

Sell Hosted Voice Services with Confidence

| Why Yeastar? | Breaking It Down for **MSPs**



Yeastar: Built for Partner Success



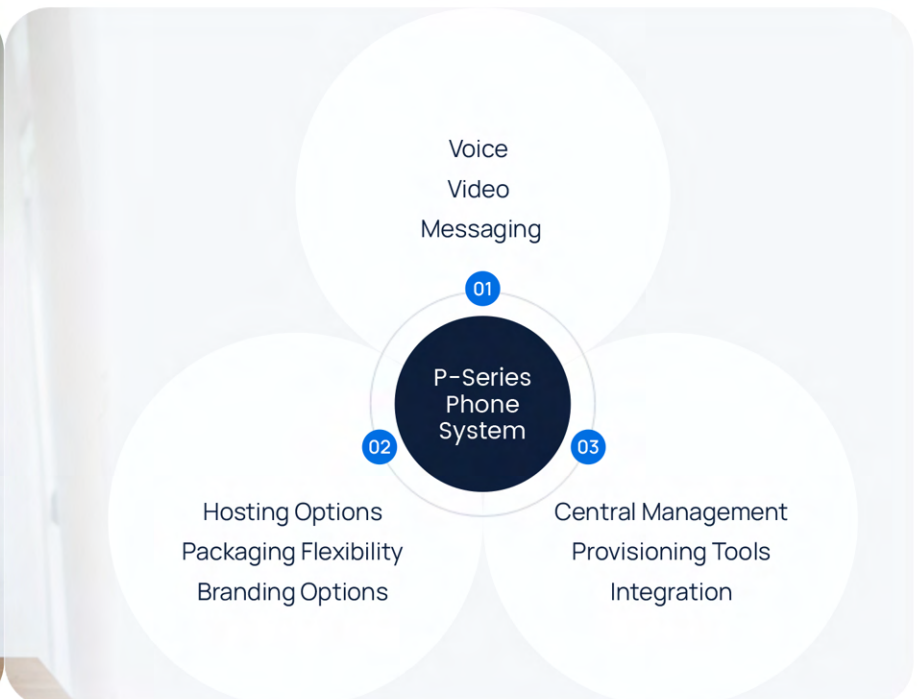
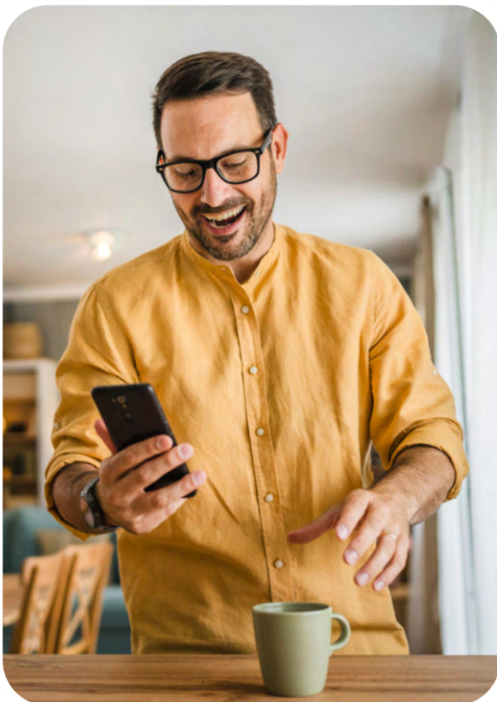
- Highly profitable
- Easy to sell
- Easy to use

MSPs are increasingly expected to provide hosted voice and UCaaS. It is a perfect way for you to attract new customers and upsell to an existing base. The cloud-based UC service delivered through an "as-a-service" model is well-suited for businesses looking for a combination of ease of use, functionality, flexibility, and scalability.

To navigate the market trends and stay ahead of the pack requires top-notch products and services, reliable and easy-to-manage hosting, and channel-friendly programs that ensure growth and profitability.

Built with MSPs in mind, Yeastar's P-Series Phone System is highly profitable, easy to sell, deploy, and support, with great feature-per-dollar value. The system offers a wide range of features including calling, meeting, messaging, and contact centers—all in one integrated platform. It is built on a scalable architecture, allowing businesses to grow their communication capabilities as they expand.

