NEC to Yeastar:

7 Key Reseller Reasons

In April 2024, NEC made an announcement declaring their intention to exit their on-premises UC products. Many resellers are now looking at how best to fill the gap in their portfolio. This document aims to assist you in evaluating whether Yeastar is a better fit. We've outlined some of the business advantages of choosing Yeastar and why it's the perfect fit for the NEC reseller.

1 You Are in Safe Hands

We Ranked Top 10 in VoIP

Yeastar is dedicated to providing easier and more efficient solutions for customers and partners. This commitment is evident in the extensive positive feedback we've received from the G2 review, where Yeastar PBX is ranked in the top 10 (among 423 VoIP vendors) for user satisfaction and achieved a usability score that surpasses the industry average.

→ **Award-winning UC Portfolio**

P-Series Phone System

VoIP Gateways

Leader SPRING 2024

Easiest To Use Small Business SPRING 2024

User Rating of Yeastar PBX System

Ease of use	Average: 9.5	**9.8**
Ease of Setup	Average: 9.3	**9.7**
Ease of Admin	Average: 9.3	**9.6**
Ease of Doing Business with	Average: 9.5	**9.8**
Meets Requirements	Average: 9.5	**9.5**
Quality of Support	Average: 9.5	**9.6**
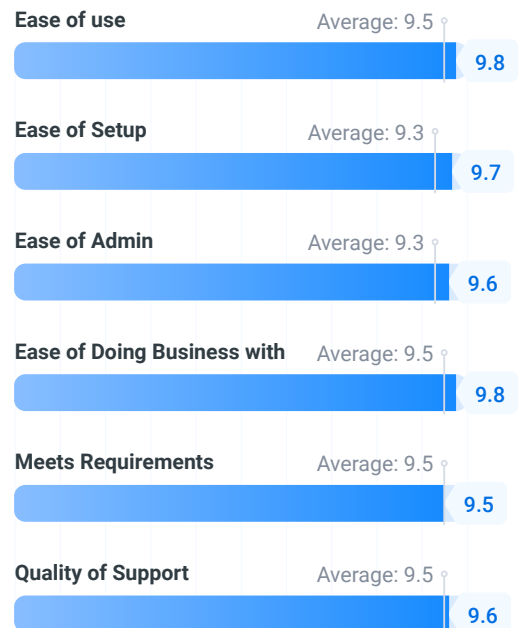
* Data source: G2 Review 2024 Spring Report, the world's largest tech marketplace and peer-to-peer review site.

→ **Yeastar at a Glance**

120+ Countries	**150+** R&D Experts	**9,000+** Channel Partners	**450,000** Customers

2 You Seize More Opportunities

Future-proof PBX Systems

Yeastar P-Series Phone System provides what's best for each end user and each reseller. It provides all the features and simplicity you need to delight your existing customers and addresses the diverse demands of different verticals. Furthermore, we consistently release new features and optimizations every quarter, ensuring that you always stay competitive.

Key Product Advantages

All Features	○ 100+ telephony features plus innovative efficiency features like Operator Panel, Contacts, etc. ○ Inbuilt call center, omnichannel messaging, video conferencing and more advanced UC functionalities ○ Rich popular integrations with CRM, Microsoft, etc. ○ View complete feature list
Easy Mobility	○ World-class iOS, Android, Windows, MAC, or Web apps included free for all users (Yeastar Linkus UC Clients) ○ Office extension available anywhere, on any devices
One-click Off-premises Connection	○ No need of port forwarding or VPN ○ Advanced FQDN service to set up remote SIP registration (remote IP phones, gateways, etc.) in minutes
Easy Deployment	○ Compact, plug-and-play appliance. No complex hardware assembly for different users ○ Support auto provisioning of the PBX and phones ○ Saving time and manual efforts
Easy Remote Management	○ Powerful Yeastar Central Mangement (YCM) platform for resellers to remotely monitor, manage, and configure all customer-premises Yeastar PBXs and gateways easily in one place
Rich Integrations & Certified Interoperability	○ **CRM / Helpdesk** zendesk · HubSpot CRM · Zoho · salesforce · Bitrix24 · odoo ○ **Microsoft** Outlook · Teams · OneDrive · Active Directory ○ **IP Phone / Intercom Systems** Yealink · Fanvil · AVAYA · CISCO · snom · Gigaset · GRANDSTREAM · Htek Alcatel·Lucent Enterprise · FLYINGVOICE · Mitel · vtech · HIKVISION · Jabra GN · More ○ **ITSP** Gamma · Voiceflex · BT · VoiceHost · twilio · T·· · More
Optimized for Different Verticals	**✓ Highlights for Schools** • Scheduled Paging/Bells • SMS Messaging • WhatsApp Chat • Mircosoft 365 Integration • and more **✓ Highlights for Hotels** • PMS Integration with Oracle & Fidelio • Wake-up Calls • Room Status • and more **✓ Highlights for Healthcare** • Call Center • SMS messaging • hot desking • and more

3 You Simply Sell & Earn More

More Value for Money

At Yeastar, we simplify the sales process and ensure profitability for our resellers. Our PBX hardware includes 100+ IP telephony features out of box, freeing resellers from managing multiple licenses per user for different features. This also results in lower total costs of ownership, particularly for IP communications. To make it easier to understand, let's compare the licensing models of NEC and Yeastar.

