

Yealink

Yealink **Intelligent** MTR Solution

René Hrbek

hrbek@atlantis.cz



Personal Communication
Solution



Video Conferencing
Solution



Unified Communication
Solution

Update the Achievements of Yealink in 2023



- ~**600M** USD revenue
- **45%** MTR growth of sell-through in 2023
- Global **TOP5** Room System Device Vendor*, leading in EMEA market
- 2500+ employees, 55% are engineers
- Continue to invest to the AI technologies

Yealink one-stop Teams Certified Devices Solution

covering every workspace and catalog

Teams Rooms
on Windows

MVC S40

Small to Medium Room



NEW

MVC S60

Intelligent Medium Room



NEW

MVC860

Large Room



MVC S90

ProAV Room



Intelligent / Immersive

Teams Rooms
on Android

MeetingBar A10

entry-level



MeetingBar A20

Small



MeetingBar A30

Medium



DeskVision A24

Phone Room /
Manager office /
Hot-desking



Easy / good price

MeetingBoard 65/86
Small-to-large rooms

Price from \$899

Room IoT

Room Scheduling Panel

8-inch /10-inch



Room Sensors



USB Peripheral

UH Series

USB-Wired



WH Series

Wireless Headsets



BH Series

Bluetooth Headsets



UVC Series

Webcams and PTZ Cams



Teams Rooms
on Android

MP54



MP56



MP58



VP59



CP965



Benefits of Yealink MTR Solutions

Complete

Single-vendor solution cover from huddle to ProAV rooms

AI Powered

Intelligent camera and audio

Pro-level

but still

Simplify

For installation and use.

Wireless

Presentation, Microphone.

Yealink 3rd-Gen MTR-Windows Portfolio

3rd-Gen Base Kit

NEW

MCoreKit-C0

- MCore Lite
- MTouch E2

Entry-level



MCoreKit-C4

- MCore Pro
- MTouch E2



MCoreKit-C5

- MCore Pro
- MTouch Plus
- RoomSensor



Standard Package

MVC340-C0-000
< \$1,500

NEW



MVC640
\$3,799



MVC860-C5
\$5,999



S Package Enhanced Intelligent Experience

MVC S40
 Small

NEW



MVC S60
 Medium



MVC S90
 ProAV



ProAV Accessories

Skysound CM20
 Ceiling Mic
\$999

NEW



Skysound CS10
 Ceiling Speaker
\$399

NEW



Multi-Touch Console



BYOD-Extender



MShare E2



Yealink 3rd-Gen MVC Series Built the **Teams IntelliFrame** Experience cover all Room Spaces



MVC S40
Small-to-medium



MVC S60 with Copilot
Medium



MVC S90
Large & ProAV

Yealink 3rd-Gen MCore Pro Kit Improvement



MCore Pro v2

- Intel 11th-gen chipset
- 3x HDMI-out
- CEC supported for every HDMI
- Built-in **EDID** module
- 5K and **21:9** resolution
- One-cable technology, dedicate port for one CAT5E cable connect to MTouch



MTouch Plus

- 11.6-inch 1080p IPS screen with nearly 90% screen-to-body ratio
- Flexible desk and wall-mounted deployment
- Optional **PD power** supply for powering laptops when sharing screens
- Multi Touch console control
- Wired + Wireless sharing

MCore Lite, Low-cost MTR-W

GA: April 2024



MCoreKit-C0 **\$999**

SPEC and Benefits

- Intel 11th-gen **i3** chipset
- **1x** HDMI-out
- One-CAT5E connection
- 8-inch Touch Console with motion sensor

IntelliFrame for Small Rooms

Eyes more, intelligent more.



