

#### KEY FINANCIAL FIGURES

Revenue  
increased by

**13.2%**

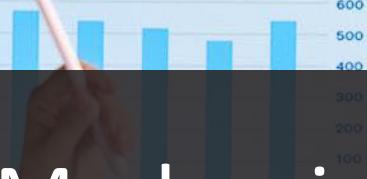
EBITDA  
improved by

**9.5%**

Interest-bearing debt  
decreased by

million **32.9**

Revenue



Revenue interest and  
taxes



# Modernise your hybrid collaboration with Managed Teams Rooms

*A combined **hardware and software** solution that **secures** your collaborative spaces and meeting rooms, so that your team can **succeed** in the modern work era.*

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# Business need to re-imagine teamwork across all spaces

*As people become more mobile, organisations will need to adapt office spaces and technology to meet the needs of a hybrid workforce.*

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## With the “Great Resignation” comes the “Great Reshuffling” of talent

Like a siren signaling the need for change, the movement has forced companies to sit up, notice, and respond to shifting employee technology needs

*Globalization Partners – April 2022*

## Managed Teams Rooms

Bridges the gap between people working remotely and those in the office



Foster **inclusive** and **interactive** meetings for everyone, regardless of where they are



Deliver **consistent** Teams experiences designed to make collaboration hassle free

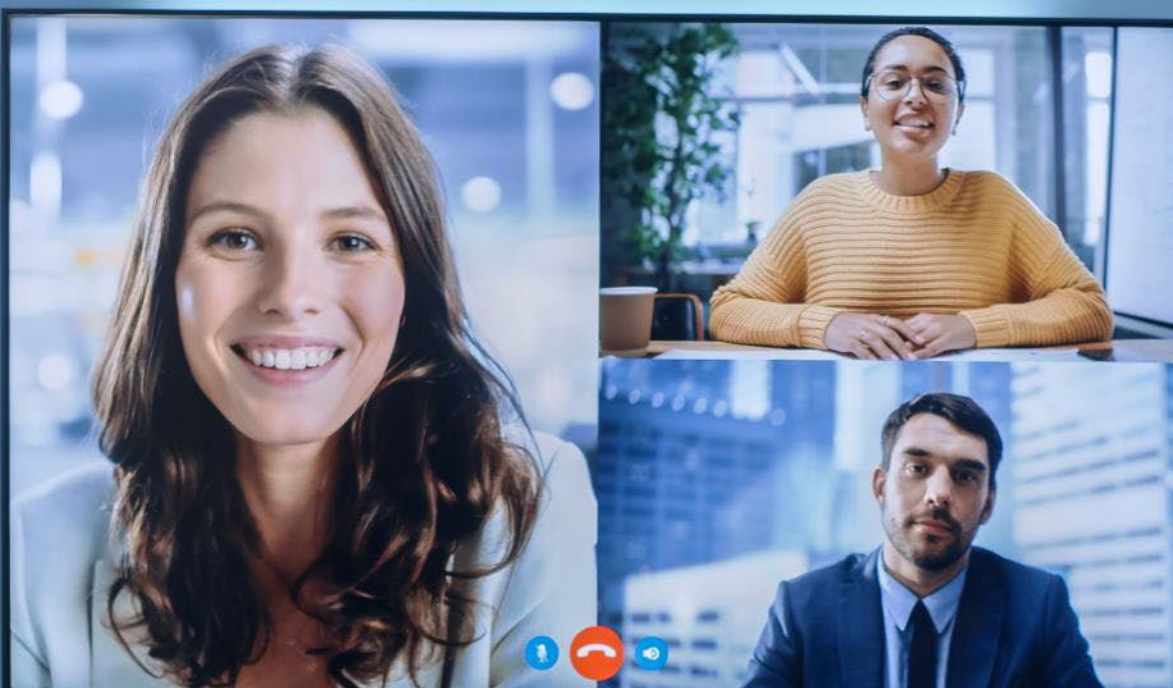


Turn any **shared space** into a secure Teams Room with a wide selection of devices



Keep devices **protected** and up to date with rich management capabilities and powerful analytics



