

# Yealink-SoTel VoIP Phones Buyback Program

Yealink-SoTel buyback program aims to maximize the value of your aging phones and help you upgrade a new business communications system. Our valued customers can now take advantage of trading-in their old desk phones and receive an additional discount on award-winning Yealink phones.

Enjoy the premium phone communications experience from Yealink

This program is valid from Jan. 1, 2019 through Dec. 31, 2019 in North America.



HD Voice  
Life-like conversation



1080P Resolution  
Face-to-face Video



Intuitive UI  
Easy to Operate



Affordability  
Cut the Costs



Rich Features  
Robust Collaboration



## Eligible Displacement Equipment

Qualified phone models from Avaya, Cisco, Polycom and other manufacturers supported.

**To know all eligible manufacturers:**

Contact your Yealink Representative or go to <http://www.sotelsystems.com/buyback/yealink>

\*Price is subject to change, final interpretation right of the price is reserved by SoTel.

VENDOR	ASSEMBLY SKU	EST BID
 Avaya	B179	\$40
	B189	\$125
	9608G	\$25
	9611G	\$20
	9621G	\$20
	9641G	\$20
	9641GS	\$75
 Cisco	CP7925G	\$50
	CP8811	\$55
	CP8831	\$60
	CP8841	\$75
	CP8851	\$90
	CP8861	\$100
	CP9971	\$10
	CP8845	\$80
	CP8865	\$110
 Polycom	IP6000	\$40
	IP5000	\$20
	VVX410	\$20
	VVX500	\$10
	VVX600	\$20
	VVX601	\$40
	IP7000	\$85
	VVX400	\$20
	VVX501	\$40

## Buyback Procedure

- ① The customer will complete Sotel's online Buy Back Submission Form or contact SoTel Purchasing directly.
- ② A member of the Purchasing team will contact the customer within 24 hours to discuss their products.
- ③ SoTel will provide a bid or pass on the products within this 24 hour period. The bid provided to the customer is good for 2 weeks.
- ④ Once an agreement is reached, SoTel will email a Purchase Order (PO) to the customer listing the equipment and the agreed upon price. The PO will also state the payment terms (Net-45), as well as the preferred shipping method and ship to address.
- ⑤ SoTel will pay for shipping of equipment to Sotel's warehouse. Customer is to provide the weights and dimensions of all boxes (or pallets) being shipped. SoTel will provide pre-paid shipping labels for the customer convenience. For larger shipments, it is preferred to have the equipment palletized.

\*From the date of the PO, SoTel will have 45 days to evaluate and submit payment to the customer.

### PRE-SHIPMENT CHECKLIST

- Pack with packing material to ensure the displays and face-plates are not damaged.
- Pack in shipping boxes of 10-20 phones per box.
- Palletize any shipment over 100 phones.
- Complete Phones should include: Bases/stands, handsets, power cords (if applicable).

### POST-SHIPMENT CHECKLIST

- Once equipment is received, SoTel will inventory the equipment, take pictures of any defects and report findings back to the customer.
- SoTel will have 45 days to inventory, inspect and test the equipment before sending payment.

Contact your Yealink Representative to learn more about the buy-back program.

**More information:** <http://www.sotel systems.com/buyback/yealink>