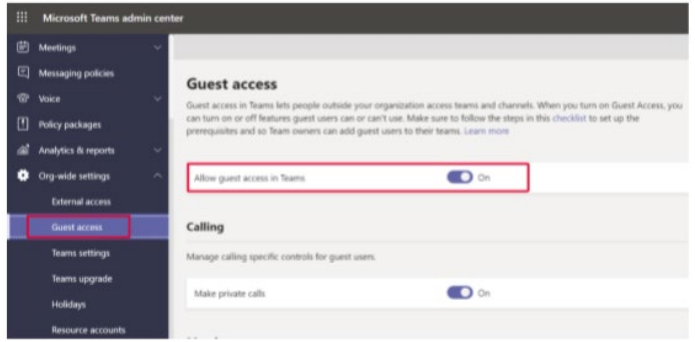


Yealink Teams Gateway

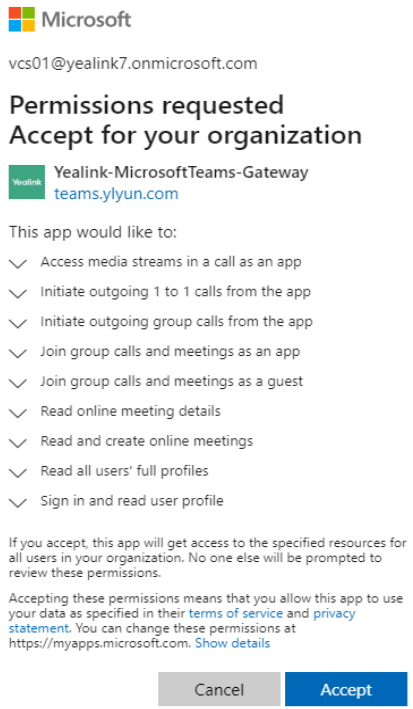
Teams Gateway Configuration

1. Open External Access

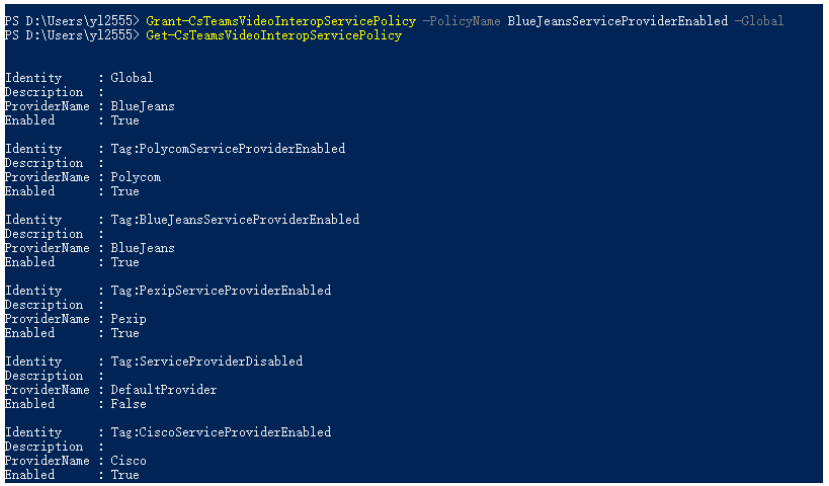




2. Gateway permissions



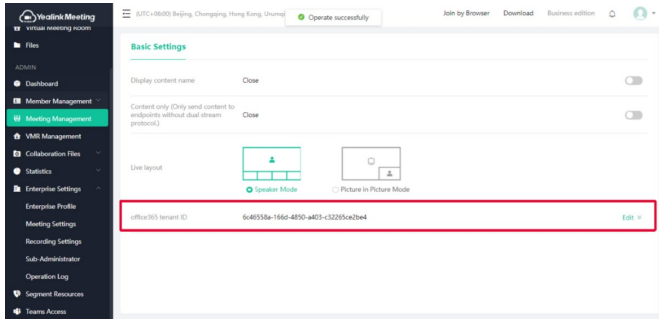
3. CVI Configurations on PowerShell



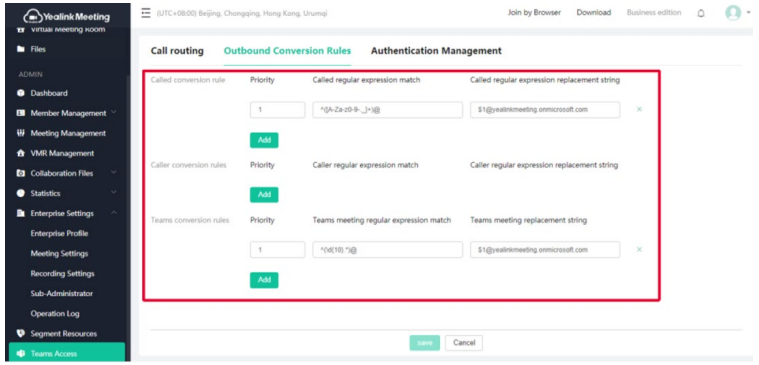
Teams Gateway Configuration

1. Check service subscription

2. Add tenant ID information

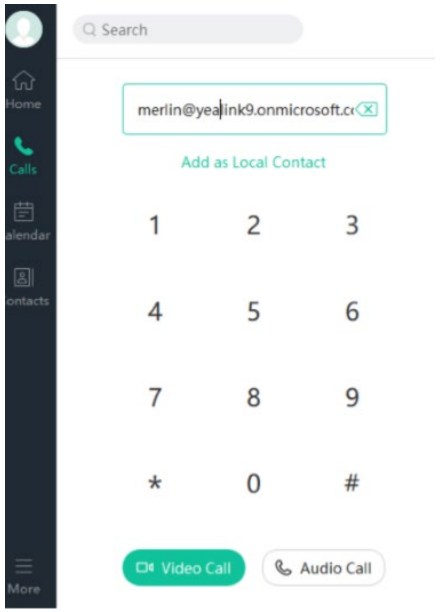


