

Yealink Room System POC Program

Country: Worldwide

Eligible Customers: 20 room+

Available Date of Application: On-going

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End Customer Benefits

1-2 Room System Trial Devices with Yealink and Yealink partner services including solution training, room account set up, demo MTR deployment, and more.

Room opportunity	Room Deployment	Services
20~50 rooms	1	<ul style="list-style-type: none"> Evaluate User Scenario MSFT&YL MTR Solutions Training Room Account Setup Live Demo MTR Deployment Room Design
50 rooms+	1~2 (depending on customer need)	

POC Scenarios	Device Offer to the Customer
Customers purchase the demo device	In the trial, customers can purchase the demo devices with MSRP 40% off discount from Yealink/Yealink partner
Customers borrow the demo device	For the trial, customers can borrow the demo device by free from Yealink/Yealink partner, but should return the demo devices to Yealink/Yealink partner after the trial
Customers get the demo device	<p>In the trial, customers can get the demo devices by free under the conditions:</p> <p>-NA: 1 free demo device: 50~100 rooms potential + expand over 20 rooms in 90 days (after the trial) 2 free demo devices: 100+ rooms potential + expand over 20 rooms in 90 days (after the trial)</p> <p>-Other regions: It depends on the specific project situation, please contact the sales representative for the details</p>

POC Process Overview