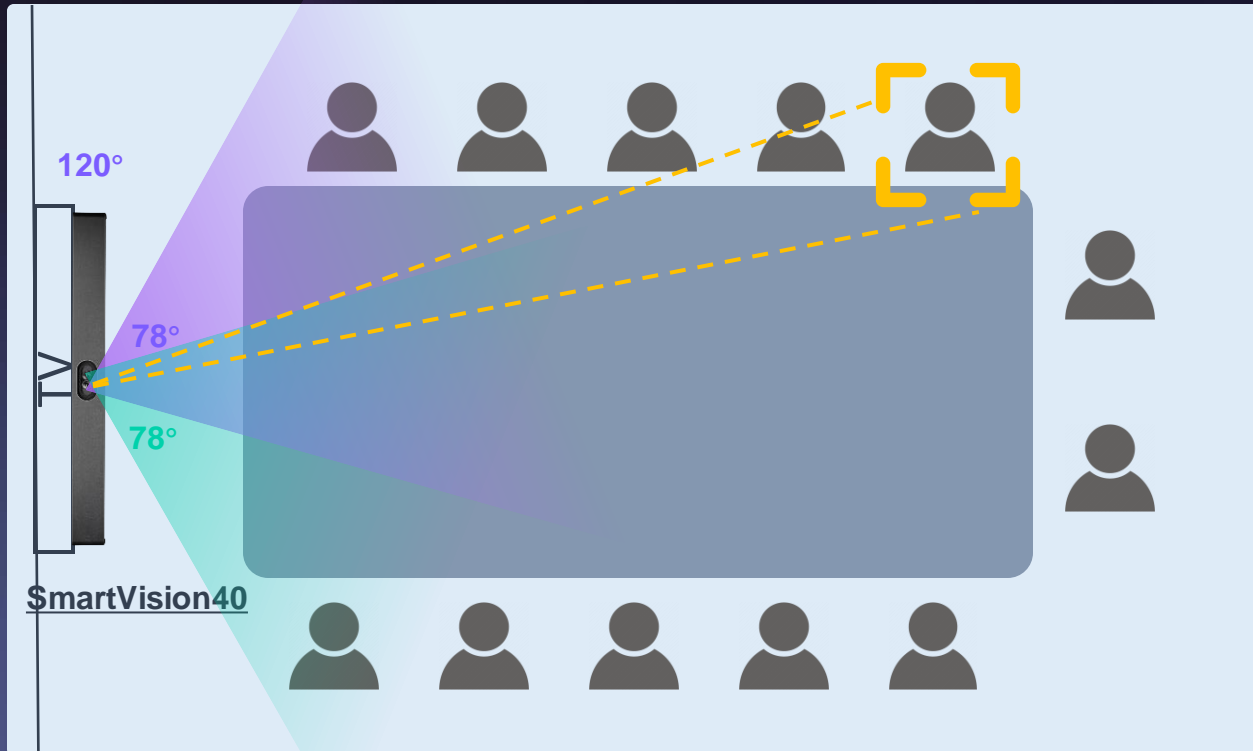
Performance and SPEC

- Dual **48MP** cameras, DFOV 120° enables sharp image and wide coverage at the same time.
- **8** beamforming mics and powerful Yealink AI 2.0 audio DSP.
- Built-in **2 Speaker** with stereo sound
- Automatic lens privacy cover

Intelligent Features

- On-device **Intelliframe** provides more realistic experience.
- **Multi-stream Intelliframe** delivers high quality video tiles with people recognition*, active speaker tracking, etc.
- **Video fence** prevent to track the people outside the meeting zone.
- Intelligent **Noise Cancellation** technology suppress noise, echo, and reverberation.
- **Copilot** support in future.

SmartVision40 Dual-lens System



Stitching two **78° DFOV tele-lense** images to create an ultra-wide 120° DFOV view.

- Guaranteeing exceptional image clarity for **short and long distances** in medium-sized meeting spaces.
- Lens direct to the each side of the participants, giving the **better viewing angle**.

720P in 4m distance, 540P in 6m.

360 Intelligent Camera, 3rd-gen MTR is coming

Not just 360°, but intelligent.



Yealink SmartVision60
for Medium-size Rooms
MSRP: \$ 2,899

Performance and SPEC

- 4x Intel Movidius + 1x Nvidia 128-core GPU
- **17** Tops AI computing power
- 10K camera module
- Total 13 microphones, 7 for AI and 6 for meeting



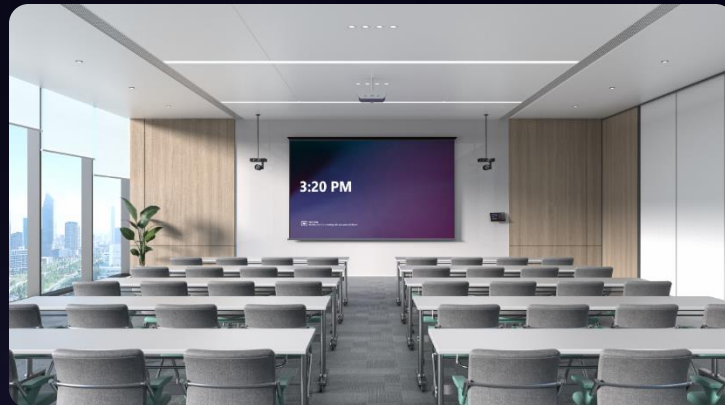
Intelligent Features

- Equal Layout and multi-stream
- **People Identification** through voice and face
- Intelligent audio features: voice command, transcription, translation
- Support **Copilot*** and Teams Meeting Recap

