

Sell Hosted Voice Services with Confidence

| Why Yeostar?

| 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

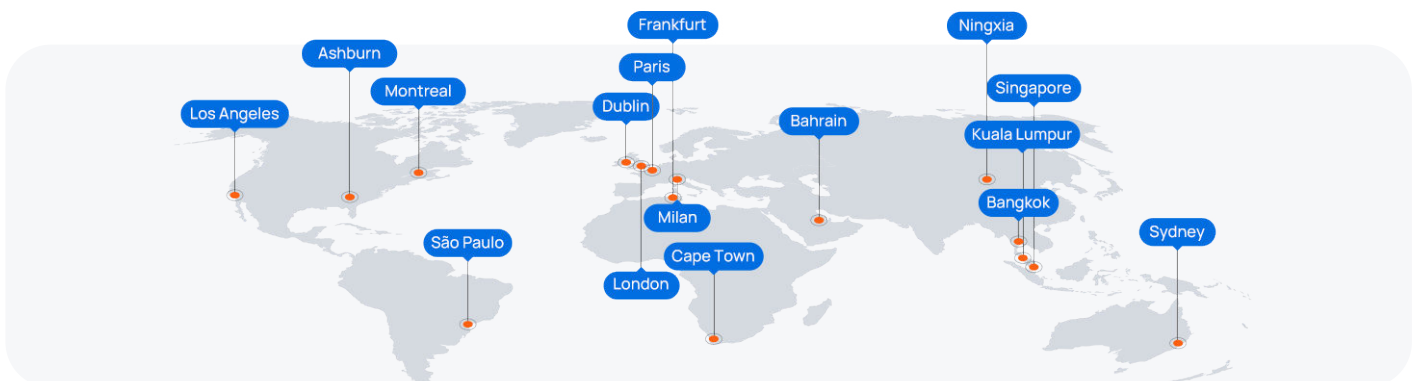


Option #2

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



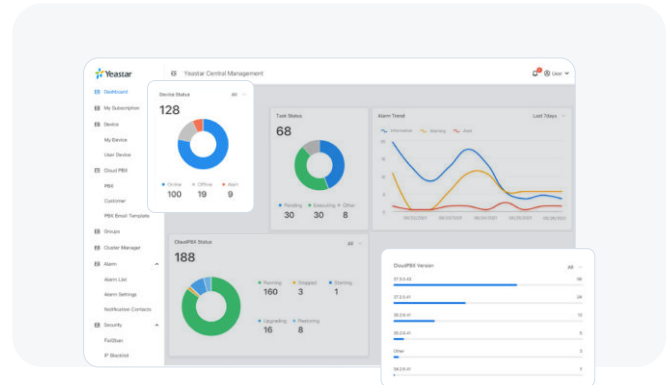
Central Management

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



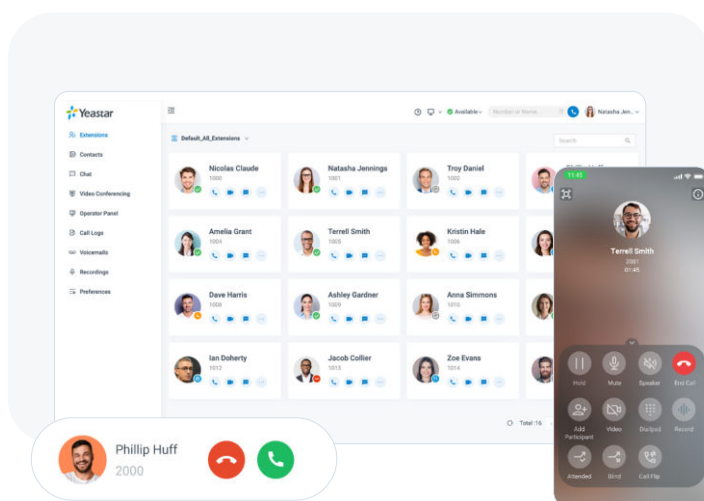
Empower your customers with a business communications solution that is not only easy to deploy and set up but also simple to use, manage, expand, and integrate. More than just a phone system, it is a comprehensive UC suite that brings together voice, video, messaging, applications, and more in one seamless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



Mobile Client



Desktop Client



Web Client



Chrome Extension



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

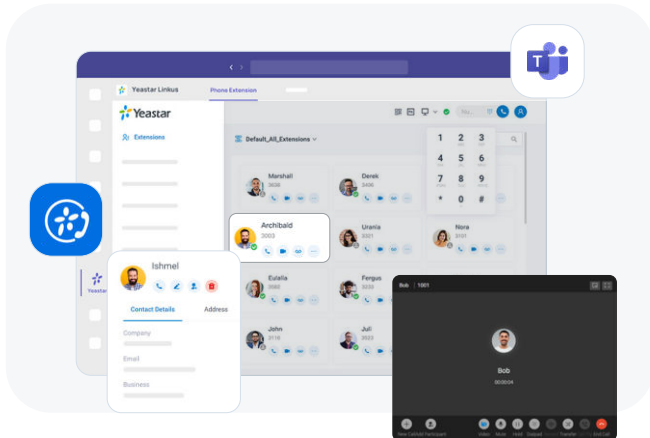
By bringing UCaaS and CCaaS into one platform, here is your chance to reach a broader customer base. Yeastar allows businesses to manage all customer messages from WhatsApp and SMS in one place, directly from Yeastar Linkus UC Clients.

- ✔ 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 **TWT**
Bandwidth TWT

vodafone
Vodafone

dstny
Dstny

alphaLink
Alphalink

W
Sewan

120+ ITSPs

Headset Integration

Jabra
Jabra

Yealink
Yealink

EPOS
EPOS

poly
Poly

CRM and Helpdesk Integration

HubSpot
HubSpot

ZOHO
Zoho

Salesforce
Salesforce

zendesk
Zendesk

Bitrix24 **odoo**
Bitrix24 Odoo

Microsoft 365 Integration and Identity Management

Microsoft 365

Teams

Outlook

Azure 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.

- **Training Experts**

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

- **Pre-sales Engineers**

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

- **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.

- **Marketing Specialists**

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

- **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.