3. Teams Access Configuration

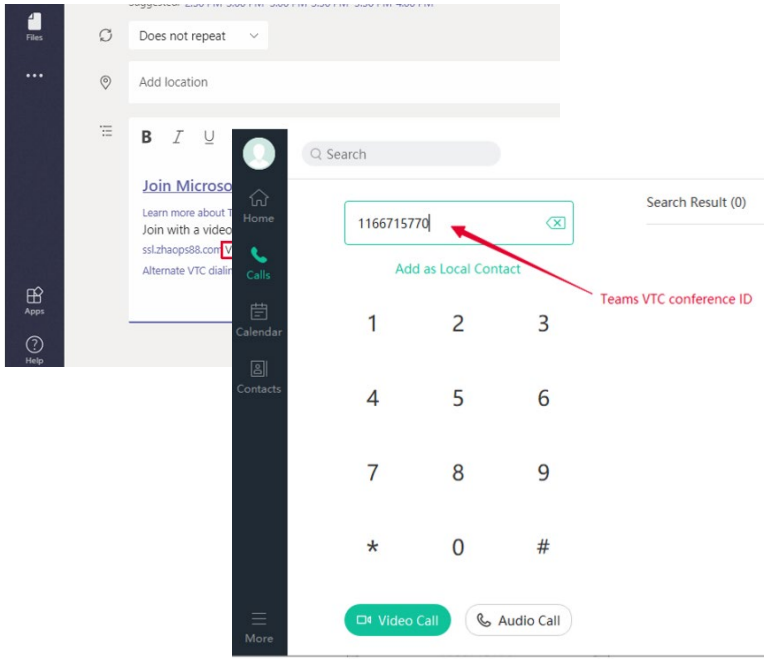


Teams Gateway

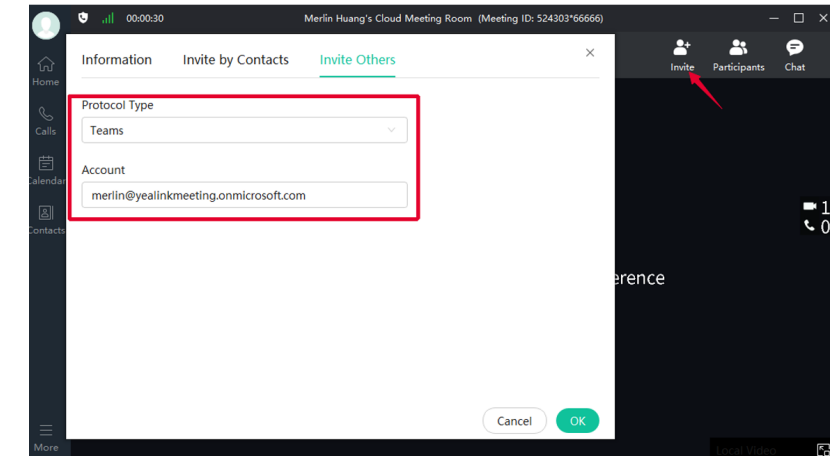
1. P2P call



2. Dial to Teams Meeting by VTC number



3. Invite Teams to Yealink Meeting VMR



MeetingEye Series

MeetingEye Series Upgrades

	2nd-Gen		3rd-Gen
Huddle Room	VC200	Quality of video Quality of audio AI Features Privacy Protection	MeetingEye 400
Small Room	VC500		MeetingEye 400
Medium Room	VC800		MeetingEye 600

