

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>