



# Xcelerate Partner Program

Better Results, Together

Get Started



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# Today's Opportunity, Tomorrow's Growth

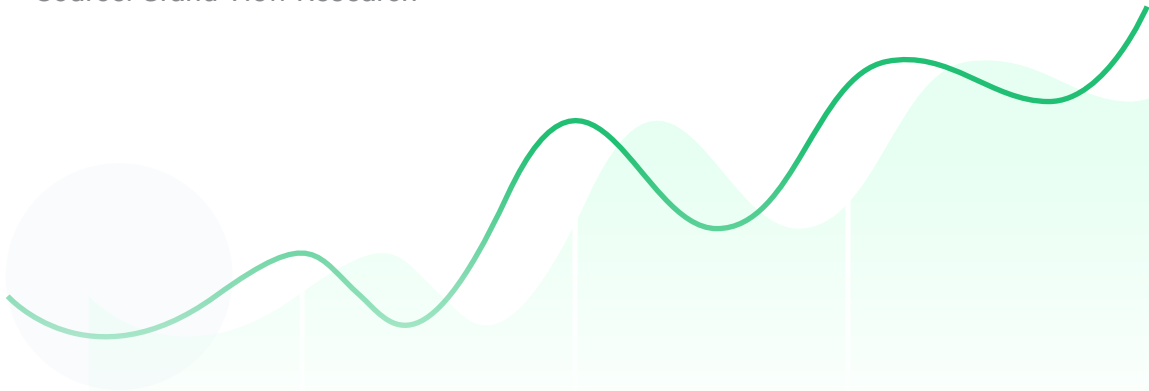
\$113.48 bn

\$250.2 bn

The global unified communications market was valued at \$113.48 billion in 2022, with a compound annual growth rate of 15.8% over the next seven years. Meanwhile, the digital workplace market is flourishing with 22.3% CAGR, concluding at \$250.2 billion by 2032.

There's never been a better time to profit from the rising demands.

\* Source: Grand View Research



## We Partner in Your Success

Yeastar is a 100% channel-focused provider with value, support, and growth opportunities for our partners at the heart of our business.

Whether you are IT reseller, system integrator, MSP, or VAR, your membership in this Xcelerate Partner Program offers you tailored Yeastar engagement, allowing you to grow your offering in the rapidly changing Business Communications and Digital Workplace markets—with your preferred business models, attractive margins, and decreased business investment.



100%  
Channel Focused



Flexibility



Simplicity



Profitability



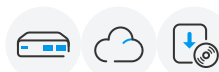
# Learn about the Yeastar Difference

You are partnering with a global leader.

## Easy-first UC Portfolios

Easy to sell, deploy, and support, the award-winning Yeastar UC portfolios provides all the features and tools your customers need at a competitive price.

• P-Series Phone System



• S-Series VoIP PBX



• Linkus UC Clients



• VoIP Gateways



- ✓ UCaaS + Contact Center
- ✓ On-premise, hosted, or in private cloud.
- ✓ Complete UC softphone for all devices
- ✓ Hundreds of ready-made integrations (ITSP, Phone, CRM, Teams, etc.)
- ✓ Continuous upgrades & innovations

## Greater Opportunities with Open Ecosystem

Bring your own service selling additional phone hardware sales, SIP trunks, managed services, etc. Build your own commercial plan and retain your independence.

## 360° Partner Support

Yeastar treats partners like family. Our specialized partner support teams (six people resources) work closely with you at every step to identify opportunities and generate demand and sell.

120+  
Countries

9,000+  
Global Channels

450,000+  
Customers

## Industry Recognition



Access detailed information on Yeastar products

Learn more

# What We Offer You – Opportunities & Support

Your profitability is the foundation of our partner program. We prioritize your goals and make it simple to grow your business.

Learn more benefits on specific

Get in Touch

## Business Models & Revenue

From one-off purchase to monthly/annually subscriptions, from turnkey package to pay-as-you-go; from SaaS to on-premises, you have the call.

- ✓ Industry-leading Margins
- ✓ Recurring License Revenue
- ✓ Promotions & Incentives
- ✓ Special Project Discounts
- ✓ Cross-selling Opportunities\*
- ✓ Points & Rebate Program\*

## Training & Certification

Get dedicated sales & technical training from day 1. Grow your service capabilities and expand expertise on how to position solutions and win against the competition.