MeetingEye Series

Remarkable Intelligence for Immersive Meeting Experience

MeetingEye 400

for Small Room

- ✓ 4K Video & Content
- ✓ 133° FOV, 20MP Lens, 1-inch SONY CMOS
- ✓ AI Intelligent Framing & Tracking
- ✓ Premium full-duplex technology
- ✓ Automatic Lens Cap

MeetingEye 600

for Medium Room

- ✓ 4K Video & Content
- ✓ Bi-Camera, 20MP Lens, 10X Zoom
- ✓ AI Intelligent Framing & Tracking
- ✓ Built-in 8 MEMS microphone arrays & 2 Speakers
- ✓ Automatic Lens Cap

Why MeetingEye – Upgraded Camera

Same CMOS as Sony RX100M7

- 1-inch BSI+Stacked CMOS
- Dynamic range: 58dB

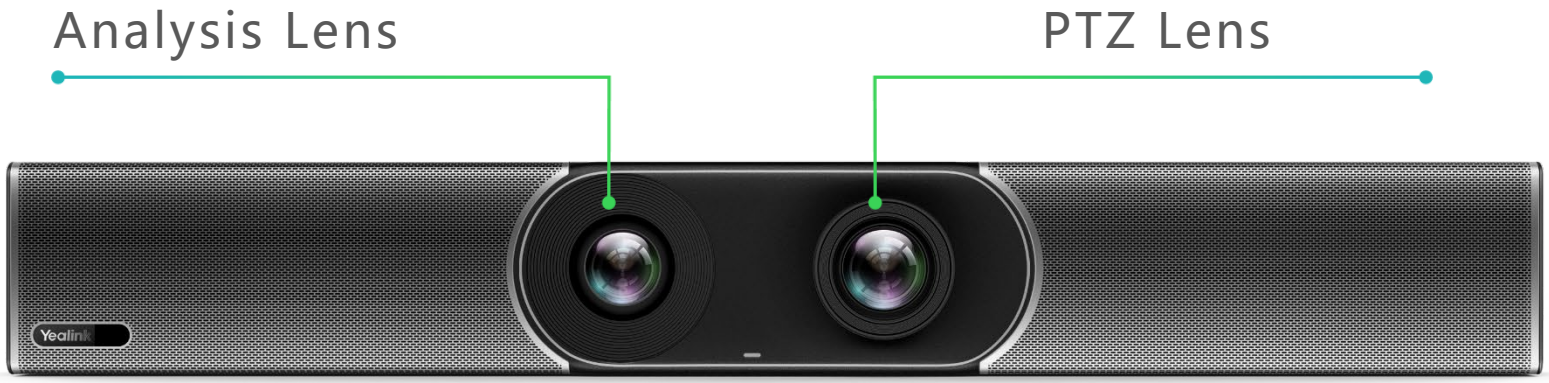
20MP UHD Camera

- Aperture: F/2.4
- Distortion: -6%

133° FOV

Why MeetingEye – Upgraded Camera

Dual Camera on **MeetingEye 600** for Medium Room



Long-distance Close-up

Better Tracking

PiP Layout

Why MeetingEye – Upgraded Camera

20MP with 4x/10x Zoom, Captures All Details

