One-Stop Solutions for Microsoft Teams

Empowering your Communication and Collaboration

Overview

01

Microsoft Teams Calling Solutions

02

Windows and Android MTR Updates

03

Why Partner with Alloy?

04

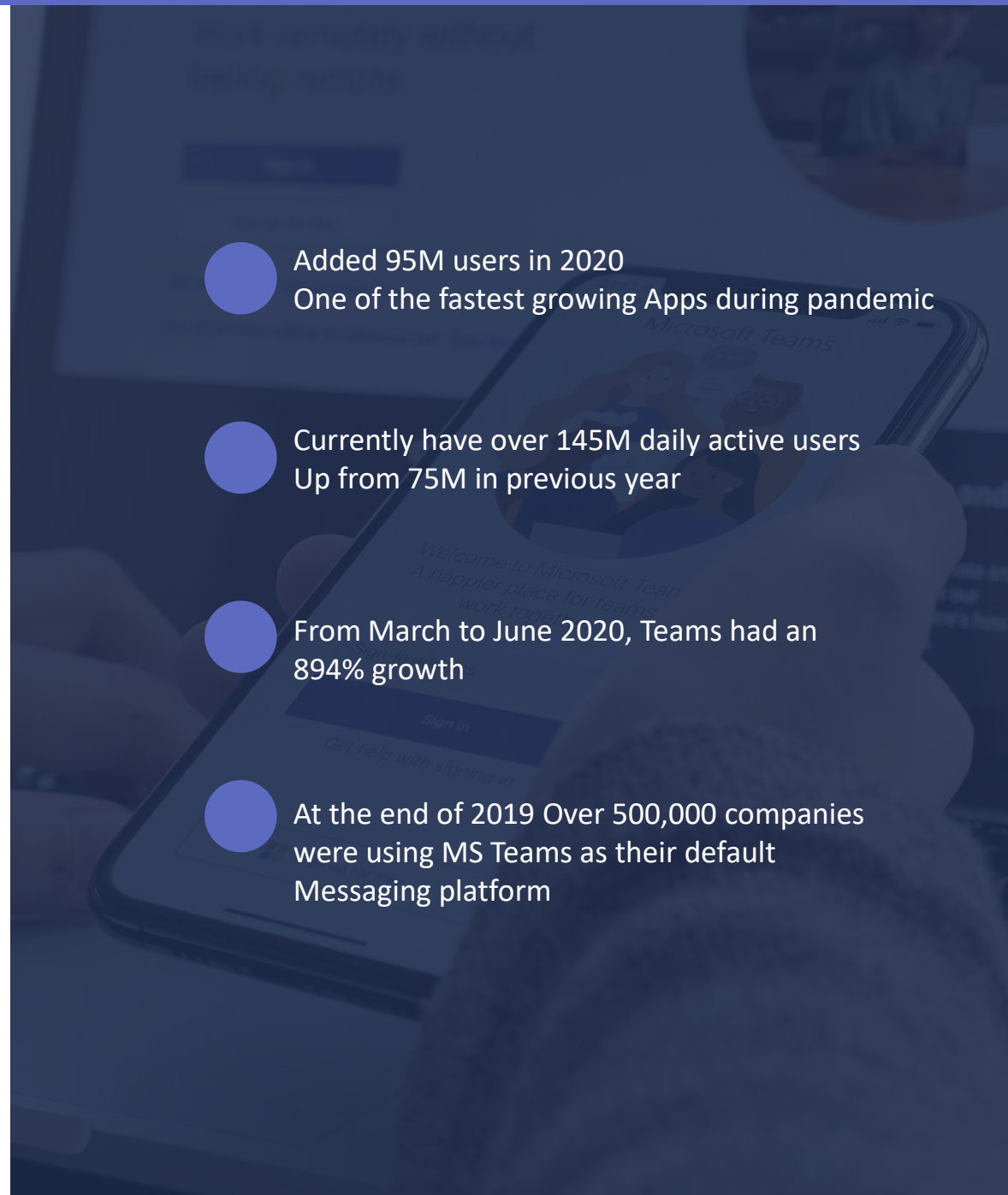
National Installation Services

05

EOFY Program

Microsoft Teams

Microsoft TEAMS				
Year	**Revenue (USD)**	**Organisations**	**Users**	**Minutes**
2017	$0.01 Billion	50,000	2M	
2018	$0.02 Billion	200,000	8M	
2019	$0.80 Billion	500,000	20M	
2020	$6.80 Billion		115M	
2021	400% increase		145M	4.1b in March



- Added 95M users in 2020
  One of the fastest growing Apps during pandemic
- Currently have over 145M daily active users
  Up from 75M in previous year
- From March to June 2020, Teams had an 894% growth
- At the end of 2019 Over 500,000 companies were using MS Teams as their default Messaging platform

Yealink

Microsoft Gold Communications Partner | Global Leading Provider of Unified Communication & Collaboration Solutions

TOP1

Ranks NO.1 SIP phone provider globally in 2018

60%+

Market share on Microsoft Teams Phone

80%+

Microsoft TOP55 customers are using Yealink

100+

Countries & Districts Coverage

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

One-Stop Solution

	Yealink	Poly	Crestron	Logi	Lenovo	AudioCodes	HP
USB Speakerphone	√	√					
USB Headsets	√	√		√			
Desktop Phone	√	√				√	
Conference Phone	√	√	√				
MTR for Windows	√	√	√	√	√		√
MTR for Android	√	√		√			
Video Phone	√				√		
Teams Scheduler Panel	√		√				
AI Speaker	√						

Benefits

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

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Yealink Voice Portfolio for Microsoft Teams