Yealink MVC S90 Multi-cam Solution for ProAV Rooms



Board Room



Training Room

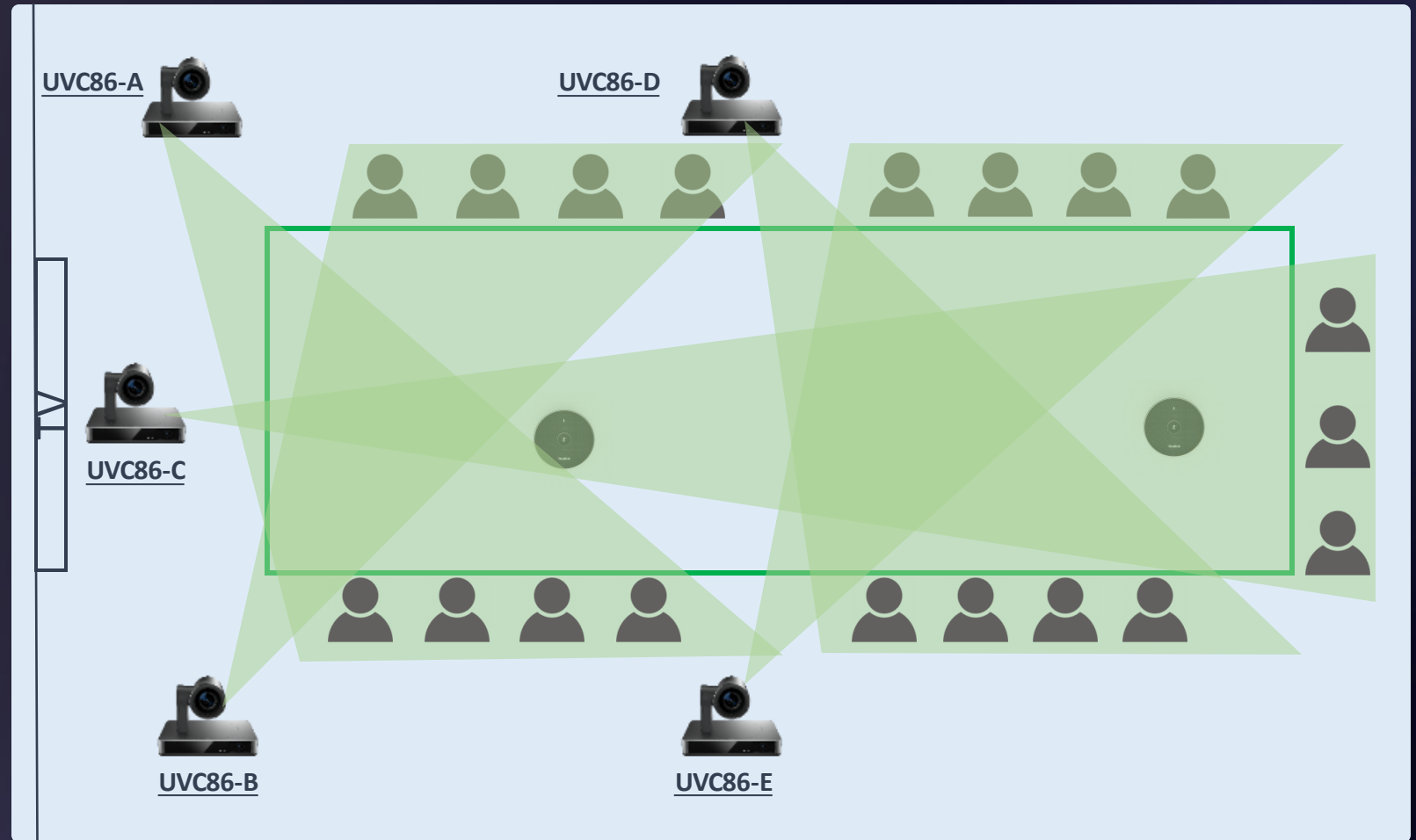


Divisible Room

Yealink MVC-S90 Single-vendor **Multi-cam IntelliFrame** Auto-Tracking Solution

Multi-Camera IntelliFrame

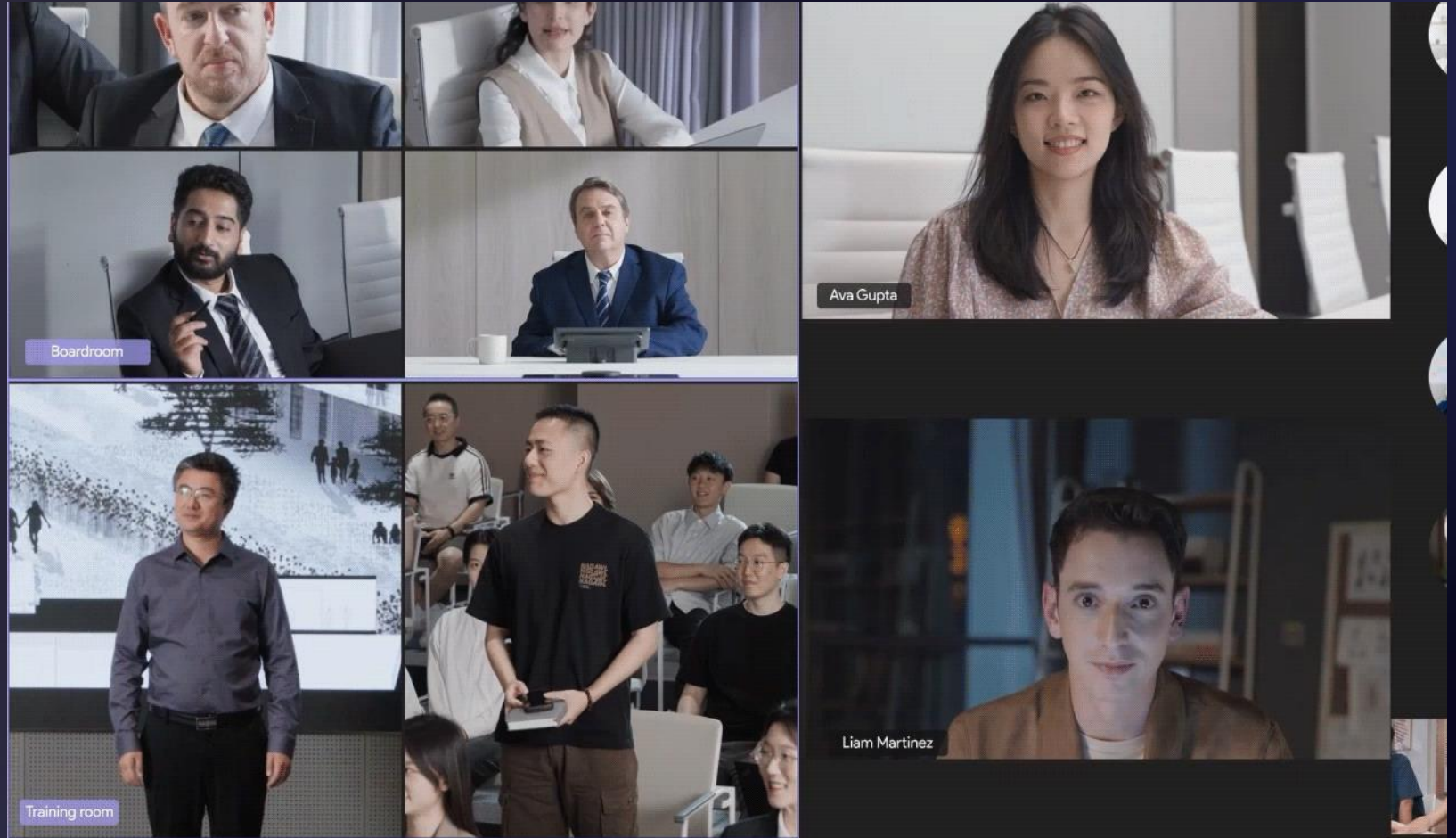
- Present latest 4 active speakers
- Fast and precise tracking
- Feel natural and effortless in conversations



Yealink MVC-S90 Single-vendor **Multi-cam IntelliFrame** Auto-Switching

Multi-Camera IntelliFrame

- Present latest 4 active speakers
- Fast and precise tracking
- Feel natural and effortless in conversations



Yealink SkySound **AI-powered** Ceiling ProAudio Solution

Easy Deployment without Additional DSP.



Yealink SkySound **CM20**
Ceiling Microphone

MSRP: \$ 999



Yealink SkySound **CS10**
Ceiling Speaker

MSRP: \$ 399

SPEC and Benefits of Yealink SkySound Audio Solution

- **16 beamforming mics** inside, 8 independent pickup zone, up to 4m(13ft) pickup range.
- Yealink **AI 2.0 audio technology**, ensure advanced noise, echo, and reverberation cancellation.
- Automatically generate installation guide and AI self-adaption the room environment.
- PoE supported, needs only a CAT5E cables to connect.
- **Robust 5.7" LF Woofer and a crisp 1.1" HF Tweeter** for high-fidelity audio delivery
- Supports up to **4 + 4** in one system



Flexible Pro AV Accessories

Pro Audio



SkySound CM20

- **16** omnidirectional mic, 8 independent pickup zone, covers up to **60m²**. 8 beam outputs for precise speaker tracking.
- Yealink's advanced **noise, echo, and reverberation cancellation technology**.
- Easy installation and deployment



