



Ready. Headset. Go.

A guide to how you can capture new deals, increase value to existing customers, and grow your revenue with Logitech business headsets.



The new essential need: superior audio

As more organizations embrace flexible working, high-quality business headsets are moving from a “want” to a “need”.

Everyone relies on crystal-clear audio, yet every company’s priorities and teams are unique. With many employees able to work in the office, remotely, or choose a mixture of both, providing them with better audio solutions has never been more important.

Organizations require headsets that come in a variety of form factors, and provide both connectivity options and compatibility with existing devices and systems.

The days of one-size-fits-all are over, and organizations are looking for a trusted advisor to support navigating that complexity.

This is your opportunity.

As a Logitech partner, you can offer trusted, certified headsets that meet the evolving needs of every role, every team, and every workplace setup.

How you can benefit from Logitech business headsets

Helping your customers upgrade their audio setup isn’t just good for them, it’s good for your business. Logitech’s user-centric approach means our business headsets are easier to recommend, easier to deploy, and easier to sell at scale. Here’s why:

Boost sales:

The high quality and reputation of Logitech products can attract new customers and secure larger contracts, as organizations look for reliable audio solutions.

Enhanced customer loyalty:

Providing a top-tier product like Logitech headsets helps in building trust and satisfaction among clients, leading to long-term relationships and repeat business.

Cross-sell and upsell:

Logitech’s comprehensive product line enables opportunities to offer complementary accessories or upgrades, thereby increasing the overall value and revenue from each customer.

Capture new customers:

The advanced features and competitive pricing of Logitech headsets make them appealing to a wide range of businesses, expanding your customer base.

Who are your ideal headset customers?

Individuals leading an IT business function or specialized teams within IT, Facilities, and Real Estate.

Those responsible for supporting employees in flexible work environments and finding the most reliable and scalable technologies to do so.

Roles that focus on ensuring employees have the necessary hardware and software to be more productive.



Explore Logitech's comprehensive portfolio

Logitech has a headset for all business needs. Explore our comprehensive portfolio to discover how we can help you support your customers' audio requirements.



H570E:

Comfortable, affordable, built to last.

For people who make their living on the phone.

Designed and certified for business, the stylish and durable H570e delivers comfort day after day. It's easy to use as well, just connect it to a PC or Mac through the USB cable. It also features noise-canceling mic for crystal-clear sound at an affordable price.

Key features:

1. Comfortable fit: The adjustable padded headband ensures all-day comfort, with metal reinforcement for strength as a perfect fit.
2. Effortless controls: In-line controls allow you to easily answer and end calls, adjust volume up and down, and mute and unmute calls.
3. Crystal clear audio: Acoustic echo cancellation and noise-canceling microphone optimized to deliver crystal clear sound even in noisy workspaces.



Zone 305:

Wireless headset certified for business and ideal for mass deployment.

For people who need professional-grade audio.

Certified for leading business apps and calling platforms, Zone 305 is ideal for large orders. This lightweight wireless headset features great audio and reliable connections for clear and uninterrupted calls.

Key features:

1. Certified for business: Certified for Microsoft Teams, Zoom, and Google Meet with the plug-and-play receiver. Also certified for Microsoft Teams over native Bluetooth¹.
2. Remote management: With Logitech Sync, IT managers can monitor the deployment of individual devices and push firmware updates to keep them up-to-date and secure.
3. Be heard clearly: Dual noise-canceling mics are positioned on the adjustable boom for better voice capture.



Zone Vibe Wireless:

Modern style for flexible work.

For people who prefer an over-the-ear headset with business-grade features.

Works perfectly with most video meeting platforms. Remotely managed by IT through Logitech Sync and Logi Tune. The partner-certified headset is as feature-rich as it is stylish.

Key features:

1. Certified for video conferencing: Certified for business with receiver and over native Bluetooth¹, and built with noise-canceling mics, Zone Vibe Wireless picks up your voice, not distracting background noise.
2. Powerful yet lightweight: An immersive audio experience delivered through a stylish, lightweight, over-the-ear fit. Zone Vibe Wireless is comfortable even after hours of use.
3. Wireless and reliable: The multipoint Bluetooth and USB-C receivers allow you to connect and easily switch between two devices.