- ✓ 1:1 Partner Onboarding
- ✓ Product & Sales Training
- ✓ Engineer Technical Training
- ✓ Custom-built Joint Webinars
- ✓ Yeastar Academy Certificates
- ✓ Yeastar Partner Certificate

## Marketing Support

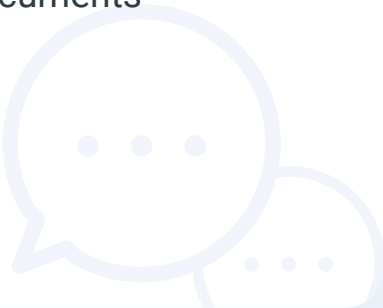
Access professional marketing support to create effective programs that generate leads and speed up sales.

- ✓ Customized Collaterals
- ✓ Advertising Imagery
- ✓ Email Marketing Templates
- ✓ Joint Campaign Development
- ✓ Marketing Development Funds (Proposal-Based)

## Tech Support

Receive dedicated tech support as a partner, and enhance your skills with informative product documents and the tech support community.

- ✓ Tier-2 and Tier-3 Support
- ✓ Direct Chat Support
- ✓ Community & Documents




\* Partners have the freedom to bundle their own services or 3rd-party solutions with Yeastar products.  
\* The Point and Rebate program is only available in some areas. Please contact us to confirm.

# What We Offer You – Partner Productivity Tools

Enter in to a trusted partnership. At Yeastar, we spare no efforts to minimize your administrative overheads with purposely-built partner tools.


## Yeastar Partner Portal

Make doing business easier. In the Yeastar Partner Portal, you get almost everything you need to connect and grow with us.




**Purchase & Order**

Get product licenses for your customers in seconds at anytime, with full plans & pricing display.




**License Management**

Quickly track real-time license status of all your Yeastar devices & subscriptions.




**Transaction History**

Find quick summary & detailed records of your transactions with Yeastar.




**Deal Registration**

Submit and manage deal registrations for exclusive support and protection.



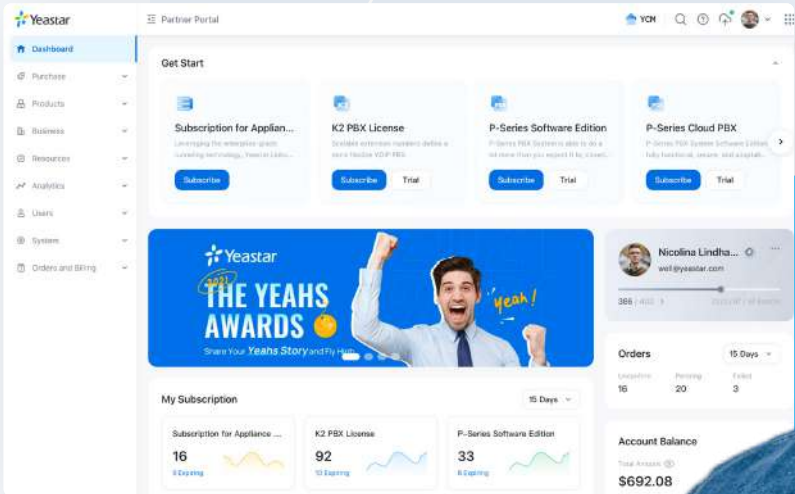
**Marketing Resources**

Get all Yeastar marketing collaterals you needs in seconds.