Moreover, the system is designed to be user-friendly and intuitive for end customers to navigate and leverage the full range of features. The ease of use extends to MSPs as well, with a streamlined deployment process and management tools to ensure smooth operations.



Launch Hosted Voice Services, in Your Preferred Way



Yeastar offers hosting options for partners who are new to the emerging UCaaS market and established hosted voice service providers looking to strengthen their portfolios. The choice of hosting is entirely in your hands, based on your unique level of expertise, your preference for a private or public cloud environment, and how much control over the infrastructure you want to retain. With Yeastar, you are in the driver's seat - we are here to handle as much or as little as you wish.

Option #1

Self-hosted: Your Hosting Environment

The self-hosted solution is intended for service providers who are experienced with hosting PBX systems in their own servers and comfortable with handling the technical aspects of getting customers up. It can be deployed within AWS/Azure/Vultr/Digital Ocean or run in a VMware/Hyper-V/KVM/Proxmox environment. You stay in complete control of the deployment, infrastructure, and PBX systems.

- Your choice of public or private cloud for complete control
- Support for up to 10,000 users in one dedicated instance
- Straightforward deployment with an intuitive launch wizard
- Lifetime software updates and growing integrations

Cloud Platforms



Virtualization Platforms

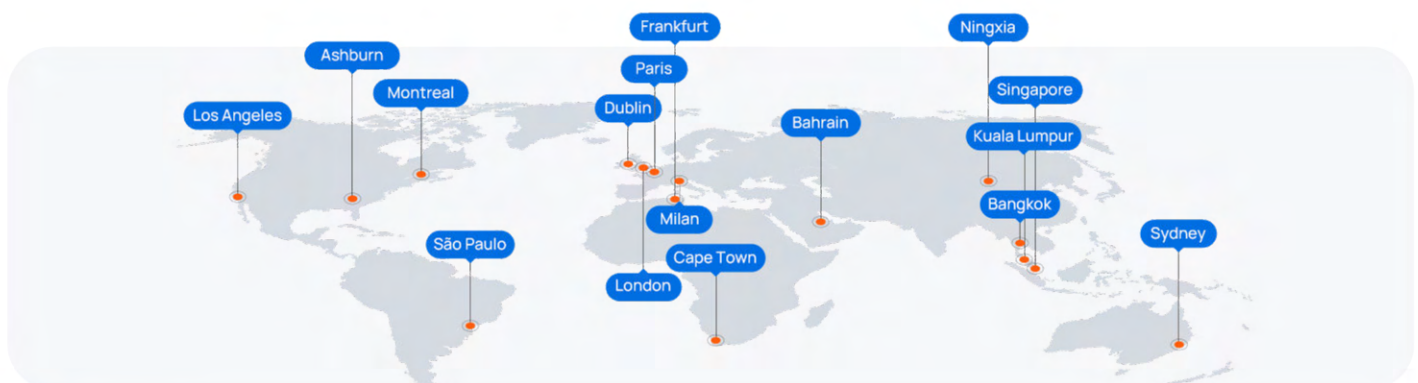


Option #2

Hosted by Yeastar: Low-barrier Entry

Yeastar also offers an easy solution for service providers who want to accelerate time to market with a quick start. Host your voice services over Yeastar-managed infrastructure, without owning and maintaining physical servers. Easily create and manage multiple PBX systems, each operating independently of the others. It also lowers your upfront investments and initial risks.

- ✓ No significant investments in the infrastructure
- ✓ Faster time to market and revenue ramp-up
- ✓ No extensive technical knowledge is required



Reliability, Resiliency, and High Availability

- ✓ 99.99% uptime and 24/7 monitoring
- ✓ Housed in 15 strategically located data centers powered by AWS
- ✓ N+1 architecture, multiple layers of redundancy, and dynamic failover
- ✓ Server clustering for optimal performance and uninterrupted service
- ✓ Active/active SBC configuration to ensure no single point of failure
- ✓ Load balancing to optimize resource use and prevent congestion



Central Management

Yeastar reduces the complexity of voice service management, freeing your team to focus on what really matters - delivering exceptional service to your customers.