Comprehensive Portfolio for Every Space

Certified for
Microsoft Teams

Desk Phone
Conference Phone

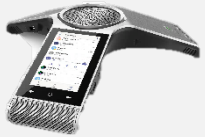
MP50 – USB Phone

MP54

MP56

MP58

VP59

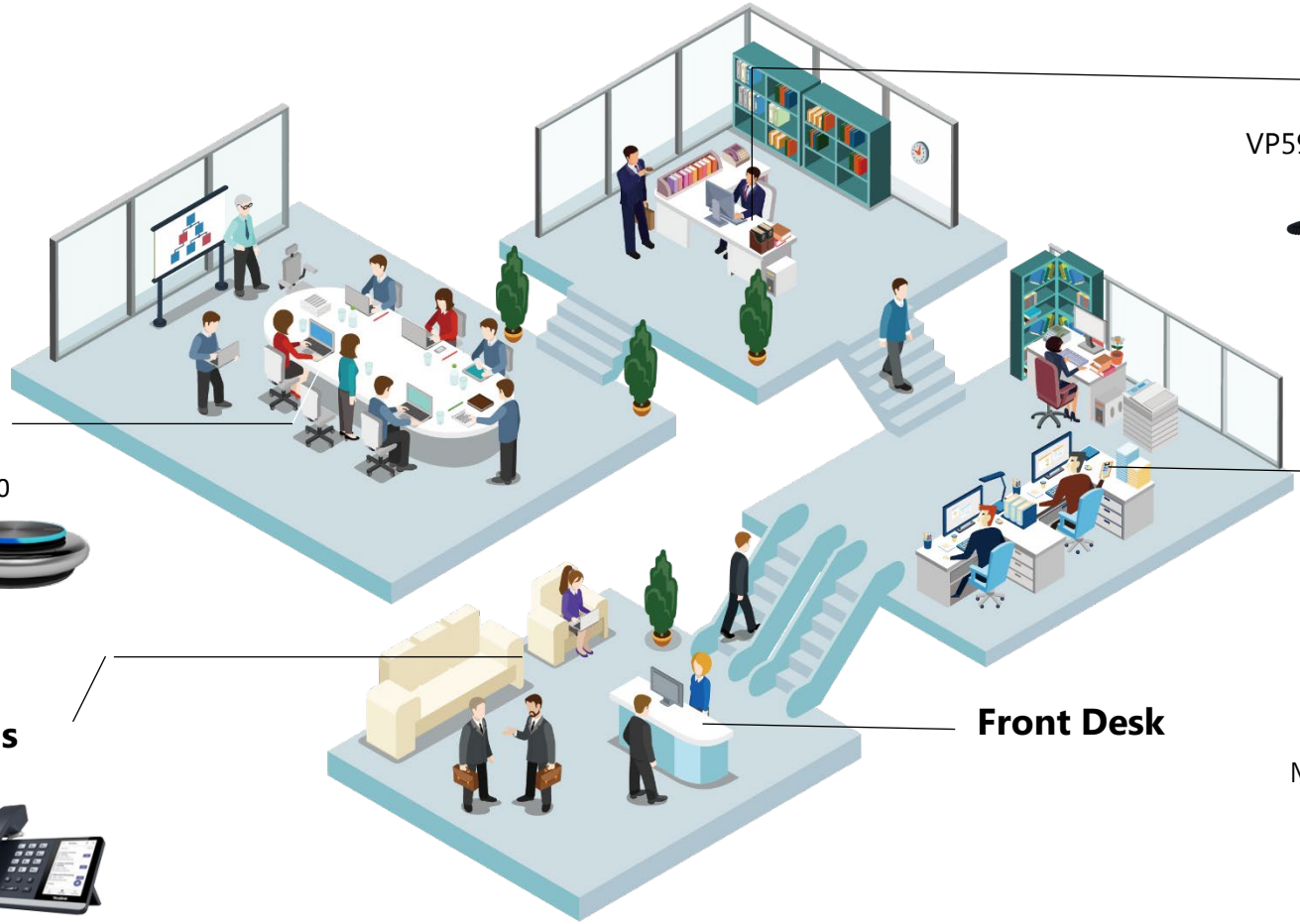


CP960

Yealink Voice Portfolio for Microsoft Teams

Comprehensive Portfolio for Every Space

Certified for Microsoft Teams



Executive

VP59

MP58

Team Collaboration

CP960-WM

CP900/700

General Office

MP56

Common Areas

MP54

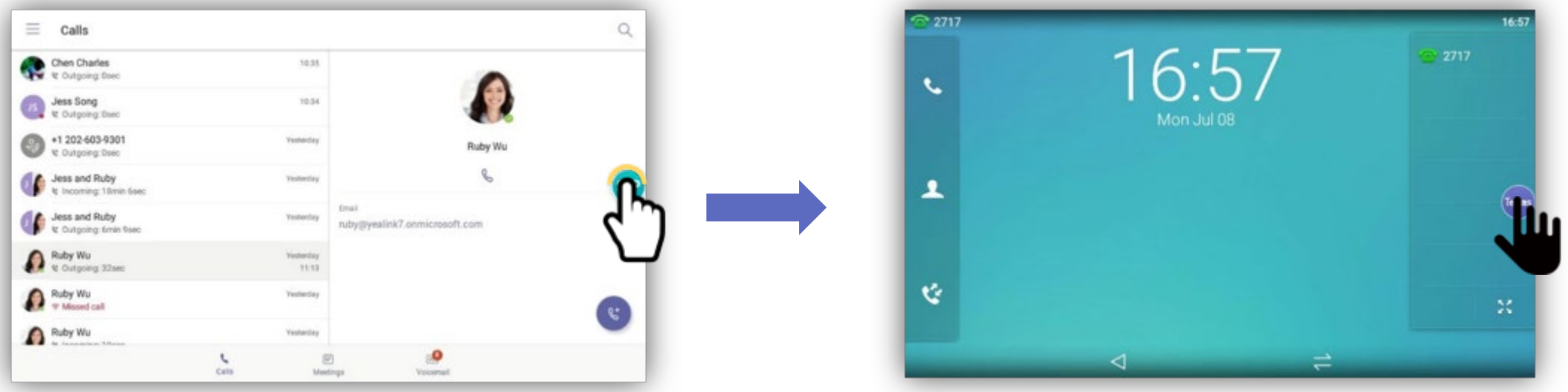
Front Desk

MP56

Teams and SIP Hybrid Mode

Experience SIP and Teams communications on a single phone

Certified for
Microsoft Teams



MP54 MP56 MP58 VP59 CP960

Yealink USB Cameras, Headsets and Speakerphones for Microsoft Teams

Certified for
Microsoft Teams

USB Camera
Headsets
Speakerphones

UVC30 Camera

UVC20 Camera

Speakerphone

Headset

Direct Routing solutions for Microsoft Teams

What's needed to enable Direct Routing with AlloyVoice?

- Suitable O365 license, recommend E1/A1 + Phones System, E3/A3 + Phones System or E5/A5 (Includes Phone System)
- Direct Route Calling plan with AlloyVoice, Rated or Unlimited plans
- New Phone Number(s) or port your existing Numbers
- Teams Certified devices, Headset or IP Phone

Teams Direct Routing Plan with

Rated Calls

$14.95 inc GST

per channel / per month

- Includes 1x DID
- Local Calls 10c per call
- National Calls 10c per call
- Mobile Calls 16c per minute
- 13/1300 33c per call
- International Calls from 1.9c per minute

Sign Up

Teams Direct Routing Plan with

Unlimited Calls*

$74.95 inc GST

per channel / per month

- Includes 1x DID
- Unlimited Local Calls
- Unlimited National Calls
- Unlimited Mobile Calls
- Unlimited 13/1300 Calls
- International Calls from 1.9c per minute

*Acceptable use policy applies

Sign Up

Teams Headset-UH34 & UH36

Certified for
Microsoft Teams

UH34

UH36

Mid end USB headset UH36 Mono/Dual for
Call center, office room, and personal space

