

**Presse-Release  
8 February 2017**

## **New distribution contract: KOMSA and Yealink launch direct partnership in Germany**

**In the future, retailers and system houses will be able to purchase Yealink devices directly via KOMSA and so gain access to an extensive range of services. The ict service provider is the manufacturer's official distributor in Germany and is the authorized direct contact for retailers' questions, marketing and technical issues. This will allow KOMSA retail partners to optimise their service to business customers who wish to extend their existing communication infrastructure with state-of-the-art solutions.**

KOMSA can now supply Yealink's entire hardware portfolio, consisting of telephones, audio and video conferencing systems and the corresponding accessories. Yealink's standard-based products can be connected to either local or cloud-hosted communication systems and are suited to companies of any size – from SMEs to large corporations. According to Anja Kratzer, head of product management at KOMSA, Yealink guarantees innovative products that are compatible with commonly-used communication and network solutions and can therefore be used flexibly. "That is a good portfolio for any retailer that provides services to business customers in the rapidly growing UC solutions sector and would like support in switching to all-IP and cloud communication", remarks Kratzer.

The collaboration between KOMSA and Yealink aims to increase support for retail partners in Germany's B2B sector. Through this partnership, retailers, system houses and partners within the corporate customer sector will benefit from prompt, reliable delivery of Yealink products, comprehensive partner support and marketing support. What's more, the KOMSA Technical Assistance Centre is also available at all times for technical support. "KOMSA, with a very strong, technically skilled product specialists team, offers fast, reliable processes and services, which our joint customers truly value. We are very excited to expand our global partner network with KOMSA. The relationship with KOMSA further strengthens our commitment to customers in Germany", said Stone Lu, Vice President at Yealink. As a value-added distributor, KOMSA supports retail partners' projects from start to finish – from project request, through advice about compatibility with other systems or necessary network equipment, to the final commissioning of the communication solutions and beyond.

### **About Yealink**

Yealink, one of the global leading unified communication (UC) terminal solution provider, helps businesses of all sizes make the most of their UC experience and embrace the power of "Easy Collaboration." Yealink One-stop UC Terminal Solutions unify voice, video and data, and satisfy diverse customer needs and usage scenarios. The company's comprehensive product portfolio includes video conferencing systems, conference phones, desk IP phones, wireless DECT phones and accessories. Customers from more than 100 countries enjoy Yealink's reliable UC terminal solutions through its global sales and service network. For more information, please visit: [www.yealink.com](http://www.yealink.com).

**Presse-Release  
8 February 2017**

We would be happy to provide you with further editorial information:

**KOMSA Kommunikation Sachsen AG**

Andrea Fiedler  
Niederfrohnaer Weg 1  
09232 Hartmannsdorf  
Tel.: 03722/713-750

**Internet:**

[www.komsa.com](http://www.komsa.com)

**e-Mail:**

[presse@komsa.com](mailto:presse@komsa.com)