2MP, after 4x zooming in

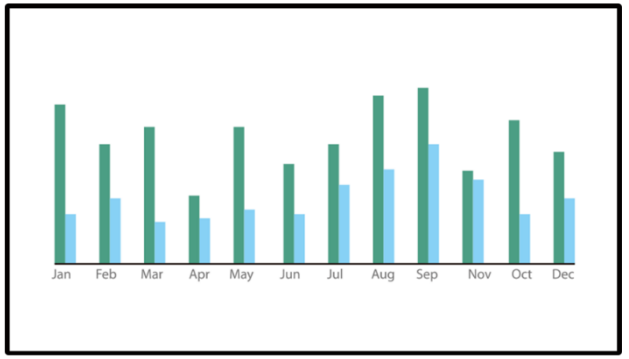
8MP, after 4x zooming in

20MP, after 4x zooming in

Why MeetingEye – Upgraded Camera

4K People

4K Content



4K Display

4Kp30 from **2**Mbps (H.265), but 4Mbps is recommend

4K and 60fps(1080p) are off by default due to the high bandwidth consumption

Why MeetingEye – Advanced AI Tech

AI Framing Technology

Face Detection

Human Detection

Auto Framing

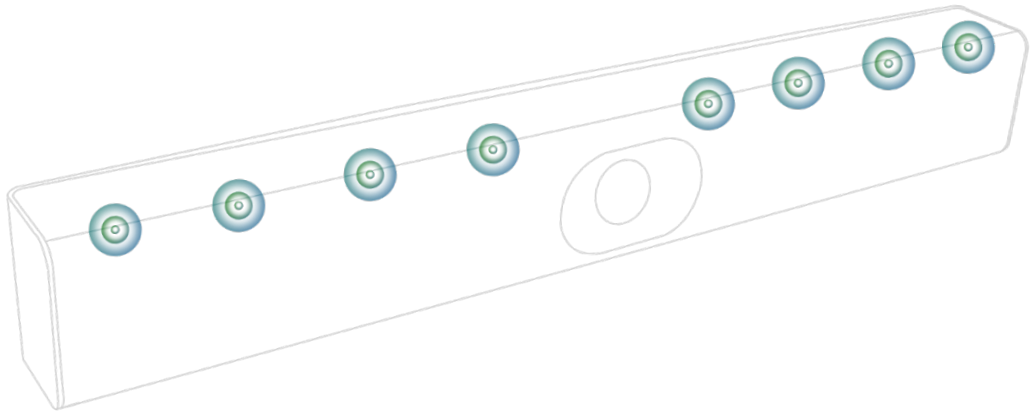
Direction of Arrival

Speaker Tracking

Why MeetingEye – Advanced AI Tech

- Automatically adjust & frame all participants when new participants join in.
- Change to close-up while speaking

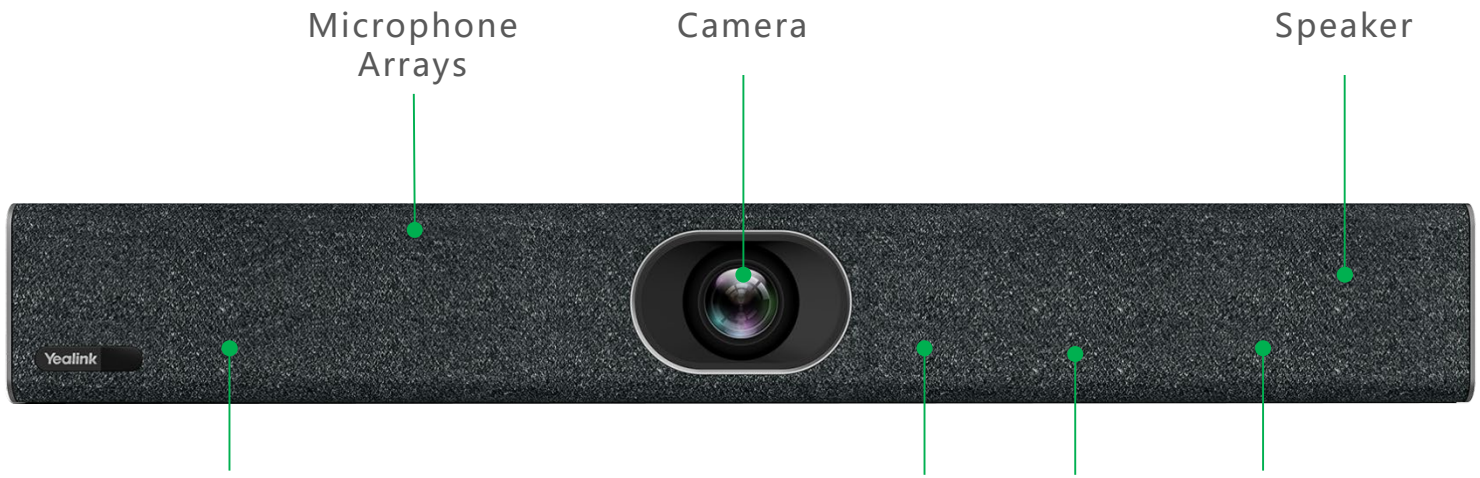
Why MeetingEye – Quality Audio



- **8 MEMS** microphone array, Stronger anti-noise and anti-reverb capabilities
- Smart array technology for **true full-duplex** calls