HD Voice

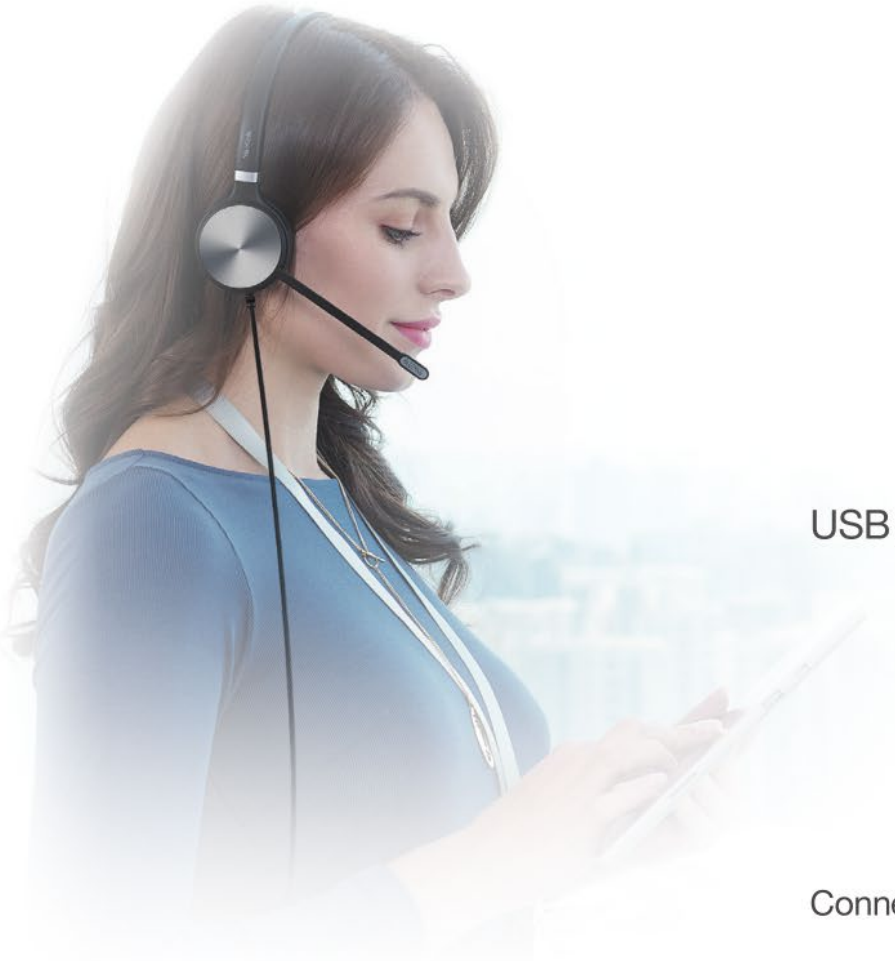
Noise-cancelling microphone
Eliminates background noise
Wideband speaker
DSP, dynamic EQ, Active protection technology

Excellent compatibility

USB & 3.5mm connection to PC, desk phone, mobile
USB control functions are fully compatible with Yealink T4S,T5 and further new products
Call control features supported: Answer/End a call; Volume up/down; Mute; Redial; Teams button and features
Teams compatible

Simple and Flexible Connectivity

Certified for
Microsoft Teams



Designed for Unified Communication, UH36 comes with USB and 3.5mm jack connectivity options, free to plug into various devices: IP phone, PC, tablet, and smart phone.

WH6x Series – Teams DECT Wireless Headsets

Certified for Microsoft Teams

WH62

Standard DECT Wireless Headset

Headset：Dual/Mono
- Yealink Acoustic Shield (2x Microphone)
- Busylight

Base：
- 2x USB Connection
- Ringer
- 2.5mm Port (for Busylight)

Optional Accessories:
- Busylight
- Neckband for WH63 Convertible Headset

WH63

Standard DECT Wireless Headset

Headset：Convertible
- Yealink Acoustic Shield (2x Microphone)
- Busylight

Base：
- 2x USB Connection
- Ringer
- 2.5mm Port (for Busylight)

Optional Accessories:
- Busylight
- Neckband for WH63 Convertible Headset

WH66

Yealink UC Workstation

Headset：Dual/Mono
- Yealink Acoustic Shield (2x Microphone)
- Busylight

Base：
- 1x USB3.0 Connection, Bluetooth
- 4-inch Touch Screen
- Hands-free Speakerphone
- 2-Ports USB 3.0 Hub
- Ringer
- 2.5mm Port (for Busylight)

Optional Accessories:
- Mobile Phone Wireless Charger
- Busylight

WH67

Yealink UC Workstation

Headset：Convertible
- Yealink Acoustic Shield (2x Microphone)
- Busylight

Base：
- 1x USB3.0 Connection, Bluetooth
- 4-inch Touch Screen
- Hands-free Speakerphone
- 2-Ports USB 3.0 Hub
- Ringer
- 2.5mm Port (for Busylight)

Optional Accessories:
- Mobile Phone Wireless Charger
- Busylight

Teams Certified SBC's

Teams certified SBC's for Direct Routing Solutions

Certified for
Microsoft Teams

PATTON
let's Connect!™

Patton Product Matrix

eSBC	Teams Sessions (approx.)	Transcoded Calls	Telephony Interfaces
Transcoding eSBCs (including Gateway eSBCs)			
SN5500*	100	Up to 16	All IP
SN5530	100	Up to 8	2,4,or 8 BRI
SN5540	100	Up to 4	2, 4, or 8 FXS/FXO
SN5550	100	Up to 4	BRI with FXS/FXO
SN5570	100	Up to 15	1 or 2 PRI
Non-Transcoding All-IP eSBCs			
* SN5501/4B/EUI	100	None	All IP
vSN (Virtual SmartNode)	500+ (hardware dependent)	None	All IP
SN5600	500	None	All IP
Gateways (Must have eSBC licenses installed)			
SN4130	100	Up to 8	2,4,or 8 BRI
SN4140	100	Up to 4	2, 4, or 8 FXS/FXO
SN4150	100	Up to 4	BRI with FXS/FXO

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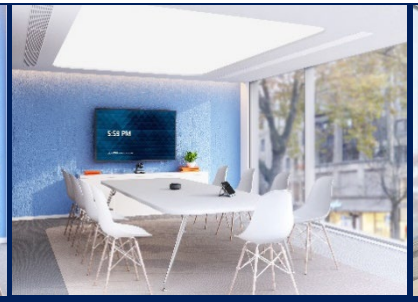
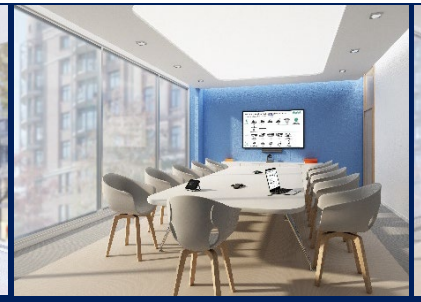
Yealink Video Device Solutions