Zone Wired: Wired for business.

For people who work in busy open workspaces.

Hear and be heard clearly with a USB headset designed for busy open workspaces. Ready for business right out of the box and certified for Microsoft Teams, Zoom, and Google Meet, Zone Wired delivers premium audio and reliable call clarity with advanced noise-canceling mic technology.

Key features:

1. Premium microphone for open office: Noise-canceling dual mic technology that accurately suppresses distracting sounds as close as 60 cm away.
2. Premium audio drivers: Generously sized 40 mm drivers deliver full-bodied bass, crisp higher frequencies, and incredibly low distortion.
3. Plug-and-play reliability: In-line controls keep call and music functions handy, while USB-C and USB-A adapters (included) ensure plug-and-play compatibility.



Zone Wired 2 for Business: Wired for work. Built for focus.

For people who need focus when working in busy open workspaces.

Help employees stay focused and productive in busy open spaces with adaptive hybrid active noise cancellation (ANC) and dual noise-canceling mics. Proprietary 40 mm drivers are purpose-built to optimize audio quality. Comfortable headset strap makes it easy to use and wear all day. Certified for leading calling platforms.

Key features:

1. Adaptive hybrid ANC and premium mic for open office: ANC level intelligently adjusts in real time for better focus, while the premium mic ensures you are heard clearly even in noisy spaces.
2. Custom-designed driver: Our 40 mm driver is purpose-built to offer exceptional bass clarity, optimizing calls, music playback, and ANC capabilities.
3. Improved power efficiency: Wired headsets are often plugged in for a prolonged period of time. Power consumption of this headset is reduced by up to 79% compared to Zone Wired².



Zone Wireless 2 ES for Business: Focus for all employees.

For people who need focus and wireless freedom in busy open workspaces.

Help everyone stay focused with adaptive hybrid ANC and noise-canceling microphones, specifically designed for open offices and noisy environments. The headset strap evenly distributes weight for better comfort. Certified for leading calling platforms with receiver and over native *Bluetooth*¹.

Key features:

1. Adaptive hybrid ANC and premium mic for open office: ANC level intelligently adjusts in real time for better focus, while the premium mic ensures you are heard clearly even in noisy spaces.
2. Custom-designed driver: Our 40 mm driver is purpose-built to offer exceptional bass clarity, optimizing calls, music playback, and ANC capabilities.
3. Uninterrupted workflow: This headset is equipped with smart enumeration and multipoint *Bluetooth* for seamless audio switching and smooth transitions between devices.



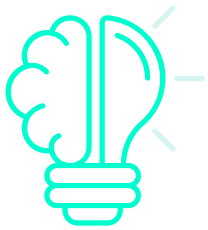
Zone Wireless 2: AI-powered headset for two-way noise-free calls.

For skilled professionals seeking advanced features to work distraction-free.

When every minute counts, Zone Wireless 2 brings focus and attention to the task at hand. AI noise suppression, four noise-canceling mics, and hybrid ANC help high-skilled employees work without distraction. Also certified for leading calling platforms with receiver and over native *Bluetooth*¹.

Key features:

1. AI noise suppression: Advanced Call Clarity³ suppresses far-end ambient noise, so you can hear remote participants clearly, even if they are in a noisy environment.
2. Superior microphones: Four noise-canceling mics suppress sound from nearby conversations, HVAC, or barking dogs.
3. Hybrid ANC: Toggle between ANC high and low to reduce background noise as needed. Hear more of the outside world with transparency mode.



Why Logitech business headsets?

IT professionals need technology that meets the needs of their business and their employees, ensuring exceptional experiences, maximum efficiency, scalability, and the best ROI at the right price. Take a look at the key reasons why your customers should be using Logitech business headsets.



Business certified and IT friendly

Certification, plus ease of deployment, use, and management, are key technology considerations. Certified headsets make collaboration across major platforms such as Microsoft Teams, Zoom, and Google Meet seamless.



Sustainable

Increasingly, businesses are under pressure to demonstrate environmental sustainability. This includes making environmentally responsible IT purchases wherever possible. Help your customers meet their sustainability goals without limiting user experience.