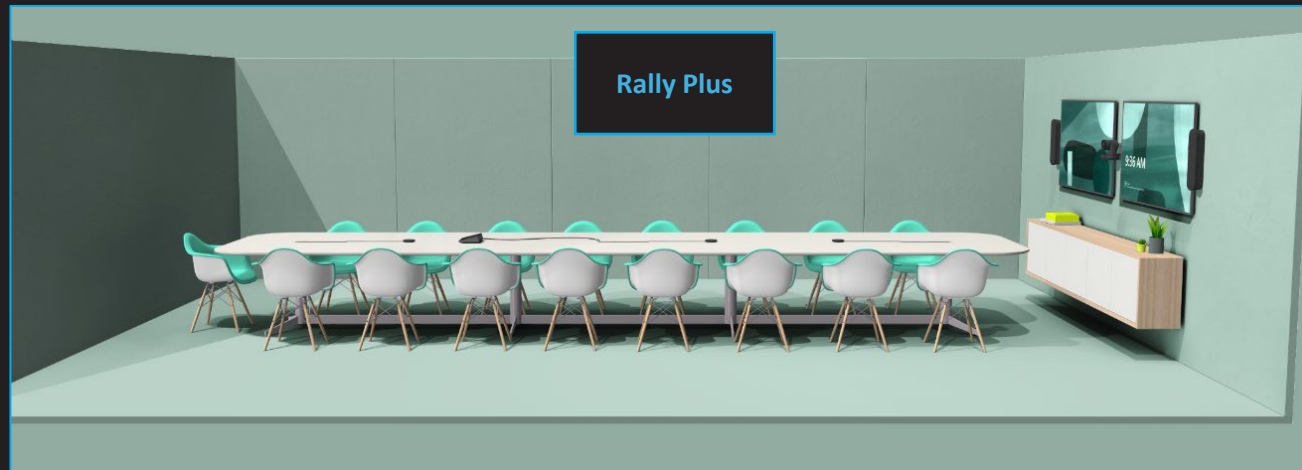
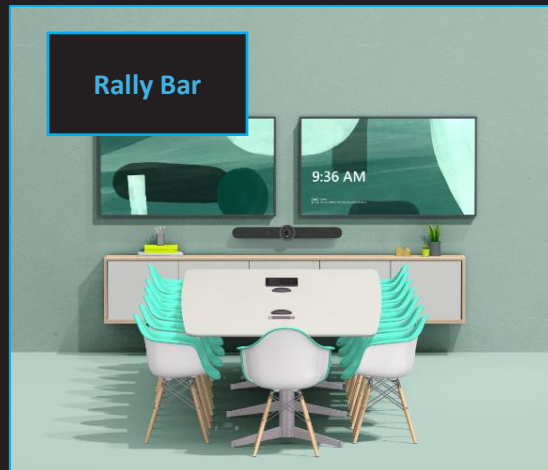
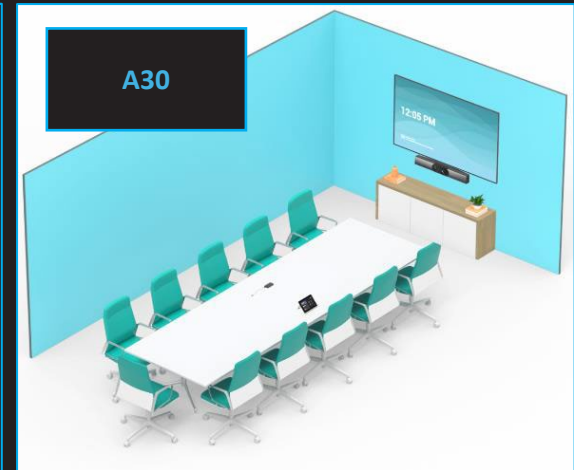


## What is included in Managed Teams Rooms Subscription ?

- Expert on-site installation
- Microsoft Teams configuration, management and support
- A choice of 4 Microsoft Teams Room solutions
- Room Panels and Accessories to tailor your experiences
- Professional Grade Displays designed for 24x7 duty cycles
- Option to purchase at end of subscription for fixed fee of 5-months

# 4 Teams Rooms and (optional) Room Panels & Mics:

Professionally installed, managed and secured





# Yealink A20 Collaboration Bar: for small rooms up to 7 people



1 x A20 all-in-one  
Collaboration bar  
power adapter, wall  
mount bracket & cables

1x CTP18 touch console  
with PoE power  
adapter, wall mount  
bracket & cables

1x VCH51 sharing box  
7.5m CAT5e cable, 0.6m  
USB-C cable and 0.6m  
HDMI cable