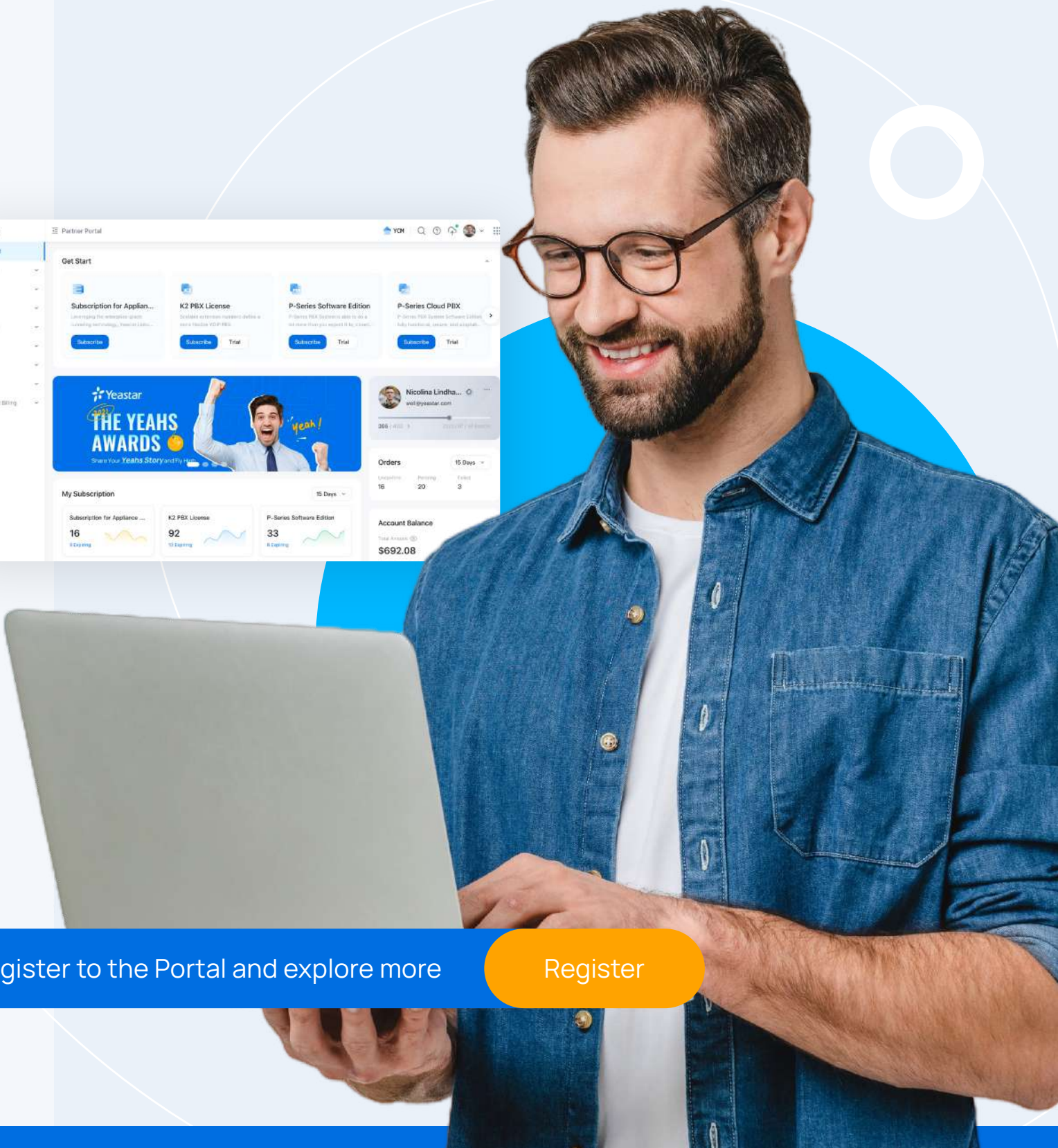
**And More ...**

Latest Promotions & News  
Warranty Lookup Tool  
Many more others



Register to the Portal and explore more

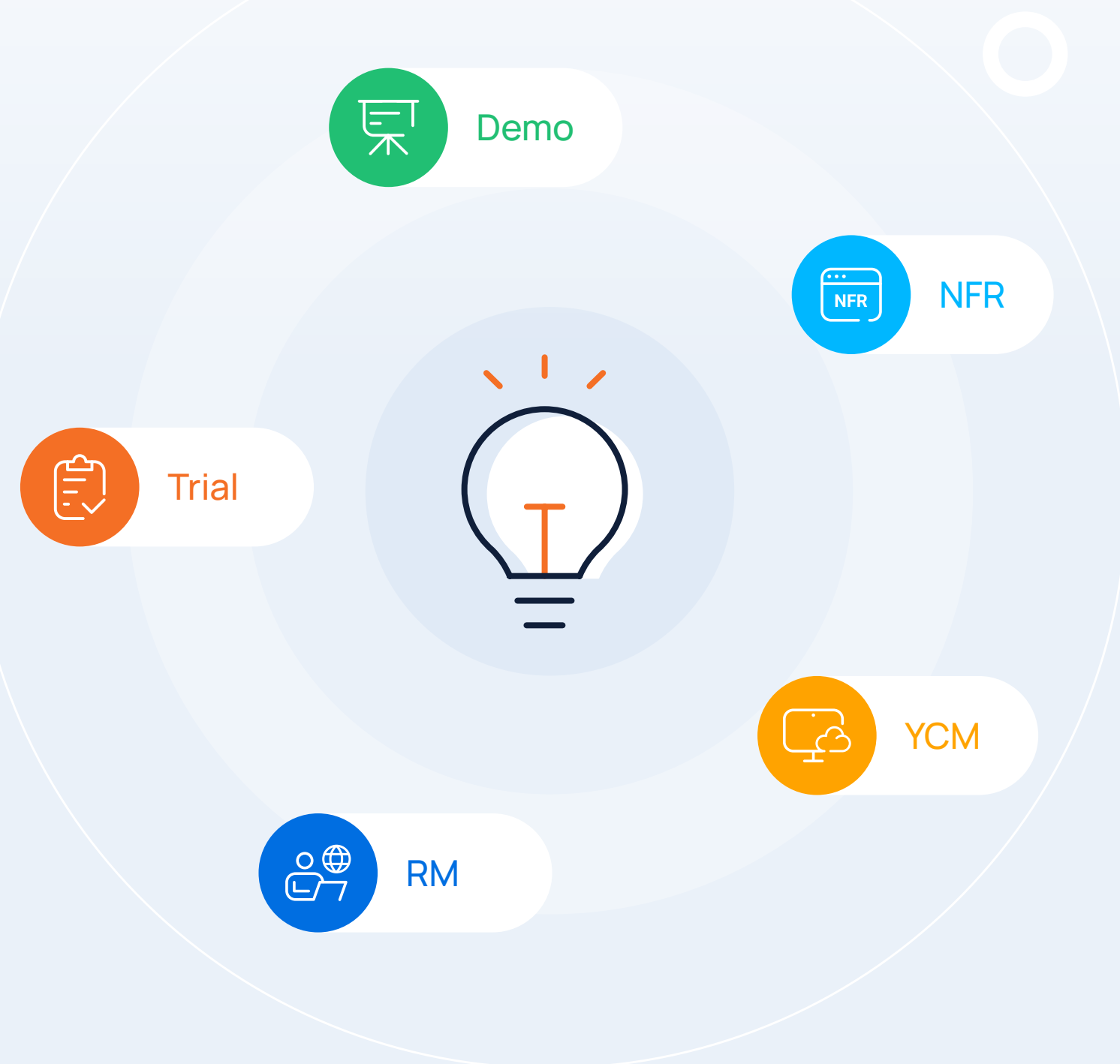
Register





# What We Offer You – Business Enablement Tools

When you succeed, we succeed! We have a wealth of business enablement tools to help you simply workflows and create differentiated services for customers.



## NFR, Demo, Trial

Access NFR, free demos, and trials for a real proof-of-concept evaluation and demonstration. We have free trial licenses for all subscription-based products and for every single of your customers.

## Remote Management (RM)

Manage your customer-premises Yeastar PBX and gateways easily and securely in one simple, central platform. Perform system setup and troubleshooting remotely, and be more responsive to customers with immediate alerts whenever critical issues occur. [Learn More](#)

## Yeastar Central Management (YCM)

Built for Yeastar UCaaS service delivery, YCM allows you to create a new PBX instance & scale up/down PBX capacity for your customers in seconds. The real-time PBX status tracking, provisioning templates, tasks, and many other tools on the platform helps you grow in a much easier way. [Learn More](#)

# 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.



## 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

Provide Tier 2 and Tier 3 support and help you solve out technical issues from activation to integration for a customer service.

## Product Development Team

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



# Take the First Step Today

## Better Results, Together

Yeastar boasts decades of experience in the industry and is looking to share our winning playbooks with you for a joint success in the booming business communications and digital workplace markets.

Let's talk about the solution, the partnership, and all additional information on the program. There is a lot more to unfold on how we can grow business together.