Microsoft Teams Rooms system & BYOD Meeting Kit

Cover different size of meeting rooms	Focus and Small room	Huddle and Small room	Medium meeting room	Large meeting room	Extra-Large meeting room
MTR system on Windows	**MVC320**	**MVC400**	**MVC640**	**MVC840**	**MVC940**
MTR system on Android	**A20**	**A20 -** CTP18 touch panel	**A30 -** CTP18 touch panel		
USB-BYOD Meeting Kit	**UVC30-CP900-BYOD Kit**	**UVC40-BYOD Kit**	**UVC84-BYOD Kit**		





Yealink BYOD Solutions

UVC30-CP900-BYOD Kit

UVC40-BYOD Kit

UVC84-BYOD Kit

- **Bring your Own Device**
- Teams, Zoom, Webex, Google platform indendant
- **Single USB Connection**
- HDMI Connect via BYOD Box

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)

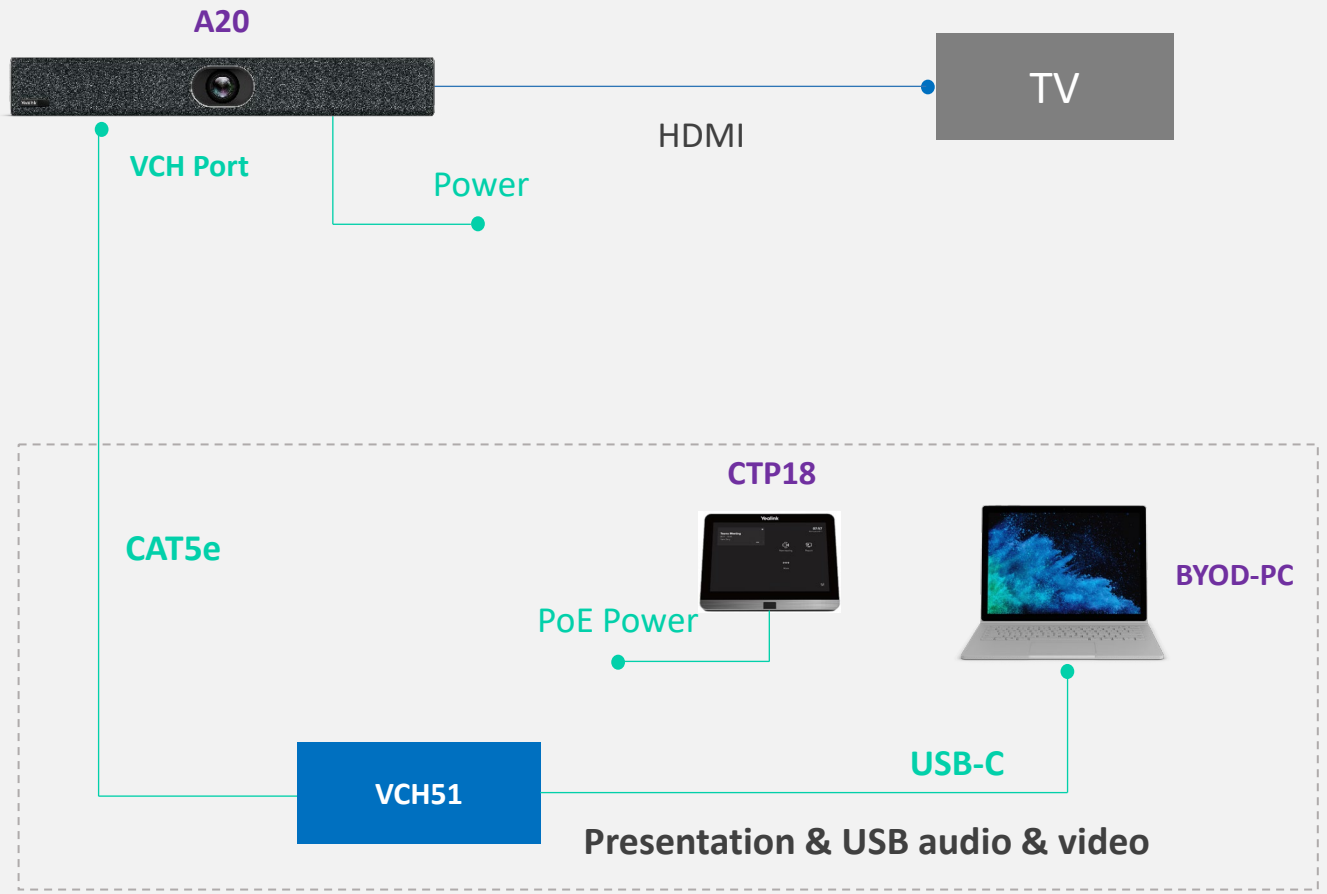
Yealink USB-BYOD Solution for A20/A30

Benefits of Yealink A20/A30 BYOD solution

- **Easily setup:** Use CAT5E cable from TV area to desktop, much easier deployment
- **One cable**: One USB-C cable implement presentation and BYOD mode, easy to switch mode on touch screen.

Time Plan

- GA in May, 2021



MVC II series room systems

Certified for
Microsoft Teams

MVC 400

Smart Video Meeting
AI Technology with Auto Framing and Speaker Tracking 20MP camera 133° wide-angle lens, a electric lens cap

Anti-noise & Full-Duplex Experience
With Yealink Noise Proof Technology
built-in 8 MEMS microphone arrays and speaker
full-duplex voice experience

Easy Setup for MVC400 System
Connect the MTouch II to the MCore mini-PC with CAT5E cable to finish the MVC400 deployment

| Huddle and Small Rooms (2-9 people)

MVC 640 II

4K/60FPS Video, Wide FOV
12x optical zoom, wide-angle lens, smooth and clear image, enable vivid face to face meetings.

MSpeech AI Speakerphone
Supports Microsoft Cornata, Voice Transcription, 6m voice pick up distance.

Instant Content Sharing
HDMI and Mini-DP input allows users to present content from laptops. For even more flexibility, simply plug in the USB Wireless Presentation Pod (WPP20) and share content with a single click.

| Medium Rooms (6-9 people)

MVC 840 II

4K/60FPS Video, 12x Optical Zoom
12x optical zoom without image quality loss, smooth and clear image, enable a vivid face to face meetings.

Array Microphone, Cascade Connection
Built in 3-microphone array, 20 feet voice pickup range. Cascade connection up to 4 units.