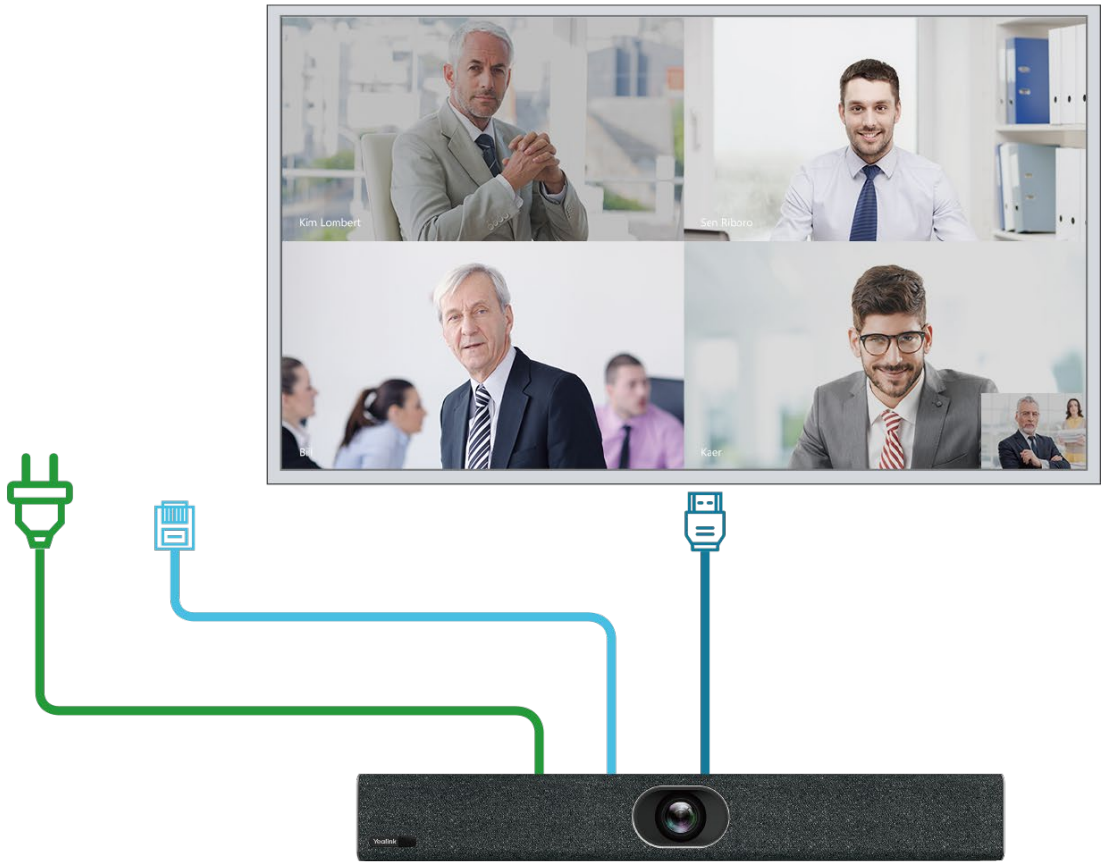
Why MeetingEye – Easy Deployment

All-in-one Design



Why MeetingEye – Easy Deployment

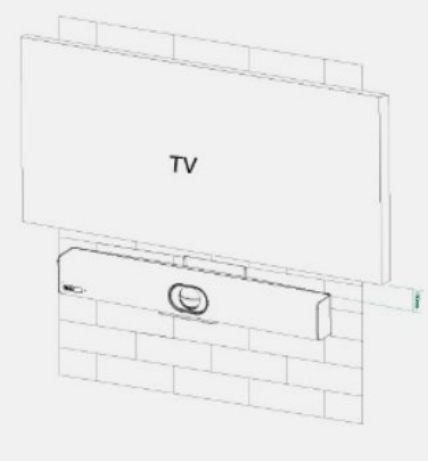
3 Cables for Simple Deployment



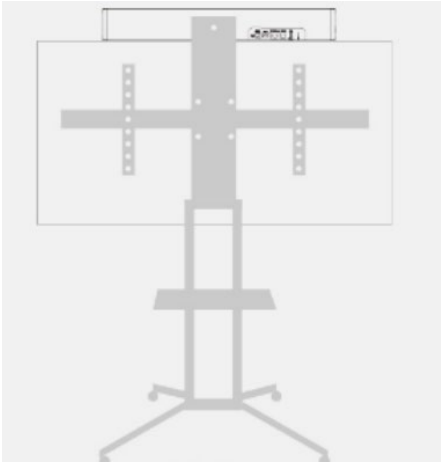
Why MeetingEye – Easy Deployment

3 Ways to Install and Deploy

Place on surface
(Provide 2 silicone pads for fixing)