Get in Touch

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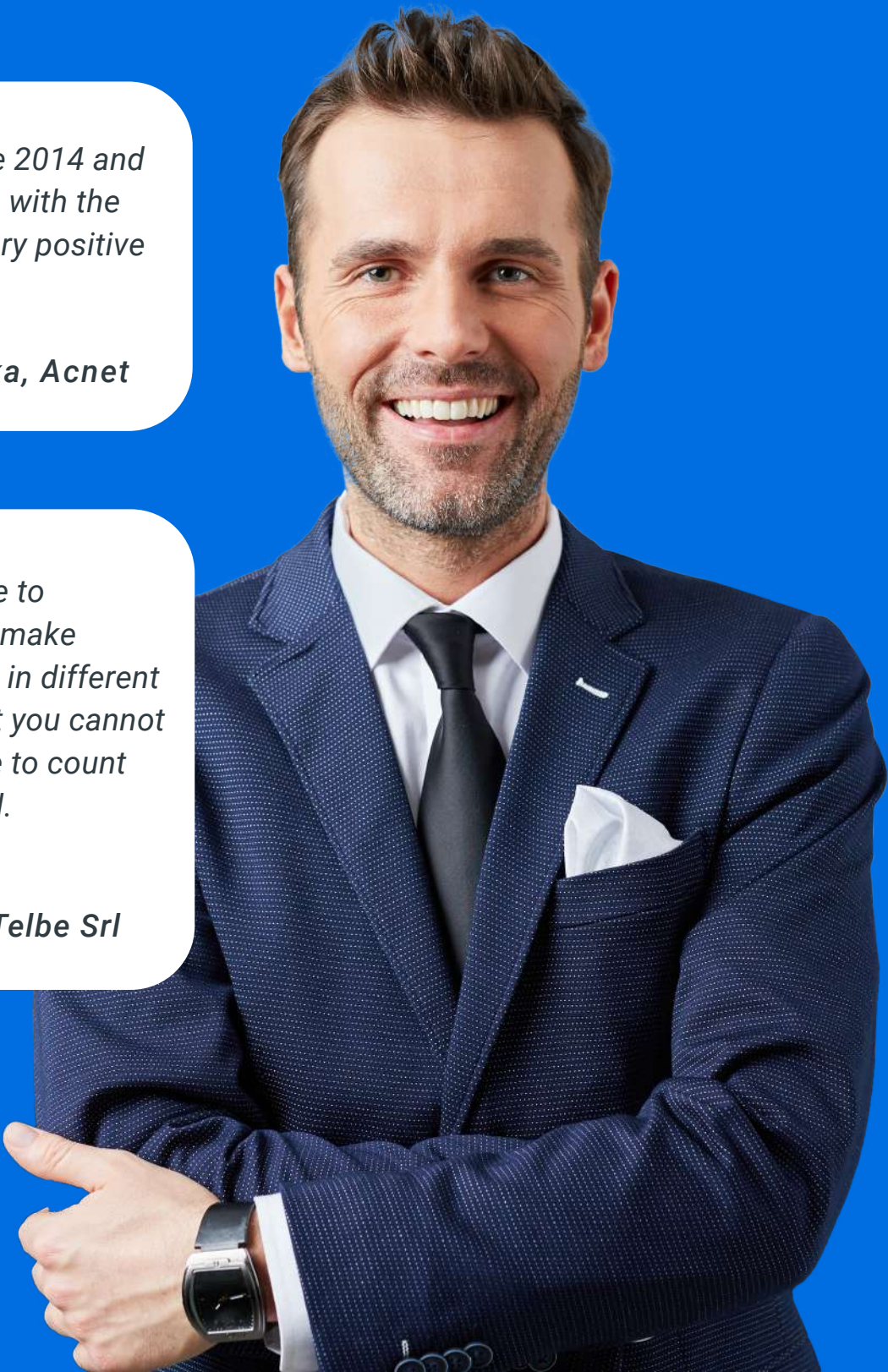
*We have been cooperating with Yeastar since 2014 and both the personal and business relationships with the whole company have been developing in a very positive and productive way.*

*—Magdalena Szydłowska, Acnet*

“

*The reason why I chose Yeastar is mainly due to the ductility of the product that allows me to make everything I want! Our customers' needs vary in different scenarios and there is always something that you cannot solve on your own. In these cases, being able to count on Yeastar assistance becomes fundamental.*

*—Stefano Cacciabue, Telbe Srl*



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