Instant Content Sharing
HDMI and Mini-DP input allows users to present content from laptops. For more flexibility, simply plug in USB Wireless Presentation Pod (WPP20) to share content with a single click.

| Large Rooms (10-20 people)

MVC 940 II

Multi Camera Solution, Easy to Switch
UVC80 camera hub integrates up to 9 cameras working together.

Work with existing audio system
Work with Microsoft Teams certified audio components. reduce your equipment expenses, but ensure you have the optimum combination of equipment.

Instant Content Sharing
HDMI and Mini-DP input allows users to present content from laptops. For more flexibility, simply plug in the USB Wireless Presentation Pod (WPP20) to share content with a single click.

| Extra-large Rooms (>18 people)

Yealink USB-BYOD Solution for MVC Teams Room Systems

Benefits of Yealink BYOD solution

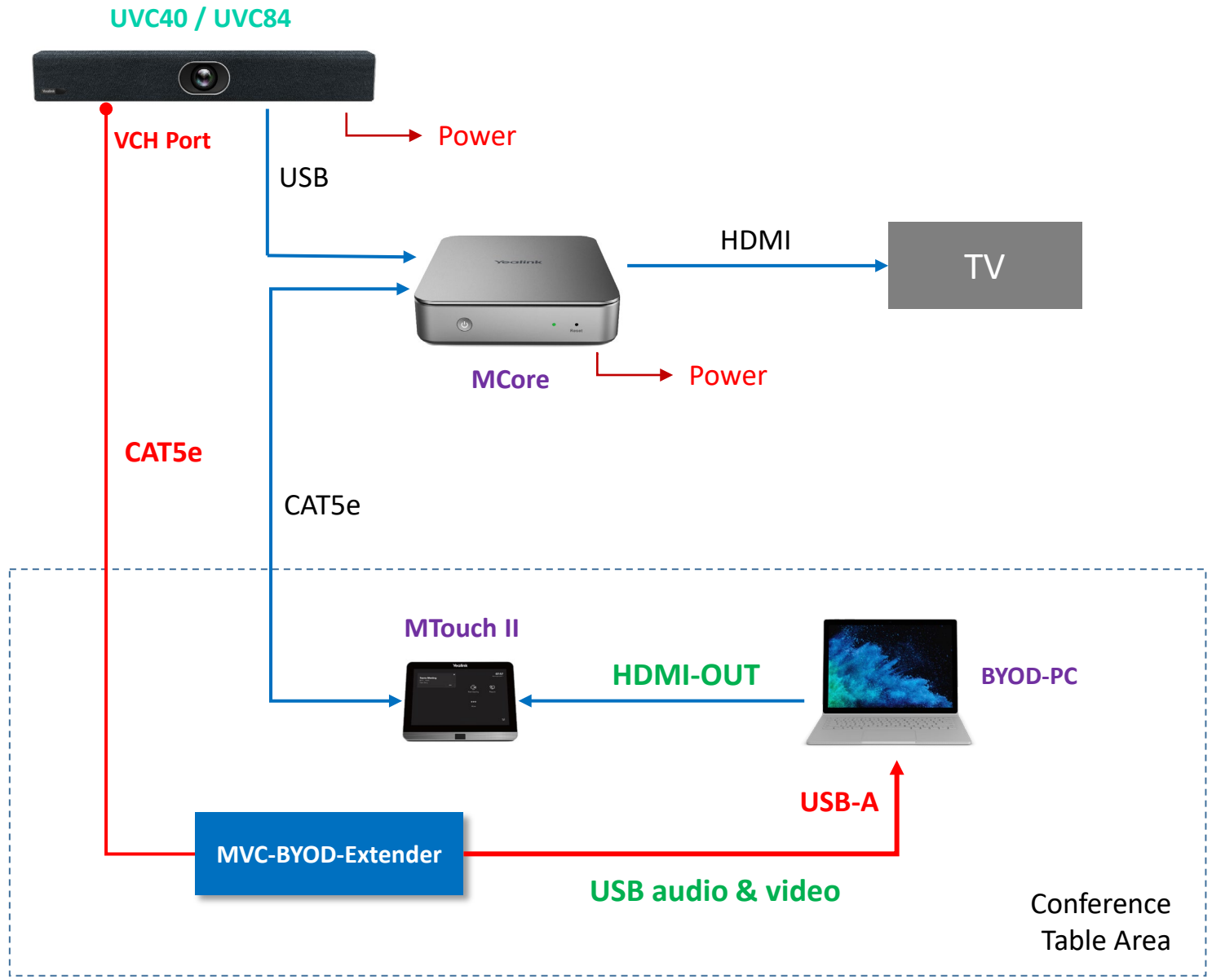
- **Easily setup:** Use CAT5E cable from TV area to desktop, much easier deployment
- **One cable**: One USB-C cable implement presentation and BYOD mode, easy to switch mode on touch screen.