SkySound CS10

- Robust **5.7" LF Woofer** and a **crisp 1.1" HF Tweeter** for high-fidelity audio delivery.
- Integrated DAC and PoE that enable hassle-free setup and minimal latency.
- Optional Dante module for advanced audio networking

Others



MTouch Plus + WPP30

- Just plug-and-play to share your ideas
- Wired and Wireless content sharing
- Airplay, Miracast or GoogleCast to share your screen with RoomCast or MTouch Plus(coming in 2024 Q3)



BYOD-Extender

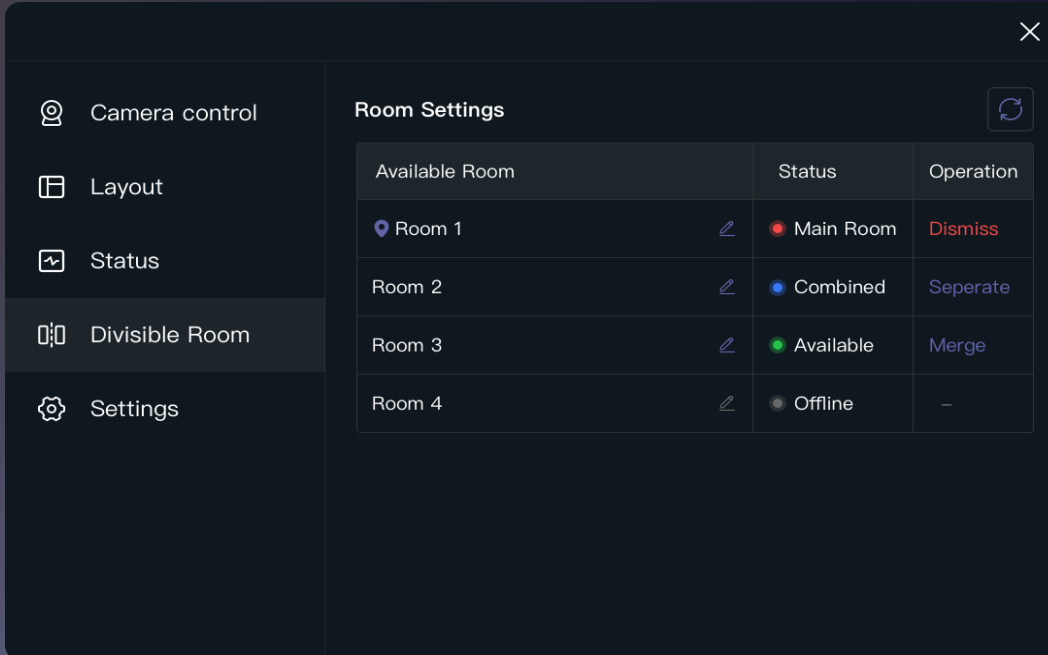
- Plug-and-play
- Simple and flexible deployment
- Support for UVC40/UVC84/UVC86/AV-Hub



MShare

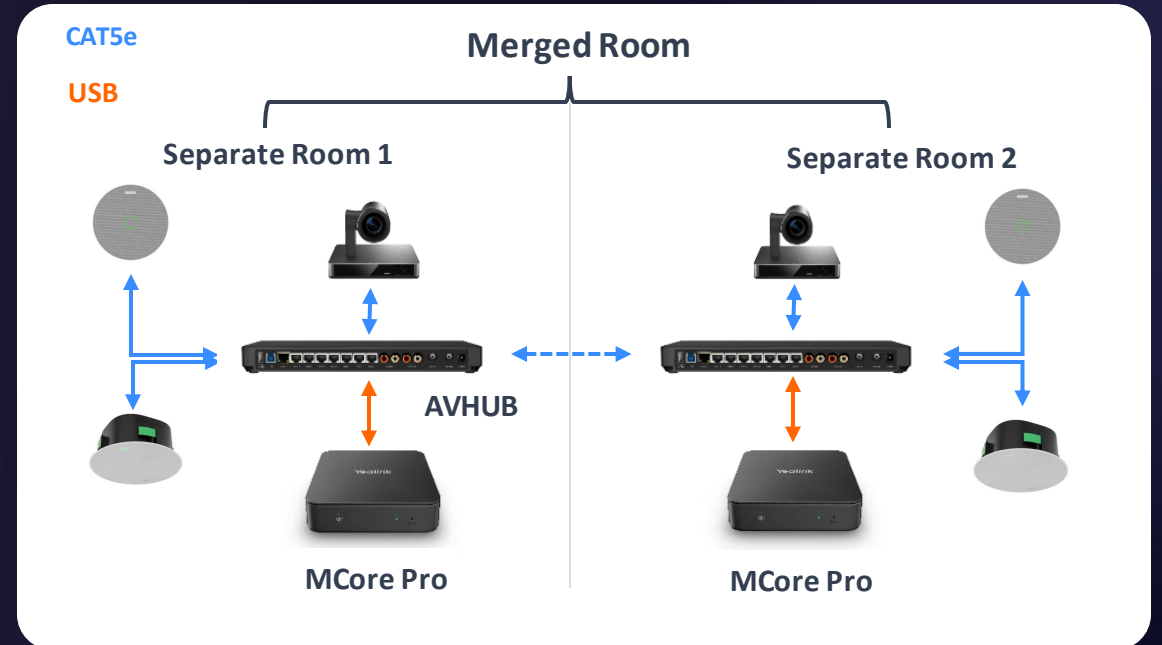
- Teams Certified HDMI to USB content Ingest Box