	NEC	Yeastar
License model	**One-off Hardware** with **Only basic** telephony features included **+ Tens of** separate licenses for the sales of different IP & UC & Mobility features	**One-off Hardware** with **All** telephony features included **+ 3** simple subscription-based plans to add advanced UC features
Features requiring extra licenses	○ Call Recording (per system license) ○ SIP Trunks (per line license, 4 free included) ○ SIP/IP Extensions (per user license, 4 free included) ○ Mobile Softphone (per user license) ○ Desktop Softphone (per user license) ○ CTI (per system license) ○ Voicemail to Email (per system license for SL2100, per user license for SL9100)	All the features mentioned on the left are included in the Yeastar PBX hardware and available for all users. Resellers don't need to pay extra.
Conclusion ➔	NEC PBX offers fewer features initially (most of them are analog-centric) to keep the entry cost low, but when you need to add IP communications features, costs escalate with extra licenses. In contrast, Yeastar PBX hardware includes all features to ensure customers can fully leverage IP communications and lower the overall costs in the long term.	

Other Yeastar Reseller Advantages:

✅ Big business features at small business price

✅ Full control of retail price & bundle

✅ Create a unique offering by bringing your services selling phone hardware, SIP trunks, etc.

✅ Access to Yeastar Partner Portal. Manage purchased products, keep track of license renewal, and more—all in one intuitive place.
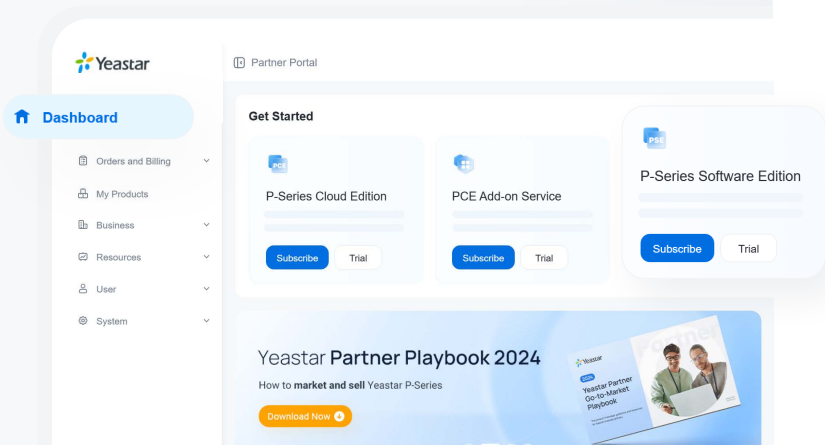
4 Easy Migration to IP
Seamless IP Migration Solution

✓ Your customers can keep their current analog infrastructure with Yeastar P-Series. It supports both landlines (ISDN/PSTN) and SIP Trunks. Plus, the P-Series appliance edition support multiple telephony interfaces like FXS, FXO, GSM, and PRI.

✓ Easily connect numerous analog phones, fax machines, and more using VoIP gateways for a plug-and-play experience.

5 Easy Moving to Cloud
One System for All: On-premises, Cloud, or Software-only

✓ At Yeastar, we cover all bases and have one system for all! The P-Series PBX's 3 editions (Appliance/Cloud/Software) share the same UI and designs — ideal for resellers look moving to the cloud

✓ Adapt to changing business landscapes with ease

6 Kick Start Your Selling
Easy On-boarding

✓ Certification-based product, sales, & technical training courses

✓ Quick sales & marketing playbooks & market-ready resources

✓ Rich install videos on YouTube & help documents

✓ Purpose-built 1:1 webinar training available

✓ Comprehensive Demo Kits: NFR & Free Trial Resources

7 Dedicated Support
100% Channel Commitment.

As a 100% channel-focused vendor, we listen to partners and spare all resources to help partners grow.

Technical Support	Sales	Marketing
○ Direct live chat & prioritized telephone support	○ Dedicated account manager & pre-sales engineer devoted to your success	○ Responsive regional marketing specialist
○ Open partner community & support portal	○ Vertical market expertise & project building	○ Extensive marketing resources
○ Experienced, highly responsive team	○ Live demo & webinar support	○ Proposal-based marketing development funds

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Yeastar is excellent in providing great support from sales, marketing to implementation and troubleshooting, resulting in our success.

—— One-Net Communications Pte Ltd, Distributor of NEC and Yeastar in Singapore

➔ For an introduction from the Yeastar Team, Contact Us Today.

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