NEC
VS
Yeastar

It's time to moveforward

Yeastar

It's time
to move forward.

Global IP PBX Market Values

USD 28.14 billion

In 2022 with a CAGR of **13.75%**

In the past decade, the SMB PBX industry has undergone significant changes, and Panasonic's exit from the market is a valuable lesson to learn—stay attuned to market trends or you get replaced.

Given the increasing number of businesses ditching analog and proprietary PBX systems, coupled with NEC's lagging behind in IP/Cloud communications innovations, it is essential to consider the future and explore alternatives to stay ahead of the curve.

The Difference in General

Compared with NEC on-premise PBX targeting SMBs (less than 100 users), Yeastar on-premise PBX outperforms by not only fulfilling daily business demands but generating needs with all-included modern features built for business efficiency.

With its powerful product design, modern interfaces, simple yet lucrative licensing model, plus the company's channel-orientated partner program and support, Yeastar PBX is an easy win for resellers to increase their customer base and growing revenue streams.

In the following pages, we will compare the NEC's SMB phone system with Yeastar PBX of the same level of user capacity in detail.

Business Phone

Web & Desktop Client

Operator Panel

Mobile App

Integrations

Video Conferencing

Contact Directory

Call Center

Presence & Chat

Wallboard

Yeastar PBX System

System Capacity and Future-proofness

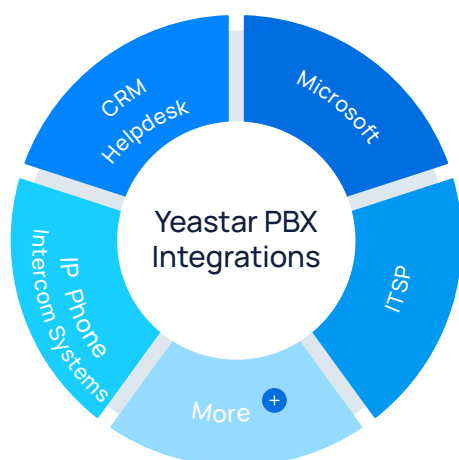|	**NEC**	**Yeastar**
Hardware Architecture	• Complex PBX components and assembly with a minimum of 16 independent blades and cards. • Clumsy in size and design.	• One compact PBX cabinet featuring a field-upgradable modular design for flexible analog trunks & telephony ports. • Simple, compact, and plug-and-play ready.
Software Architecture	**Obsolete vendor locked-in.** Low interoperability with 3rd-party devices and applications. No API feature, and limited resources for CRM, helpdesk, and other popular platform integrations.	**Flexible open-standard.** High interoperability with built-in auto-provisioning support for mainstream IP phones and other standard-based SIP terminals. Featuring powerful APIs for easy integrations with 3rd-party platforms, an open ecosystem, and immense opportunities.
Users & Trunks	Analog-centric. Require extra license per SIP user and SIP trunk.	Flexible-centric. No extra license is required for SIP users and trunks.
Features	• Lack of business-demanding features such as call recording and call flip. • UC features are basic and cost-heavy.	• All-inclusive features plus innovative efficiency features like Operator Panel, Contacts, Remote Management, and more. • Leading UC feature list and growing.
Future-proofness	The proprietary design and insufficient R&D investment make upgrades slow and even stopped. Cannot fulfill the growing customer demands and changing market landscape.	Focus on innovations and user experience. Release product updates continuously to keep up with the market trend and increase customer lifetime value.

UC Softphone Clients and Mobility

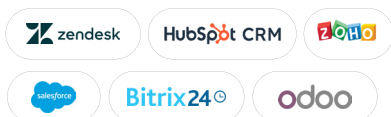|	**NEC**	**Yeastar**
Clients	Three different softphone systems with inconsistent UI and experience across different clients. • ST500 **Mobile** Client (iOS & Android) • SP310 **Desktop** Client • InUC **Web** Client	One simple Linkus softphone system with more client support and consistent experience across different clients. • Linkus **Mobile** Client (iOS & Android) • Linkus **Desktop** Client (Win, Mac) • Linkus **Web** Client • Linkus **Chrome** Extension
Features	**Less** • **ST500**: only support basic call control, contacts, and video calls. • **SP310**: only support basic call control • **InUC**: supporting call control and basic UC Features, WebRTC video conferencing, presence, instant messaging, etc.	**More** + All features of NEC clients + Call recording & voicemail list + Call flip to seamlessly move a live call between mobile, desktop, and IP phone. + Call Operator Panel (for Web/Mobile) + Call Center Console (for Web/Mobile) + Powerful integrations: Microsoft Teams, Zendesk, Salesforce, HubSpot, Zoho, etc.
SIP Forking	❌ One extension can be registered to only one SIP device.	✅ One extension can be registered to multiple IP phones and support simultaneous login on Linkus Mobile/Web/Desktop Clients.
Mobility & IT Management	**Complex** Require additional VPN settings for off-premises connection (ST500 requires additional SBC devices)	**Simple One-click** Simple one-click off-premises connection for all Linkus clients using the PBX's innovative Remote Access Service feature.
Costs	**Cost-heavy Licenses** Require extra per-user licenses to use ST500 as standard SIP endpoints and separate licenses for InUC.	**Free Client Usage** No extra license is needed to use all Linkus UC Clients. The supported features will follow the PBX system.
Interfaces	Legacy and inconsistent across different clients	Modern, simple, and consistent across different clients