We give service providers the ability to easily manage voice services delivered to multiple customers all in one place. With intuitive provisioning and performance tools, service providers can set up new services or adjust existing ones with a few clicks, keep track of service performance in real time, and simplify the operation process.

It is about making your life easier and your services better.

- ✓ Create & Scale
- ✓ PBX Provisioning Template
- ✓ Performance Dashboard
- ✓ 30+ Types of Alarms
- ✓ Scheduled Tasks
- ✓ PBX & Customer Lists
- ✓ Co-administration
- ✓ Central Repository



With Either Option, Retain Control over Your Business

Service Packaging

Bring your SIP trunks and other value-added services to create a unique offering. Use pre-built configuration templates for 120+ tested SIP providers.

Pricing and Margins

With Yeastar, you have the flexibility to set your own pricing and maintain a competitive edge in the market. Secure high profit margins instead of small commissions.

Customer Relationship

Own your customer relationship. We don't compete with you. Any end customer inquiries we receive will be directed to our partners in the respective regions.

Branding

Yeastar-branded, co-branded, or white-label—it's up to you. This flexibility allows you to align the services with your brand identity and business strategy.



Value to End Customers: Easy-first Communications Solution



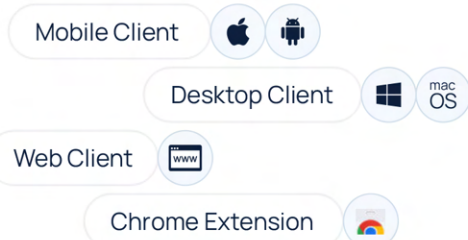
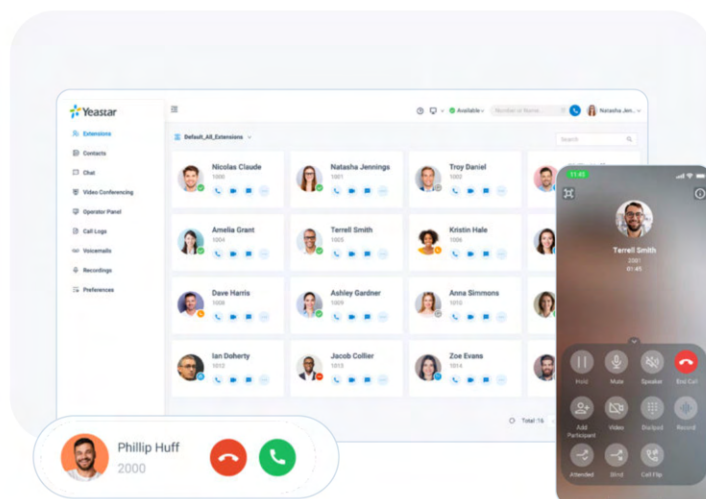
Empower your customers with a business communications solution that is not only easy to deploy and set up but also simple to use, manage, expand, and integrate. More than just a phone system, it is a comprehensive UC suite that brings together voice, video, messaging, applications, and more in one seamless platform.



Linkus UC Clients: Easy Working from Anywhere

Linkus UC Client is all-in-one app for business communications, offering features such as calls, videos, messages, conferences, and more. It allows users to access Yeastar phone system features from anywhere using their computers and mobile phones.

- ✓ Make and receive audio/video calls and switch between them.
- ✓ Transfer, hold, park, and record calls.
- ✓ Check voicemails, call history, and recordings.
- ✓ Flip a live call between your devices.
- ✓ Access personal, corporate directories and phonebooks.
- ✓ See at a glance real-time availability of colleagues.
- ✓ Hold web-based video meetings with screen sharing.
- ✓ Enable CTI mode for remote desk phone control.
- ✓ Add Linkus voice calling to custom applications using SDKs.



Call Center Solution: Easy Customer Service

Offer your clients powerful call center agent and supervisor tools to elevate customer experience, from efficiency-improving features and switchboard-type management consoles to performance tracking and reporting tools.



Advanced Call Handling

- ✓ Dynamic call routing strategies and customizable IVR options
- ✓ Listen to a call, whisper to the agent, or barge in to talk to the customer
- ✓ Customers can leave the queue and get called back when an agent is available.