Supported MVC Systems

- **MVC400, MVC840 and MVC940(AV-Hub)**

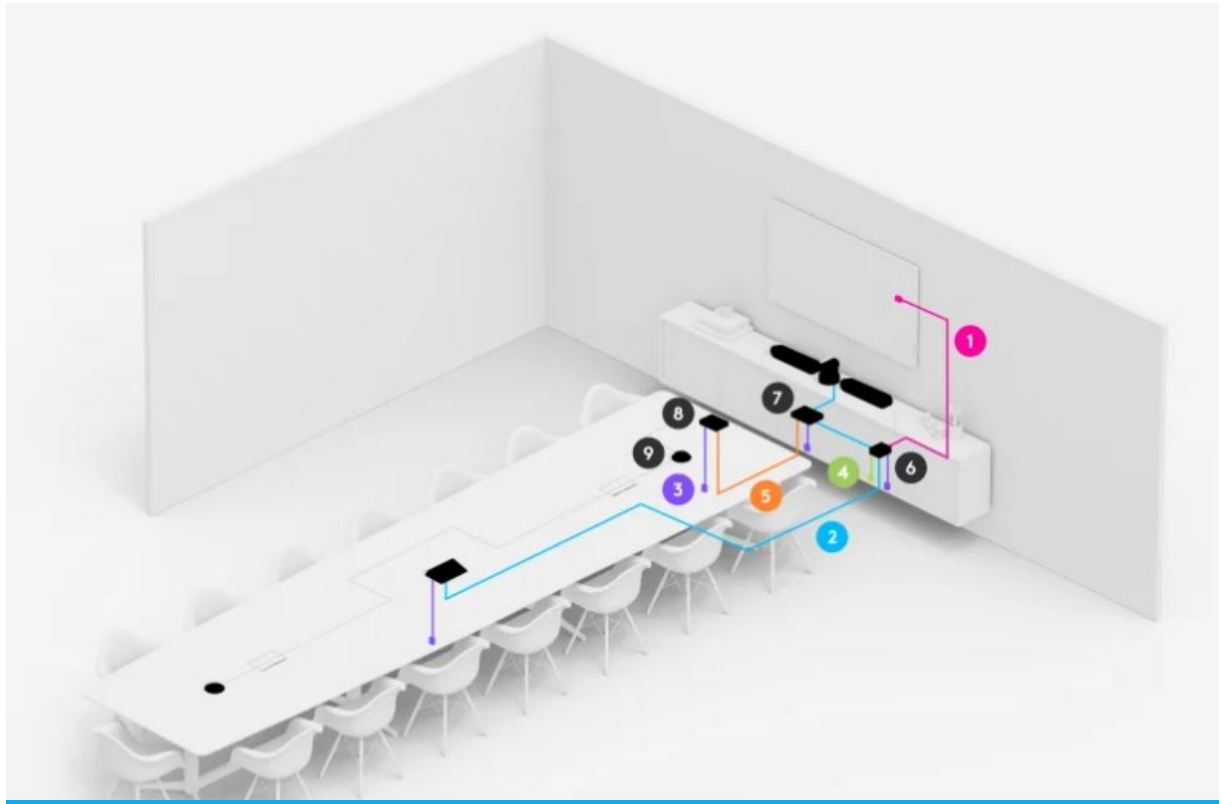
Time Plan

- GA in May, 2021

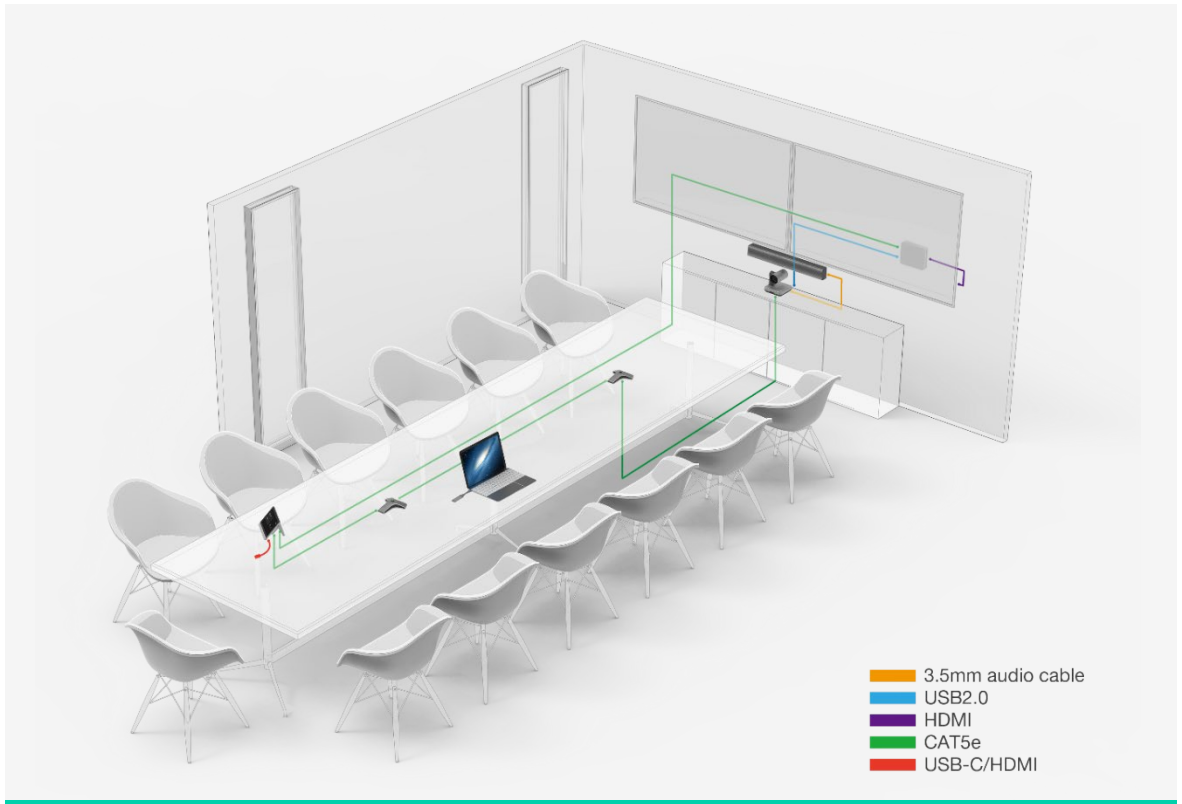


Easy Deployment | One CAT5e Cable Technology

- Yealink MTR system - Only **one CAT5e cable** connecting the table area and TV area for a clean tabletop
- Compared with USB cable (Other vendors' solutions), Yealink CAT5e cable can be extended **up to 30 meters and costs much less**



