

Ensuring Hardware Readiness For Microsoft Teams

Here at Sherweb, we want our partners to get all the assistance they need to complete their clients' UCaaS (Unified Communications as a Service) experience; and certified devices from [Yealink](#) are one more resource we've left at their disposal.

As businesses move to the cloud, our partners must plan and execute their upgrade to Microsoft Teams, which is a cloud-based solution and doesn't require you to deploy servers, unlike Skype for Business.

But that doesn't mean that your clients won't need some kind of hardware upgrade.

Why We Need Hardware

The workforce these days comprises of five different generations that have diverse preferences for how they like to communicate.

A considerable percentage of the workforce still insists on having desk phones, and that is unlikely to change as their organizations move to the cloud or adapt to **Microsoft Business Voice** solutions. In fact, according to the National Statistical Council, [91% of associates](#) agree that phone calls remain a vital mode of communication for them.

Given that there is still a higher dependency on traditional voice devices, partners need to step up and find the best hardware to include in the UCaaS offers made to clients.

Our partnership with Yealink means we can facilitate this need and help you provide enterprise-grade communication hardware, including Teams-certified devices from Yealink.

Teams Certified Hardware

With Yealink, Sherweb offers our partners the ability to provide flexibility to work; however, they want, wherever they want.

Give your clients smarter and faster ways to connect and collaborate with your hardware. As their trusted technology providers, Sherweb partners can now service clients with devices optimized to match their unique work styles and workspaces.

Sherweb understands our partners' need to provide solutions with confidence, which is why we provide certified devices that dispense enterprise-grade security easy setup and management.

Under Microsoft's direction, Sherweb and Yealink work together to ensure partners can match solutions to their clients' needs.

Certified Devices For Microsoft Teams

Ask your clients what solutions they need in place and at what price points – and you can work with us to build custom bundle solutions or offer off-the-shelf products that match their needs.

Yealink offers a wide range of products to provide organizations with additional capabilities that aren't available in most markets today. Sherweb can facilitate solutions to match each of your customers' needs ensuring that they get the right device for each of their requirements.

Our offerings for different office areas include:

Common Areas – T55A

- Cost-effective
- Easy to use, entry-level
- Basic phone calling features enabled
- Clear displays
- Easy-to-use navigator

Front Desk – T56A

- PBX calling features
- Large screen for clear directory display
- Headset support
- Large display
- Sleek design

Open Space – T58A

- HD audio quality
- Hands-free headset support
- Rich calling features enabled (conferencing, voice mail, forward, etc.)

Executive – VP59

- Clear speakerphone
- Programmable line key
- Advanced feature sets
- Speed dial
- Directory
- Hands-free

Team Collaboration – CP960

- Multiple ways conferencing support
- Clear voice and speaker
- Advance features (recording)

On-The-Go – CP900 / CP700

- High-quality audio experience – six built-in beam-forming microphones
- Easy Plug-and-Pay via USA or Bluetooth
- Excellent battery life for up to 12 hours of talk time

In Conclusion

Sherweb always has our partners' needs in mind, and our collaboration with Yealink enables partners with the Teams Hardware readiness they need to back their clients.

Together with Yealink, Sherweb offers timely promotions for both our resellers and partners to avail hardware for their own testing purposes before making these solutions available to clients.

Get in touch with your account manager to learn more.

[Sherweb](#) is a managed Teams voice provider dedicated to helping our partners serve their clients in the best possible way. Foster your customers' growth by facilitating tailored hardware solutions and power their growth. Get in touch with us to learn more.

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