Subscription Options

12 Months	24 Months	36 Months
R4000	R2100	R1500

*Requires: (1) Microsoft Teams License, (2) One or two Displays, (3) Cat5e ethernet port*

# Yealink A30 Collaboration Bar: for medium rooms up to 11 people



1 x A30 all-in-one  
Collaboration bar  
power adapter, wall  
mount bracket & cables

1x CTP18 touch console  
with PoE power  
adapter, wall mount  
bracket & cables

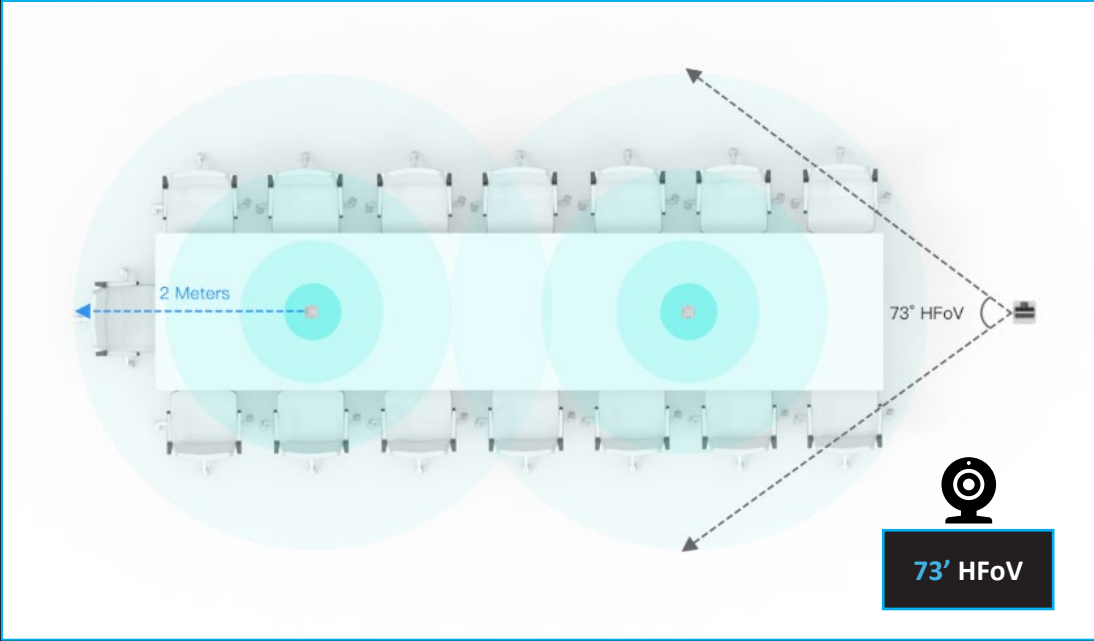
1x VCH51 sharing box  
7.5m CAT5e cable, 0.6m  
USB-C cable and 0.6m  
HDMI cable

Subscription Options

12 Months	24 Months	36 Months
R5100	R2700	R1900

*Requires: (1) Microsoft Teams License, (2) One or two Displays, (3) Cat5e ethernet port*

# Logitech Rally Collaboration Bar: for large rooms up to 15 people



1 x Rally bar all-in-one  
Collaboration bar  
power adapter, wall  
mount bracket & cables

1x Logitech TAP IP touch  
console with PoE power  
adapter, wall mount  
bracket & cables