Yealink Single Vendor Divisible Room Solution



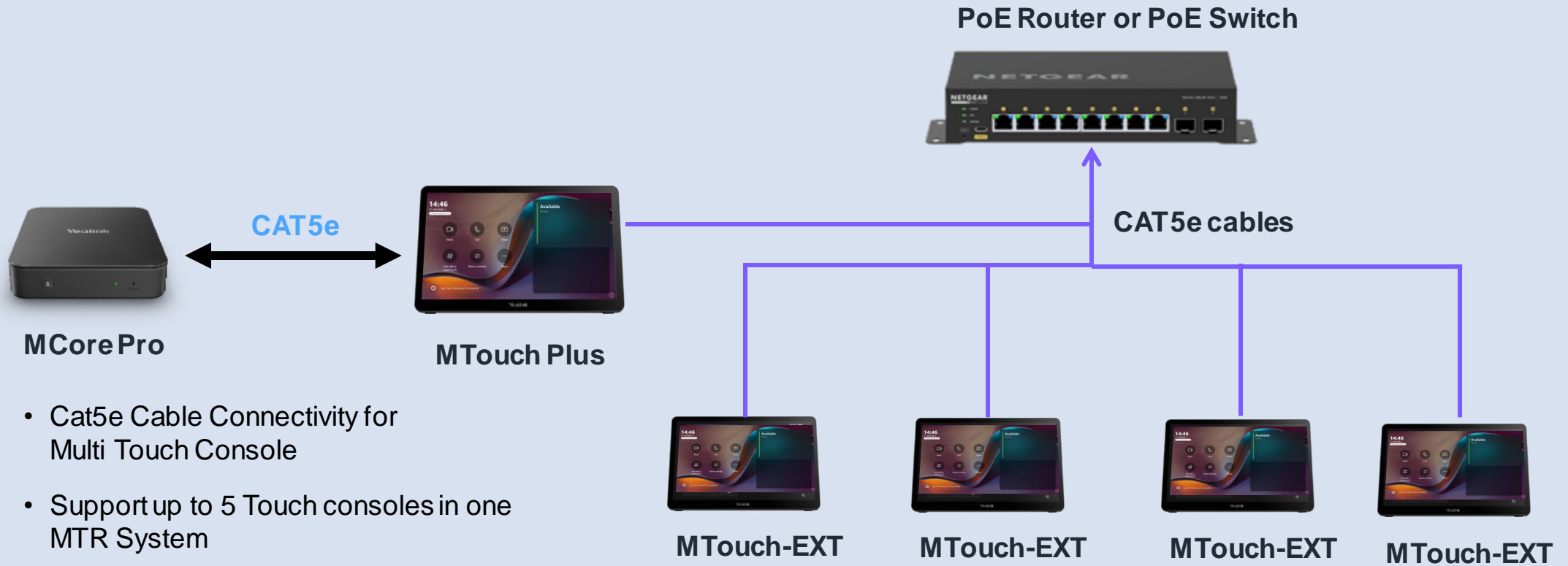
The screenshot shows the Yealink management interface with a sidebar on the left containing: Camera control, Layout, Status, Divisible Room, and Settings. The main area is titled "Room Settings" and contains a table with the following data:

Available Room	Status	Operation
Room 1	Main Room	Dismiss
Room 2	Combined	Separate
Room 3	Available	Merge
Room 4	Offline	-



