



Introducing Yealink Phones

Introduction

IPitomy has partnered with Yealink to expand our features, improve our quality and generally update the product line.

Yealink has become a market leader by developing and specializing in the development of SIP phones and advanced IP communications products from SIP phones to video conferencing platforms.

They maintain a number 1 position in market share across the globe and are number 2 in the US. Polycom is number 1 in the US. Yealink is fast developing a reputation and product line that may put them in the number 1 position very soon.



Webinar Agenda

- Quality Metrics
- T2 Line
- T4 Line
- Product Substitution
 - IP620
 - IP320
 - IP290
- IPitomy/Yealink
 - Licensing
 - Configuration
- Selling IPitomy/Yealink
 - Presentation
 - Options
 - Margins

Quality Metrics

- **MTBF - Mean Time Between Failure**
 - Exceeds Industry Standards
- **ESD - Electrostatic Discharge**
 - Exceeds Industry Standards
- **Surge Protection**
 - Exceeds Industry Standards

Phones T2 and T4 Lines

The two Yealink lines are differentiated on price and appearance. The products can be mixed without problems. Each product line has a distinctive appearance so customers may prefer to use all one line or higher end phones in the T4 line for executives and lower priced color screen phones in the T2 line for standard workers.

- T2 – general users to executives. Lower cost.
- T4 – general users to executives with an elegant design

T2 Models

T29G

- Gigabit Ethernet
- Large TFT Color Screen*
- 27 programmable keys
- 16 SIP accounts*
- 2 position stand
- Exceptional Speaker Phone Audio Quality*
- Optional WIFI – Requires WF40*
- Optional Bluetooth – Requires BT40*
- EHS Headset – Requires EHS36
- No Paper Labels
- Wall Mountable*
- Two Year Warranty*



*Exceeds IP 620 Specs

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T2 Models

T27G

- Gigabit Ethernet*
- Large Graphic LCD Screen*
- 27 programmable keys*
- 6 SIP accounts*
- 2 position stand
- Exceptional Speaker Phone Audio Quality*
- Optional WIFI – Requires WF40*
- Optional Bluetooth – Requires BT40*
- EHS Headset – Requires EHS36*
- No Paper Labels*
- Wall Mountable
- Two Year Warranty*



*Exceeds IP320 Specs

T2 Models

T2iP E2

- Backlit Graphical LCD Screen
- 2 SIP accounts
- 2 position stand
- Exceptional Speaker Phone Audio Quality*
- Wall Mountable
- 10/100 Ethernet
- Two Year Warranty*

*Exceeds IP290 Specs



T4 Models

T48S

- Gigabit Ethernet
- 7" 800 x 480-pixel color touch screen with backlight*
- 29 programmable touch screen keys*
- 16 SIP accounts*
- 2 position stand
- Exceptional Speaker Phone Audio Quality*
- Optional WIFI – Requires WF40*
- Optional Bluetooth – Requires BT40*
- EHS Headset – Requires EHS36
- No Paper Labels
- Wall Mountable*
- Two Year Warranty*



*Exceeds IP 620 Specs

IPITOMY®

T4 Models

T46S

- Gigabit Ethernet
- 4.3" 480 x 272-pixel color display with backlight*
- 27 programmable keys
- 16 SIP accounts*
- 2 position stand
- Exceptional Speaker Phone Audio Quality*
- Optional WIFI – Requires WF40*
- Optional Bluetooth – Requires BT40*
- EHS Headset – Requires EHS36
- Up to 6 Expansion Modules
- No Paper Labels
- Wall Mountable*
- Two Year Warranty*



*Exceeds IP 620 Specs

T4 Models

T40P

- Backlit Graphical LCD Screen
- 2 SIP accounts
- 2 position stand
- Exceptional Speaker phone Audio Quality*
- Wall Mountable
- 10/100 Ethernet
- Two Year Warranty*

*Exceeds IP290 Specs



Product Substitution

- **IP620**
 - **T27G – Gigabit Ethernet, No Color Display but lower cost if gigabit Ethernet is the primary consideration for purchasing an IP620. 2 year warranty. Enhanced Speaker Phone.**
 - **T29G – Straight out replacement, More SIP Accounts, Enhanced Display, Enhanced Speaker Phone, 2 Year Warranty**
 - **T46S – Enhanced styling, Enhanced Display, Enhanced Speaker Phone, 16 SIP Accounts, 2 Year Warranty**
 - **T48S - Enhanced styling, Large 7” Touchscreen Display, 29 Programmable Touch Buttons , Enhanced Speaker Phone, 16 SIP Accounts, 2 Year Warranty**

Product Substitution

- **IP320**

- T27G – Gigabit Ethernet, 2 year warranty, Enhanced Speaker Phone, 27 Programmable Keys, No Paper Labels, 6 SIP Accounts
- T29G – 16 SIP Accounts, Color Display, Enhanced Speaker Phone, 27 Programmable buttons, No Paper Labels 2 Year Warranty

Product Substitution

- **IP290**
 - T27G – Gigabit Ethernet, 2 year warranty, Enhanced Speaker Phone, 27 Programmable Keys, No Paper Labels, 6 SIP Accounts
 - T21P E2 – Enhanced Speaker Phone, Programmable Soft Keys, 2 Year Warranty
 - T40P - Enhanced styling, Enhanced Speaker Phone, Programmable Soft Keys, 2 Year Warranty

Yealink Licenses

To take advantage of IPitomy Auto Discovery and configuration and centralized control of all the phones in the PBX, a Yealink license is required. Includes Mass Editing, Auto Discovery and support for creating configuration files and button mapping. Allows phones to be configured remotely.

- **Yealink-A License**
 - Only available with phones purchased through IPitomy
 - Less expensive
 - 2 Year Warranty
- **Yealink-B License**
 - Provides the same features as the A License, but is available for phones not purchased through IPitomy.
 - More Expensive
 - No IPitomy support on phones
- **Open License**
 - Can be used for Yealink Phones purchased from a third party where centralized and remote phone configuration is not required.
 - No IPitomy Support on phones

Configuration

Configuration for PBX Systems equipped with Yealink Licensing is just like the existing IPitomy configuration process.

Auto Discovery

Mass Editing

Programming Phones Remotely

Fast Installs

Provisioning of Remote phones

Selling IPitomy With Yealink

- Sell as a Bundled System
- Mark-up phones modestly, and bundled with install and support
 - Remember, SIP Phones are a commodity item
- Put markup on the PBX, Support and Labor
- Your selling price can result in the same margins you have always had, just make sure you itemize the labor and support so the phone prices are reasonable.

Presentation

- Be sure to install Yealink phones in your demo room and/or office so you are familiar with them
- An IPitomy Sales Rep will be happy to assist with a webinar for your customer as you get more familiar with the products.
- IPitomy has no published pricing on the Internet. We recommend you not mention the brand name of the phones. This will help avoid and pricing conflicts with Internet seller.

Conclusion

- All of the substitution phones have additional benefits that were not available before.
- Increased Speaker phone Quality
- Increased Manufacturing Quality
- We now have a choice of 6 phones, 4 color display phones and 4 gigabit phones.
- 4 of the models are Gigabit phones. Since prior to having a lower cost gigabit phone (T27), customers were forced to purchase more expensive IP620 phones to get gigabit. It is now possible to replace some of those phones with a lower cost product lowering the cost of the entire installation.