2x Graphite Rally Mics  
with table mounts for  
Rally Mic Pods

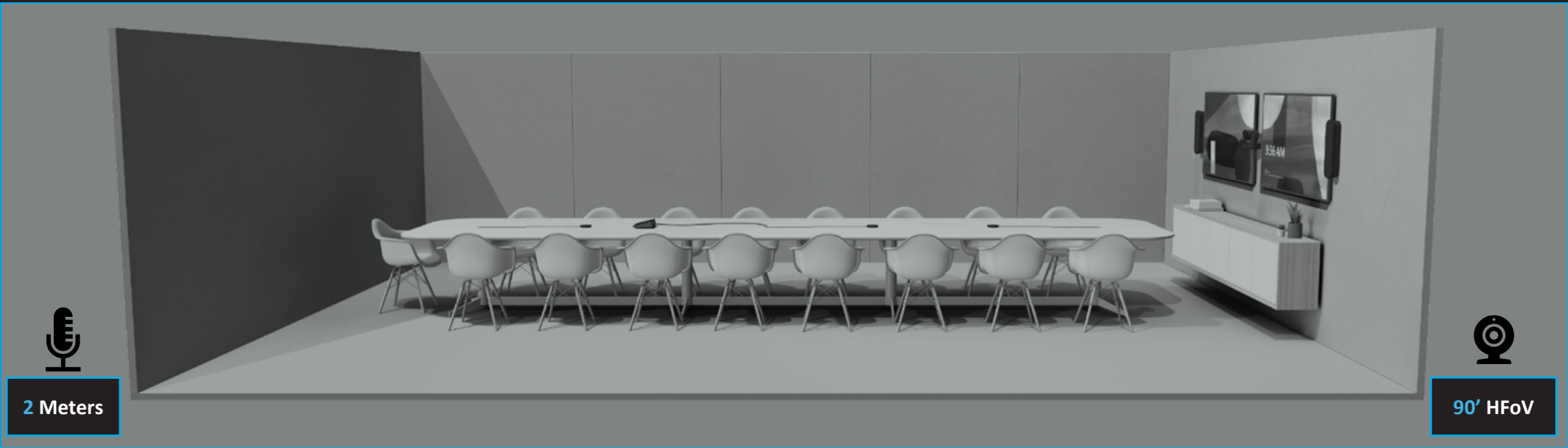
Subscription Options

12 Months	24 Months	36 Months
R11400	R6000	R4200

*Requires: (1) Microsoft Teams License, (2) One or two Displays, (3) Cat5e ethernet port*



# Logitech Modular Conferencing: for board rooms up to 19 people



1 x Logitech Rally Plus modular conferencing system with Intel Nuc and Logitech Swytch

1x Logitech TAP IP touch console with PoE power adapter, wall mount bracket & cables

3x Graphite Rally Mics with table mounts for Rally Mic Pods

Subscription Options

12 Months	24 Months	36 Months
R14900	R7800	R5500

Requires: (1) Microsoft Teams License, (2) One or two Displays, (3) Cat5e ethernet port

# Yealink Room Panel for Microsoft Teams

## Manage your meeting spaces with ease



1 x Yealink Room Panel  
with PoE power  
adapter, wall mount  
bracket & cables

Built-in 802.11ac 2x2  
MIMO Wi-Fi for  
wireless deployment

Ambient light & proximity  
sensor integrated for screen  
wake up and brightness  
adjustment

Subscription Options

12 Months	24 Months	36 Months
R1300	R700	R500

*Requires: (1) Microsoft Teams License (shared with Teams Room), (2) Cat5e ethernet port*



# Yealink Microphone Accessories

## CPW90 Wireless or VCM 34 VC Microphones



Designed for use with:  
Yealink A20 Bar  
Yealink A30 Bar

### Wireless Option

### Wired Option

### Subscription Options

2 x CPW90 wireless microphones  
incl with charger cradle and 1.8m  
USB cable

or

1 x VCM34 array microphone with  
1 x 3m network cable. Supports  
Power over Ethernet (PoE)

12 Months	24 Months	36 Months
R700	R400	R300

# Samsung Professional UHD 4K Displays:

Designed to deliver accurate information on a 24x7 duty cycle



## Subscription Options

Model	Width cm	Power Per hour	12 Months	24 Months	36 Months
55"	1235	143W	R1800	R1000	R700
65"	1454	181W	R2900	R1500	R1100
75"	1682	231W	R4900	R2600	R1800
85"	1897	308W	R7100	R3700	R2600
98"	2160	362W	R17300	R9100	R6400

Dynamic Crystal Color

Quantum Processor 4K  
for incredible picture quality

Non-glare display from all angles

Slim and symmetrical design  
allowing for seamless environment

Wall Mounting Bracket

Onsite installation & service  
for complete peace of mind

*These monitors are designed specifically for Business & Commercial use and carry warranties for 24x7 operation<sub>12</sub>*



# Thank you

**Demetri Petropoulos**

Head of Sales

[demetri@globalmicro.co.za](mailto:demetri@globalmicro.co.za)

Phone +27 83 287 9228

**JJ Milner**

Managing Director

[jj@globalmicro.co.za](mailto:jj@globalmicro.co.za)

Phone +27 83 602 6601

**Head Office**

Phone +27 11 731 0600

[www.globalmicro.co.za](http://www.globalmicro.co.za)



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