Queue Panel

- ✓ A complete view of queue traffic and agent status
- ✓ Drag-and-drop call management

Wallboard

- ✓ Real-time key performance metrics and SLA
- ✓ Customizable widgets and multi-screen display

Reports and Analytics

- ✓ Queue statistics, agent-specific metrics, call parameters, etc.
- ✓ Scheduled reports in graphical, downloadable formats

WhatsApp & SMS Messaging: Easy Omnichannel Experience

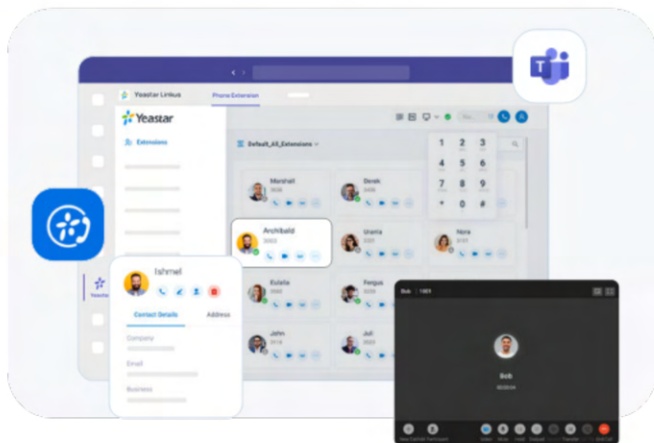
By bringing UCaaS and CCaaS into one platform, here is your chance to reach a broader customer base. Yeastar allows businesses to manage all customer messages from WhatsApp and SMS in one place, directly from Yeastar Linkus UC Clients.

- ✓ Manage messages from different channels in one chat panel.
- ✓ Message through business numbers to keep personal numbers private.
- ✓ Send text, images, documents, emojis, and more.
- ✓ Automatically match incoming messages to existing contacts.
- ✓ Keep a central record of all customer chat conversations.
- ✓ Transfer chats to colleagues and collaborate in the same interface.
- ✓ Elevate a chat to an audio call in one simple click.
- ✓ Supporting unlimited SMS trunks & WhatsApp accounts.



Easy Microsoft Teams Integration: Add Enterprise Voice to Teams

Capitalize on the popularity of Microsoft Teams and expand your customer base. Add value to your offering by providing customers with different ways to connect Yeastar voice service to Microsoft Teams catering to different business needs and budgets.



Option #1

Embedded Free Calling App in MS Teams

By installing "Yeastar Linkus" through Microsoft AppSource, customers will have a feature-rich PBX right on their familiar Teams interface.

Call on Teams via Linkus Web Client

- View all personal and corporate contacts on Teams
- Click to call any contacts or dial with the dialpad
- Access voicemails, recordings, and call logs easily

Forget about extra costs and hassle

- No additional fees or Teams Phone license needed
- Keep your existing phone number and SIP phones
- Save on SBC solution licensing

Option #2

Direct Routing Solution via Call2Teams

Enable customers to make and receive calls directly from the Teams app and access advanced PBX features, such as call routing, IVR, queue, etc. Teams users and PBX users can make free internal calls with PBX extension users directly.

* The Call2Teams integration license is required.



Easy Integrations and Compatibility

Yeastar voice service works perfectly with your customers' existing infrastructure and IT services. Take advantage of a host of ready-made integrations and an open ecosystem to meet various business needs.