Integration & Ecosystem

Unlike NEC PBX with limited integration possibilities, Yeastar PBX Systems boasts an open ecosystem and immense integration opportunities. Customers have the ultimate flexibility to use their preferred IP phones, SIP trunks, and other standard-based SIP terminals without worrying about system interoperability.
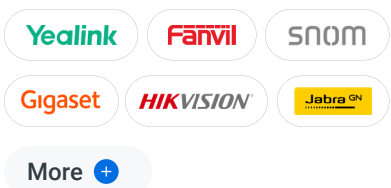
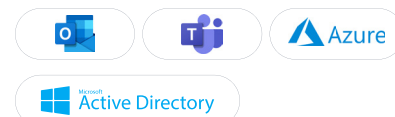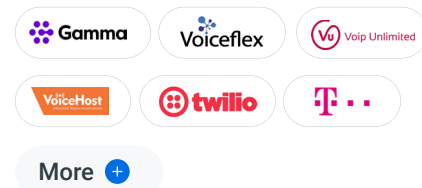|	NEC	Yeastar
3rd-party IP Phone Auto Provisioning	❌	✅
ITSP Support	No official ITSP certification program	Certified integration with 100+ mainstream ITSPs worldwide
Hotel PMS Integration	✅	✅
CRM Integration	Outlook, Goldmine, ACT!	Outlook, Salesforce, HubSpot, Zoho, Bitrix26, Odoo, SugarCRM
Helpdesk Integration	❌	Zendesk, Zoho Desk
Microsoft Teams Integration	No bespoke integration. Direct routing via 3rd-party middleware is the only way.	Bespoke Yeastar Linkus for Microsoft Team integration and optional direct routing integration.
Directory Service Integration	❌	Microsoft Active Directory, Microsoft Azure AD
Open APIs	❌	✅

Yeastar PBX Integrations

CRM / Helpdesk

zendesk · HubSpot CRM · Zoho · salesforce · Bitrix24 · odoo

Microsoft

Outlook · Teams · Azure · Microsoft Active Directory

IP Phone / Intercom Systems

Yealink · Fanvil · snom · Gigaset · HIKVISION · Jabra GN

More +

ITSP

Gamma · Voiceflex · Voip Unlimited · VoiceHost · twilio · T··

More +

Ease of Use and Management

With Yeastar PBX systems, you spend less time educating your teams and customers on using the PBX. Even with minimal technical experience, you get everything up and running in less than an hour. To make it more tangible and straightforward, here is a simple rate chart showing how our current customers feel about Yeastar PBX compared with NEC PBX.

	NEC	**Yeastar**
Overall	Unfriendly interfaces and very complicated configurations. Require significant training and experience to use it effectively.	The setup & usage is a no-brainer thanks to the point-and-click configuration and smart user designs.
Easy to Deploy	★	★★★★★
Ease of Use	★★½	★★★★★
Remote Management	❌	✅

Yeastar Strengths

Deployment

- Plug-and-play hardware
- Intuitive setup wizard
- Point-and-click configurations
- IP phone auto-provisioning
- SIP trunks provisioning templates
- PBX provisioning template* (available with Yeastar Remote management)

Daily Usage

- All communications in one simple Linkus app
- CTI for desk phone control
- Intuitive call operations. No need to remember complex call control codes
- Advanced call operator panel, function keys, and more productivity-enhancing features

Maintenance

- Intuitive system status dashboard
- Granular event notifications
- Role-based user permissions
- Comprehensive operation logs
- Graphical call reports
- Built-in troubleshooting tool
- Remote Management

Yeastar Remote Management

Built for Yeastar resellers, Yeastar Remote Management allows you to remotely manage, configure, and maintain your customer-premises Yeastar PBXs securely, even if they don't have Public IP.

- Bulk PBX management
- PBX provisioning templates & tasks
- One-click device remote access
- Central PBX status monitoring & alerts
- No need of port forwarding or VPN

Pricing Model and Sales Simplicity

With Yeastar PBX Systems, you are winning sales simplicity to reduce your investment in customer maintenance and sales management. Though NEC PBX might seem cheaper at first glance, however, the total costs of ownership are not. There are many hidden costs especially when it comes to some most basic IP/SIP PBX functionality.