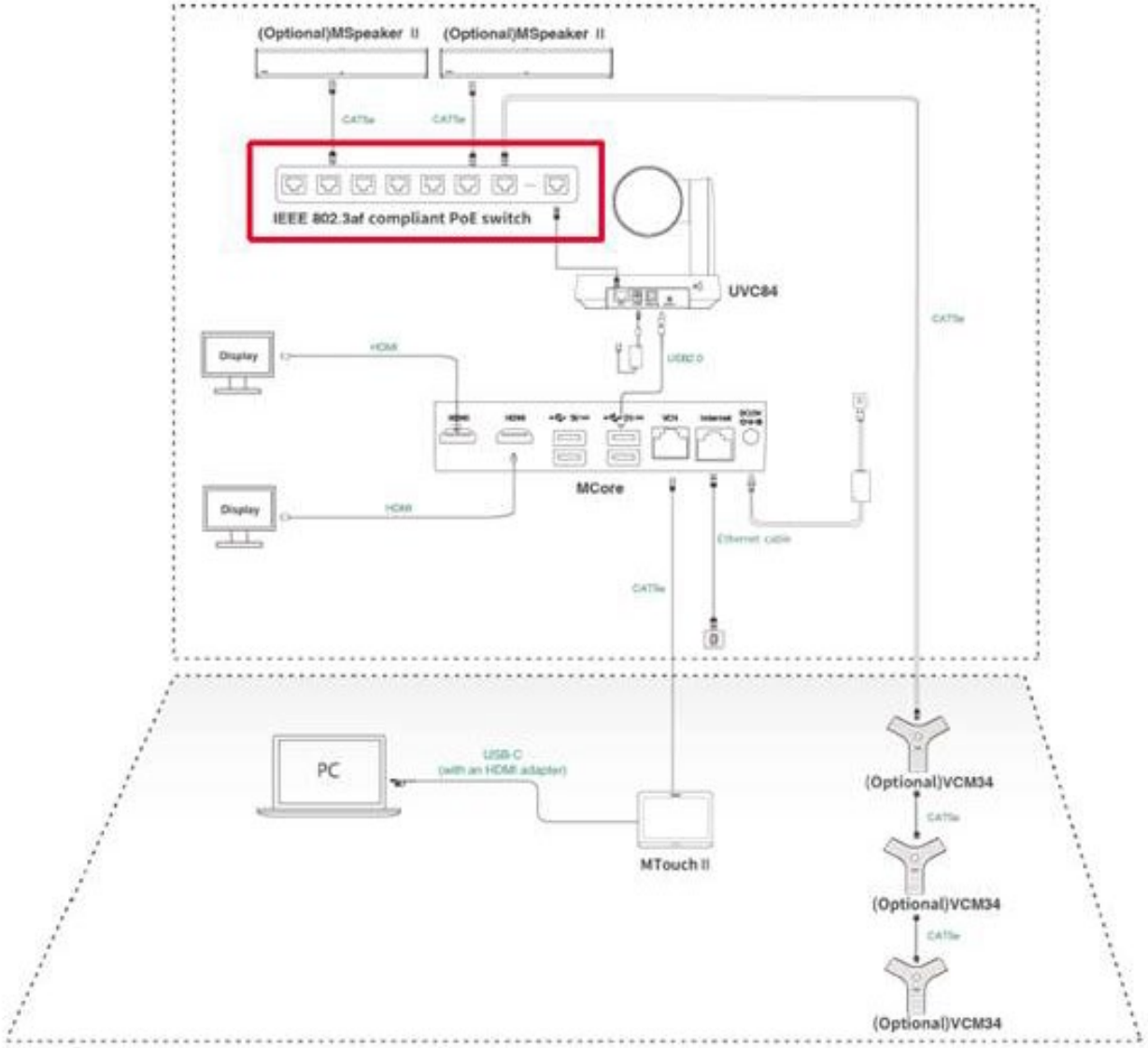
More than 5 cables



Yealink - Within 2 cables from TV to table area

Easy Deployment | CAT5e Cable Technology

- Audio and Video devices can all be Ethernet connected
- Up to 4x Mspeaker-II
- Up to 6x VCM34
- Up to 8x VCM38



AI-powered video and audio experience

Intelligent speakerphone

Voice Recognition

Voice Transcription

Cortana

Translation

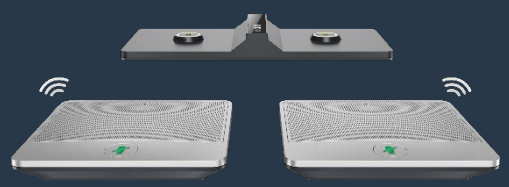
…

Flexible Audio Options

MSpeech

- 6+1 beamforming mic array for AI speech
- Built-in 3 mic array for meeting audio
- 20(6-meter) voice pickup range
- Full-duplex technology
- Yealink Noise Proof Technology
- Mute and Volume control button with LED
- Power supply by USB
- AI Features （Microsoft Cortana，Microsoft Transcription）

CPW90 Wireless Mics

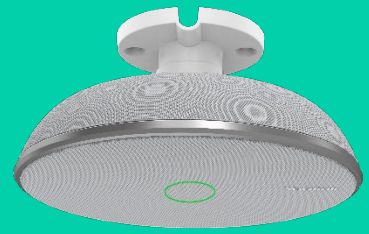


- DECT technology, stable audio quality
- Supports up to 4 units
- 10ft/3m voice pickup range of every mic unit
- Built-in Li-battery, 11 days standby, 19hours talking time
- Charging dock, charging any time
- Echo Cancellation

VCM34 Array Mic

- Built-in 3-microphone array
- 20ft(6m)/360° voice pickup range
- One CAT5 cable for power and audio
- Every unit has in & out port, cascade connection up to 6 units
- Yealink Noise Proof Technology
- Mute button with dual-color LED

VCM38 Ceiling Mic

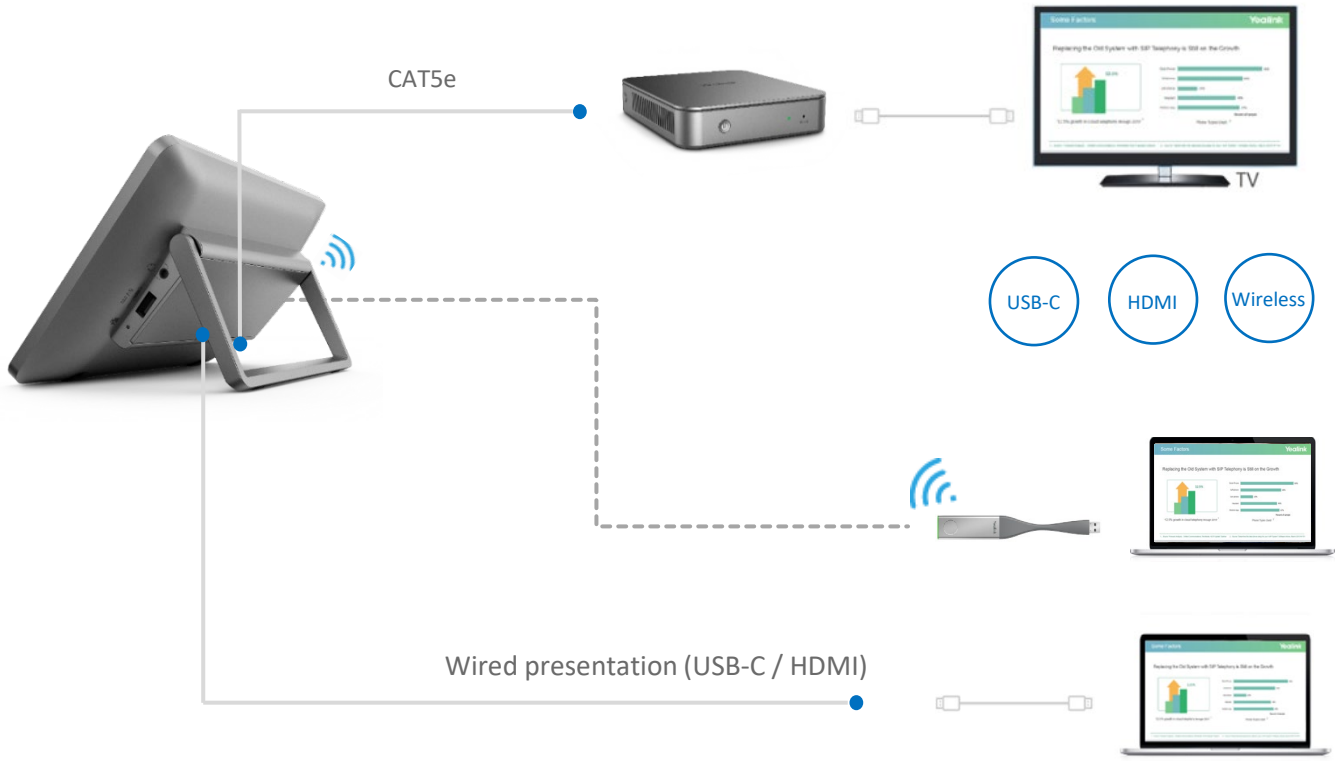


- Built-in 8-microphone array
- Supports up to 8 units
- 13ft (4m)/360° voice pickup range
- One CAT5 cable for power and audio
- Yealink Noise Proof Technology
- Echo Cancellation