Open and Integrated Ecosystem



IP Phone
Auto Provisioning

Ready-made Integrations



Yealink
Yealink

Fanvil
Fanvil

snom
Snom

Gigaset
Gigaset

270+ Models
10+ Brands

SIP Trunk
Interoperability

twilio
Twilio

T...
Telekom

Gamma
Gamma

VOX
VOX

bandwidth
Bandwidth

TWT
TWT

vodafone
Vodafone

dstny
Dstny

alphaLink
Alphalink

Sewan
Sewan

120+ ITSPs

Headset
Integration

Jabra GN
Jabra

Yealink
Yealink

EPOS
EPOS

poly
Poly

CRM and Helpdesk
Integration

HubSpot
HubSpot

ZOH
Zoho

Salesforce
Salesforce

zendesk
Zendesk

Bitrix24
Bitrix24

odoo
Odoo

Microsoft 365 Integration
and Identity Management

Microsoft 365
Microsoft 365

Teams
Teams

Outlook
Outlook

Azure Active Directory
Azure Active Directory

Active Directory
Active Directory

Door Phones
& Intercoms

HIKVISION
Hikvision

dahua
Dahua

algo
Algo

FERMAX
Fermax

Hotel PMS

ORACLE HOSPITALITY
Oracle Hospitality
Opera

FIDELIO
Micros Fidelio

More Features at a Glance

Telephony Features	Business Features	Administration & Security	Unified Communications
Call Routing	Call Operator Panel	Web-based Management Portal	Linkus UC Clients
Call Forwarding	Call Recording	System Performance Dashboard	• Web Client
Call Monitoring (Listen/Whisper/Barge-in)	Call Allow/Block List	Phone Auto Provisioning	• Mobile Client (iOS & Android)
Call Parking	BLF Support	User Role & Permission	• Desktop Client (Windows & MacOS)
Call Pickup	Business Hours & Holidays	Extension Group & Organization	• Google Chrome Extension
Call Transfer (Attended/Blind)	Boss-Secretary	Bulk Import & Export	• Function Keys
Call Waiting	Custom Prompts	Operation Logs	• Desktop Client Hotkeys
Call Flip/Switch	Distinctive Ringtone	Event Logs & Notifications	• CTI Mode for Desk Phone Control
IVR	Music on Hold	Backup and Restore	• Door Phone Video Preview
Queue	MOH Playlist & Streaming	Troubleshooting	Audio Conferencing
Ring Group	T.38 Fax	Built-in SMTP Server	Presence
Paging & Intercom	Fax to Email	AMI (Asterisk Manager Interface)	Team Chat
Conference Room	Voicemail	Network Drive	Custom Presence description
CDR & Basic Reports	Group Voicemail	SNMP Support	Native Contacts Management
Dial by Name	Voicemail to Email	Remote Management	Voicemail Transcription
AutoCLIP	LDAP Server	Security	Call Pop-up URL
Caller ID	PIN List	• SRTP & TLS Call Encryption	Headset Integration
CID-based & DID-based Call Routing	Speed Dial	• Auto & Static Defense	
DID (Direct Inward Dialing)	Emergency Number	• Global Anti-hacking IP Blocklist	
DND (Do Not Disturb)	Emergency Notifications	• Certificates	
DOD (Direct Outward Dialing)	SIP Forking	• Password Policy Enforcement	
DNIS	IP Phone Concurrent Registrations	• Two-factor Authentication (2FA)	
		• Allowed Country IP's & Codes	
		• Outbound Call Frequency Restriction	

100% Channel Commitment. Solid Partner Enablement.



A Devoting Team to Your Success

We win only when you win. Get access to our power-packed partner support team devoted to your success throughout your entire enablement experience.



Onboarding Kick-off → Get Certified → Portal Tour → Demo/NFR SETUP → Go to Market → Grow Your Revenue

Regional Account Managers

Your main contact and helper to create sales pitches, quotes, and help close deal. They drive pipeline generation through all sales motions.

Pre-sales Engineers

Your source dedicated to new sales. They help identify service and adoption opportunities and also serve as demo source.

Marketing Specialists

Engage with partners in the field to develop targeted marketing plan for solution launch, demand generation, and lead conversion.

Training Experts

Enable and train partners to win with Yeastar solutions. They also help engage and educate your prospects via customized joint webinars.

Tech Supports

Free, prioritized, and direct technical support with a guaranteed response time. A dedicated portal for resources like user manuals, configuration guides, FAQs, and software updates.

Product Development Team

Collect and take your specific product needs into our continuous roadmap development and ongoing product updates.

Get Started

01

Free Trial

Self-hosted or Hosted by Yeastar



02

Book a Demo

Interested in becoming a Yeastar Hosting Partner? Learn more about the pricing details. Discuss your specific challenges, needs, and goals with us.