Here we take Yeastar P-Series PBX Appliance Edition as an example to compare with on-premises NEC PBX.

NEC	Yeastar
One-off hardware **+ 79** separate, complex licenses for the sales of 79 services/features	**One-off hardware** **+ 3** simple subscription-based plans for your easy sales and recurring revenue.
Basic features that require extra licenses: SIP Extension, SIP Trunk, Mobility Extension, 3rd-party CTI, Encryption, Voicemail to Email Notifications, Remote Conference Bridge, etc.	**All basic features are included with PBX hardware:** All basic features that NEC charges extra (mentioned on the left) are included in the Yeastar PBX hardware. Customers don't need to pay extra.
Complex per-feature license management: 5 InApp licenses: InUC for web app, Inscheduler for conference management, Network Connect for call routing, Inguard for call security, Contact Center for call center, and tens of MyCalls license for call management.	**Easy plan subscription for advanced feature package:** **Standard Plan:** Remote Access Service (RAS) and Instant Messaging **Enterprise Plan:** All in Standard Plan plus Call Accounting, Phonebooks, Advanced Call Center features, Microsoft 365 Integration, CRM Integration, and many more. **Ultimate Plan:** All in Enterprise Plan plus video conferencing, and Active Directory integration.
The enablement of one functionality may require the purchase of multiple licenses.	
• Sales complexity multiples with each license • Unmatched with customer expectations and market trends by charging even the most basic PBX feature • High business costs in customer/channel maintenance	⊘ Easy bundle sales with recurring revenue ⊘ Adapt to customer expectations & market trends by charging business-enhancing UC features that bring true values ⊘ Low business costs in customer/channel maintenance

Partner Program and Vendor Support

Both NEC and Yeastar are channel-focused and do not sell directly to end users, however, the partner support varies.

	NEC	**Yeastar**
Product Support (Update Frequency)	Seldom. Hardly keep up with the growing market demand.	Almost every quarter to help partners navigate the changing landscape.
Technical Support	Late response. Mostly depends on the distributor.	Direct Tier 2 and Tier 3 support for all partners, plus real-time chat support.
Training Support	No vendor-provided direct training and webinars.	Direct training, level-based certifications, and informative webinars to get partners up to speed.
Marketing Support	Limited and lack of customization support.	All-around covering customized marketing collaterals, joint events development, marketing development fund, etc.

Yeastar Strengths

Specializing in the Unified Communications industry, Yeastar is dedicated to helping partners grow with a comprehensive set of financial, technical, sales, and marketing support.

▶ **Reach ROI Faster**

- ⊘ Industry-leading Margins
- ⊘ Recurring License Revenue
- ⊘ Promotions & Incentives
- ⊘ Special Project Discounts
- ⊘ Cross-selling Opportunities
- ⊘ Regional Channel Program

▶ **A Dedicated-to-You Partner Success Team**

Avail Yeastar people resources to grow your pipeline from day 1. Yeastar Teams are all ears and support you every step of the way.

- ⊘ Dedicated Account Managers
- ⊘ Pre-sales Engineers
- ⊘ Regional Marketing Specialists
- ⊘ Technical Supports
- ⊘ Training Experts
- ⊘ Product Development Teams

▶ **Tailored Partner Productivity & Sales Enablement Tools**

- ⊘ **NFR, Demo, Free Trial:**
  A real proof-of-concept evaluation and demonstration to speed up closing deals.

- ⊘ **Deal Registration:**
  Special deal protection and project support from pricing to services.

- ⊘ **One-stop Partner Portal:**
  Purchase & order, license management, product insights, marketing resources, latest promotions, warranty lookup tool, etc.

- ⊘ **Remote Management:**
  Easy, secure, central management of customer-premises Yeastar devices.

- ⊘ **Yeastar Central Management:**
  Put UCaaS service delivery & management on auto-pilot for partners.

Recommended Alternatives for NEC SL2100/SV9100

Yeastar PBX System has the capacity and scalability to serve the entire SMB market instead of just a portion of it. When you become a Yeastar channel partner, you have the ability to sell cloud, on-premises, software, or a hybrid solution. Here are popular Yeastar PBX models for businesses of less than 200 users.