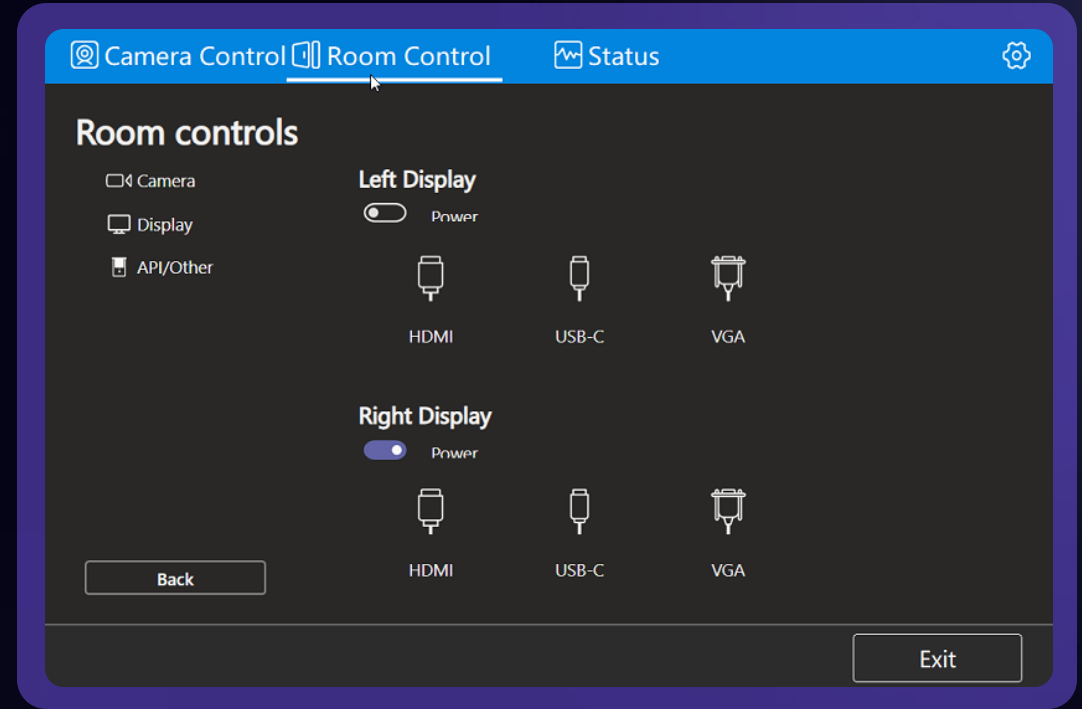
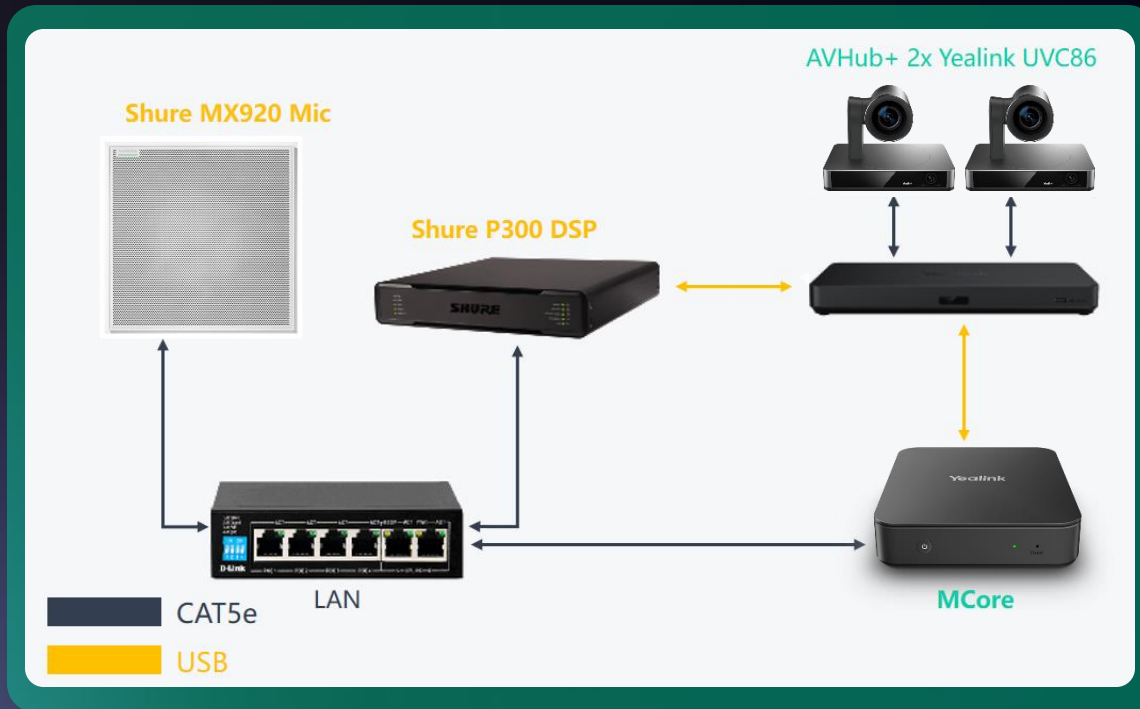
- Single Vendor Divisible Solution with Yealink Camera and Audio
- Compatible with 3rd Party DSP Audio
- Support up to 4 Rooms combine and separate