Wireless Content Sharing

MTouch II + WPP20

- 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
- Smoothly switch between wired presentation and wireless presentation

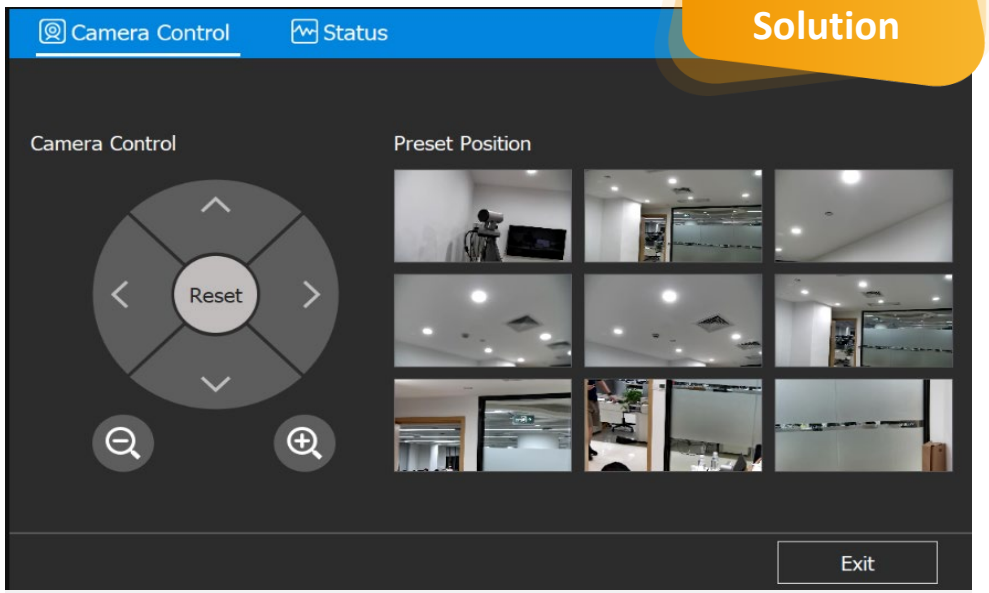


Specific Camera Control Solution

MTouch II camera control

- Yealink Plug-in on Touch Console for Camera Control
- Unified meeting control with integrated Camera Control Plug-in on MTouch II
- One touch to switch any preset

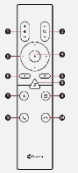
Differentiated Solution



· No need additional remote, integrated PTZ and Presets on MTouch II

· **Support presets** feature and Auto Framing feature switch on/off

· **Status of peripherals**



Logitech Polycom

Control camera only with the controller

Extra-large Room Solution

MVC940 for Training Rooms and Classrooms | up to 30 people

Multi-Camera Solution, Camera layout

With camera hub, connection up to 9 cameras
camera control plug-in, set camera layout as surround, division or full screen
UVC30 content camera for whiteboard collaboration

Powerful Audio Solution

MVC940 can work with up to 8 VCM38 and 4 MSpeaker II, providing a powerful audio solution for extra-large room.

Instant Content Sharing

MTouch II with either USB-C or HDMI input allows users to present content from a laptop. Wireless presentation for even more flexibility with WPP20

UVC86 dual-eye Camera for Medium and Large Rooms

4K/90°/12X optical PTZ camera

4K/120° digital zoom camera

Key SPEC:

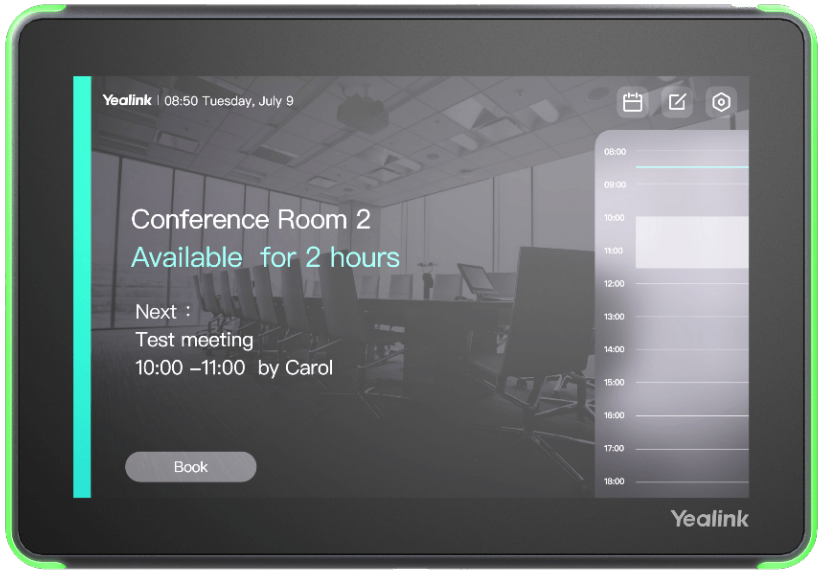
- **Dual-eye camera system** for better tracking and video quality
- **4K/90°/12X optical PTZ**
- **4K/120°/3X digit**
- Built in 6 MEMS mics for Speaker Tracking
- Send single-stream/dual-stream or PIP video to remote

AI Features

- Auto Framing
- Speaker Tracking

July 2021

Teams Scheduling Panel



Key SPEC:

- 8.0 inch with LED background illumination
- Android 9 tablet
- Check schedule and book meeting for the room with ease
- Automatically book or release meeting room by walking in or out of the space with Yealink occupancy sensor
- Wall mountable (around the entrance of the room)
- Supports PoE

May-2021

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Why Partner with Alloy?

Pre-Sales Consulting Services

POC

Proof of concept

loan and demo gear

Various Delivery Options

Drop Ship

Installation Services

Vendor Certified

Reseller Training

Bespoke End User Training

Local Warranty and Replacement Parts

Room Readiness Assessments

After-sales Technical Support

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Nationwide Installation Services

- Room Readiness Assessments: determine what is needed to provide a professional Audio & Video experience in your meeting spaces
- Professional Installations: Installation of audio and video gear, to cater for bespoke customer requirements
- Configuration: Setup of your Teams equipment
- Ongoing Support: After sales support, Remote and Onsite

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EOFY Program

EOFY UH36-D Headset Promotion

~~$83~~ NOW

$69

MOQ 10 Units

Ends July 15th

Alloy Sales Team: sales@alloy.com.au