Hardware

▶ S412	
Base Users/Max Users	20
Max Concurrent Calls	8
Max FXS Ports	12
Max FXO/BRI Ports	4
Max GSM/3G/4G Ports	2
Max E1/T1/J1 Ports	-

▶ P550	
Base Users / Max Users	50
Max Concurrent Calls	25
Max FXS Ports	8
Max FXO/BRI Ports	8
Max GSM/3G/4G Ports	4
Max E1/T1/J1 Ports	-

▶ P560	
Base Users / Max Users	100/ 200
Max Concurrent Calls	30/60
Max FXS Ports	8
Max FXO/BRI Ports	8
Max GSM/3G/4G Ports	4
Max E1/T1/J1 Ports	1

Cloud

Supporting from 5 to virtually unlimited users, Yeastar **P-Series PBX Cloud Edition** makes the best-in-class UC features within reach of small businesses, with the highest standard of active-active high availability.
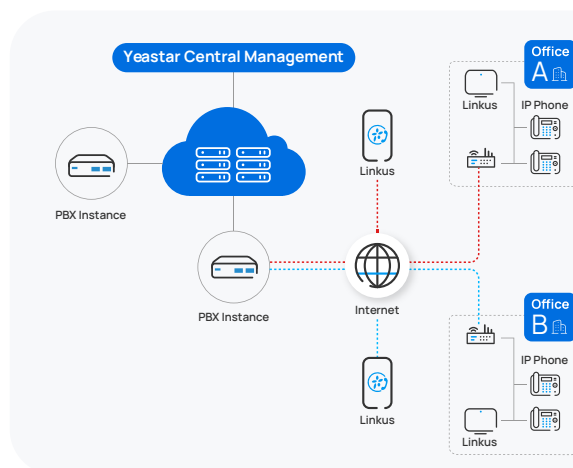
Turnkey Hosting Solution

Designed with a multi-instance infrastructure, Yeastar offer **Yeastar Central Management (YCM)** to put hosted PBX and UCaaS service delivery on autopilot for partners.

There is no need for you to prepare the servers. By accessing YCM, you can create PBX instances for customers in clicks and start to sell right away. Better yet, YCM is also capable of PBX status monitoring & task management, so you can have a complete control of your customers and services easily.
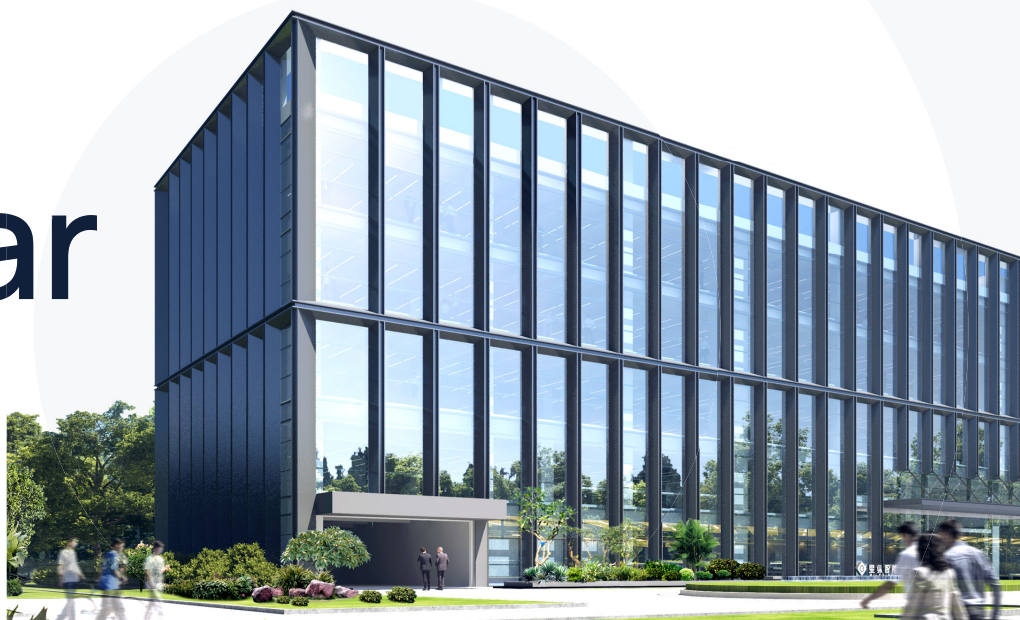
Software

For customers who prefer a software PBX or hosted the PBX system in their own hardware or virtual server, Yeastar **P-Series PBX Software Edition** is an ideal solution. It comes fully packaged and is scalable for up to 10,000 users.

The recommended virtual servers include:

aws · Alibaba Cloud · vmware · Microsoft Hyper-V · KVM · PROXMOX · Dell

About Yeastar

Trusted by over

450,000

customers worldwide

Yeastar helps businesses realize digital values by making communications and workplace solutions easily accessible from ownership and adoption to daily usage and management. Yeastar has established itself as a leading provider of UC solutions with a global partner network and over 450,000 customers worldwide. Committed to delivering the right technology to value-oriented businesses, Yeastar offers products and services for UC&C, workplace scheduling, and hybrid workplace to enable them to win in the modern digital world.

Contact us