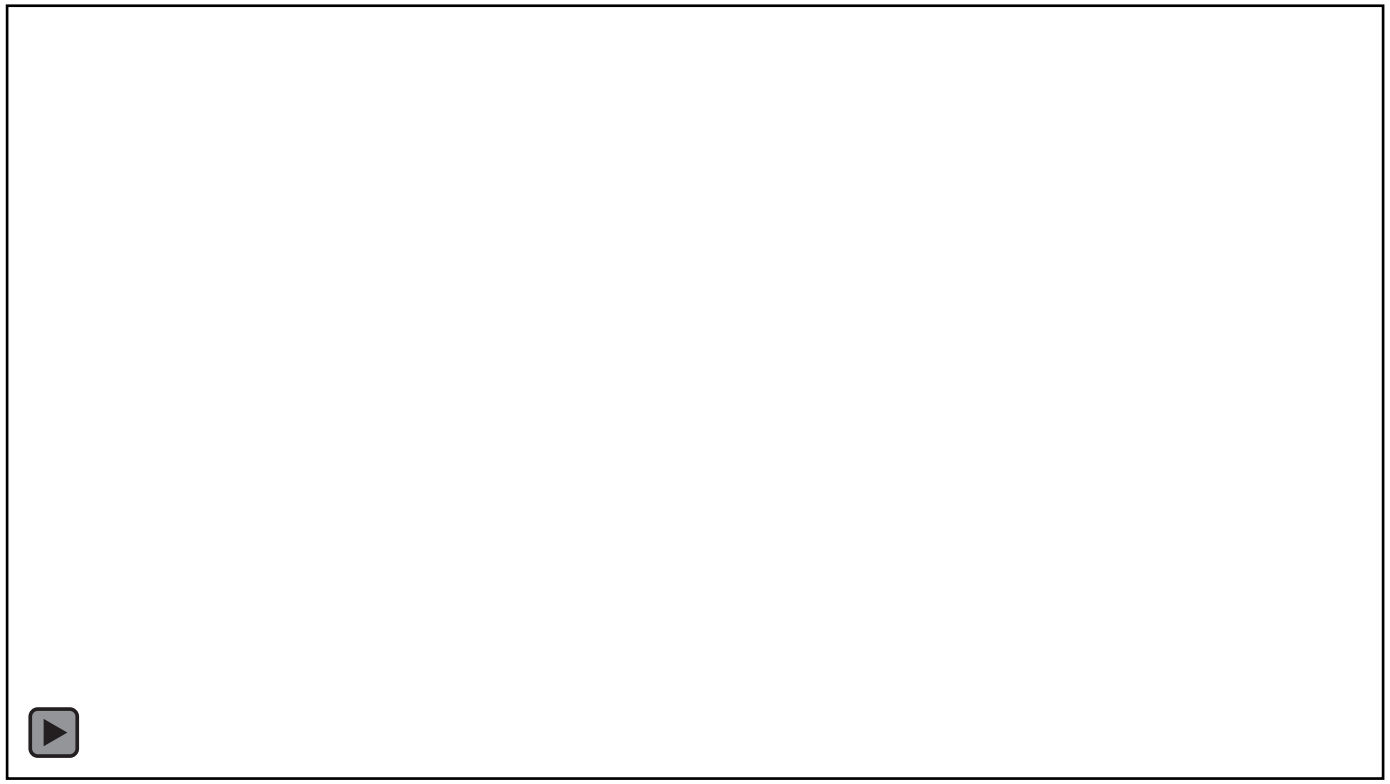
Wall Mount
（Standard）



TV Mount
（Optional）

Why MeetingEye – Reliable Protection

Automatic Lens Cap



Pricing Model—Basic Service

Item	Free	Standard	Business
For	Personal	SME	ME,MLE
Price (exclude import and local Tax)	0	AUD$16.00 / host / month	AUD$22.00 / host / month
		Minimum of 1 host	Minimum of 5 hosts
Max participants	100	100	300 (upgrade to 500 available)
Features	40-minute limit per meeting	Unlimited meetings and duration	All Standard features
	Instant or scheduled meetings	Reports and Statistics	Single sign-on*
	Chat	1GB of Cloud recording	1TB of Cloud recording
	Outlook plug-ins	Rest API	Company branding and customization*
Feature Comparison			
Instant or scheduled meetings	√	√	√
Unlimited meetings	√	√	√
Mac, Windows, iOS and Android	√	√	√
Join by browser	√	√	√
Resolution	1080P	1080P	1080P
Chat	√	√	√
Outlook plug-ins	√	√	√
Cloud recordings		1GB of cloud recording (upgrade available)	1TB of cloud recording (upgrade available)
H.323/SIP Room Connector option		√	√
Custom VMR ID		√	√
Microsoft Teams compatibility		√	√
Join from PSTN		√	√
Single sign-on (2020 H2) *			√
Company branding and customization (2020 H2)			√
Exclusive domain name (2020 H2) *			√

Pricing Model—Basic + Add-on Service

Model	Description	Unit	List Price
Yealink Meeting User-Standard Year Services	· Host up to 100 participants · Unlimited duration limit · 1GB of MP4 cloud recording · Custom Personal Meeting ID · Staring at 1 host	/Host/Year,	AUD$160
Yealink Meeting User-Business Year Services	· Host up to 300 participants · Unlimited duration limit · 1TB of MP4 cloud recording · Custom Personal Meeting ID · Single sign-on · Company branding · Privatized domain · Minimum of 5 hosts	/Host/Year,	AUD$220

Pricing Model—Basic + Add-on Service

Model	Description	Unit	List Price
Yealink Meeting YC-Connector Year Services	· Dedicated to a standard H.323/SIP endpoint · In order to purchase a Connector ,at least have one licensed user	Port/Year	AUD$579