Multi Consoles Solution



Yealink MVC S90 + Partner Joint Solution for ProAV Rooms

Multi-Cam + Automatically Tracking + Pro-Audio + Control System



A Premium, Interactive and more All-in-one MTR-A

MTR on Board



MB65: **\$4,799 USD**

MB86: **\$7,799 USD**

Target Scenario

- Small to large rooms
- Collaborative space

Key Spec and Benefit

- **Android 12***
- Truly all-in-one, easy to setup and manage, integrates touchable display, computing unit, cameras, microphones and speaker.
- Premium Audio, 16 mics, 6 speakers, AI-based Noise Cancellation and De-reverberation.
- Dual-lens camera system, built-in 4K and extended 6X/12X PTZ Cam.
- Microsoft **Smart inking** Whiteboard features
- Strong Extendibility



EXT PTZ Cam



EXT wireless Mic



EXT Touch Console



EXT 2ND Touch Display



Windows OPS

Yealink DeskVision A24 for Phone room & Hot desking

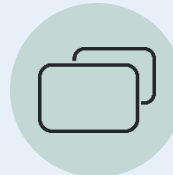


Yealink DeskVision A24

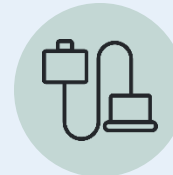
Native Teams Display + UC WorkStation, and one-button switch.



BYOD Meetings



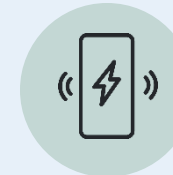
Second Monitor



PD Power



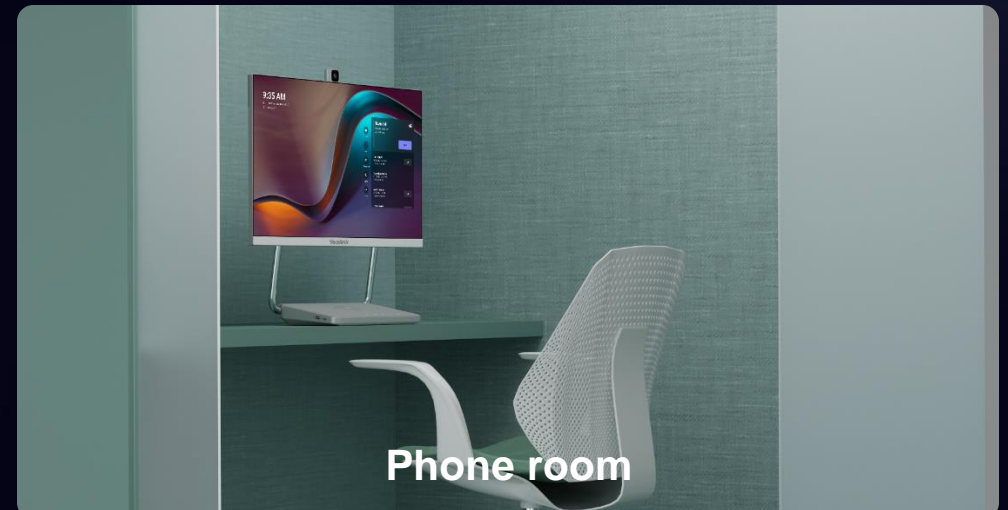
USB Hub



Qi Wireless Charging



Hot desking area



Phone room

Simple, Flexible and Affordable Android Video Bar

MeetingBar A10



Price from **\$899**

- 8M pixels camera
- Wireless presentation
- AI Features: Auto-framing, Speaker tracking, multi-focus

MeetingBar A20



- 20M pixels camera
- AI Audio and wireless extended microphones
- Wireless presentation

MeetingBar A30



- Dual-eye 4K camera system
- AI Audio and wireless extended microphones
- Wireless presentation

YEALINK SECURITY on Teams-certified Devices

Yealink is an International, non-governmental, privately held, publicly traded company that follows all existing public company regulations and norms, displaying our commercial integrity and independence.

Security Management System Certification



SOC 2 Type 2 ISO/IEC 27001:2013

Top UCaaS Brand Certification



Window-based solution chipset provider



Chosen by Telecom Giants



Penetration Test by Independent Leading Labs



Android-based solution chipset provider



Chosen by Fortune 500 companies



Data Protection Certification



GDPR

Device Management Platform Built on Trusted Cloud



Data Center only in Europe, US, Australia.

Key component provider



SONY



COMPANY-LEVEL SECURITY

PRODUCT-LEVEL SECURITY

SUPPLY CHAIN SECURITY

CHOSEN BY GLOBAL TOP BRANDS

Yealink

THANK YOU



Personal Communication
Solution



Video Conferencing
Solution



Unified Communication
Solution