Yealink Meeting YC-RTMP-10000 Services	· Based on the cumulative time of all viewers, starting at 10,000 mins · Perpetual 10,000 mins as 1 package	10000 mins	AUD$44
Yealink Meeting YC-Recording-100G Services	· Extra Cloud Recording Storage, starting at 100G · Perpetual 100G as 1 package	100 GB	AUD$44
Yealink Meeting YC-Webinar-500 Year Services	· 500 ports as 1 package · Up to 100 interactive video participants and up to 400 view-only attendees or up to 500 view-only attendees · Supports switching between the roles of interactors and viewers	/Year	AUD$3478
Yealink Meeting YC-Webinar-1000 Year Services	· 1000 ports as 1 package · Up to 100 interactive video participants and up to 900 view-only attendees or up to 900 view-only attendees · Supports switching between the roles of interactors and viewers	/Year	AUD$6086
Yealink Meeting YC-Teams Connector Year Services	Allows participants to join the Yealink Cloud Meeting or point-to-point calling via Teams terminal	/Year	AUD$464

Promotion (SIP Phone Channel)

Yealink Meeting Cloud Promotion

- Available to all SIP Phone channel partners
- Total phone sales will be calculated by the sales history at the end of each month
- Promotion includes sales of all SIP Phone models
- The **FREE HOST** licenses can be used internally by the reseller or can be on sold by the reseller (Total value of $110 per half year/per host; Free host quantity is limited to a maximum of 6 per month/per reseller)

Target: Sales/Month (QTY of Phone)	FREE Host Quantity (Business/Half Year)
10	1
20	3
30	6

Program valid from Sep 1, 2020 through Dec 31, 2020

Product Promotion

Benefits for Yealink Customer

Free Trial 30 DAYS! (worth AUD$16 per host)

Benefits for Purchasing

Buy 1 unit of VC200/VC500/VC800/M400/M600 package ➡ Free 1 year YM standard user license **(save AUD$160/ per host)**

Other Benefits for Register and Connection

Free to connect with MS Teams (save AUD$464/per year/per port) and other H323 video conference solution (worth AUD$579/per year/per port) for seamless and convenient meeting all in 2020

Program valid from Now through Dec 31, 2020

T&C APPLY

Q
A