Essential software

Logitech headsets are elevated by Logi Tune software, enabling users to customize their audio experiences to their liking. Meanwhile, Logitech Sync makes life easier for IT through remote device management. IT teams can stay on top of devices, apply updates, and deliver support whether employees are at home, in the office, or on the go.



Flexible Work-Ready

Your customers need solutions that are equipped to support employees working at home, in the office, or a mix of both, with clear audio fundamental to productive communication and employee satisfaction. Research shows that organizations that enable productivity anywhere typically see a 2.3x boost in employee retention⁴.



Opportunity to scale

Solutions must elevate the value of existing investments and be capable of scaling as a business grows. Offer customers new opportunities for mass deployment to suit their needs and budget.



Comprehensive portfolio

Provide customers with a range of products, whether they are focused on usability, security, or flexibility, with wired, wireless, dongle or dongle-free solutions to meet their business needs.



Certified for Microsoft teams over native *Bluetooth* (applies to specific models)

Highlight the value of this certification. Customers can enjoy the full Teams experience, with exceptional sound quality.

How to start the conversation

By asking the right questions, you can uncover customer pain points and help them discover how Logitech's headset solutions can help overcome them. Depending on which angle you want to take, here are some example questions to get your conversations off the ground:

1. Do your employees work on-site, at home, or flexibly across both?
2. What are some of the main challenges you face supporting this model?
3. Does your organization have sustainability targets? What are the KPIs?
4. Do you have issues with device compatibility across your organization?
5. How important is it that your organization's devices are certified?
6. Do you find it challenging to deploy new devices across your organization?



How to respond to common queries and objections

You may be faced with queries, doubts, and even objections from potential customers. Below are some common reasons why customers might be hesitant and how to respond.

“Are your products certified?”

Explain how there are a variety of certified products across different platforms, where customers can seamlessly integrate functions for ease of management and use. Highlight certification for Microsoft Teams over native Bluetooth¹, specific to Zone 305, Zone Vibe Wireless, Zone Wireless 2 ES for Business and Zone Wireless 2.

“We already have vendors for this.”

Underscore the value of having a single vendor across all workspace needs, from remote employees to office desktops and meeting rooms. They can build a strong relationship with one vendor across all needs.

“We don’t have the budget.”

Explain the broad price points available, including the option for a sub-\$100 certified wireless headset. You can also cover how Logitech business headsets are priced for mass deployment and ready to scale.

“We don’t use wired headsets.”

Question whether price, security, convenience, or another factor guides this decision and explain the benefits of the full headset portfolio to highlight their options.

“Do you support sustainability initiatives?”

Highlight Logitech’s mission to empower people to pursue their passions in a way that is good for society and the environment. Logitech is committed to its Design for Sustainability approach as seriously as all other areas of production. Products incorporate Post-Consumer Recycled plastics (73% of products are made with Next Life Plastics), reflecting Logitech’s commitment to reducing environmental impact. Additionally, Logitech’s Collect and Recycle program offers B2B Select customers a way to easily recycle their end-of-life video conferencing equipment⁵.

“How is Logitech different from the other brands?”

Logitech has a rich history, market leadership, and commitment to innovation, delivering trusted support and services to provide a seamless experience. It may also be useful to highlight the strength of its partner relationships and alliances, showcasing a strong support system for the customer and compatibility with leading platforms.

“We are happy with our existing headsets.”

Explain how flexible working is evolving quickly, and they need an industry leader to help them stay ahead of their employees’ requirements (and their competitors). Explain the benefit of flexible-ready headsets from Logitech and how they better meet business, IT, and employee needs.

“We’re focused on security. What protection do Logitech headsets offer?”

Highlight the availability of both wired, wireless, dongle and dongle-less headset options to hand control back to the customers in relation to their security requirements.

Capture new deals, increase value to existing customers, and grow your revenue.

Discover how you can support your customers with Logitech business headsets.

Contact your local Logitech Sales Manager

Sources: 1.Certified for Microsoft Teams over native Bluetooth. Requires Windows 11 and the new Microsoft Teams app. 2. Actual power reduction may vary based on user and computing conditions. 3. Enabled with Logi Tune 4. Accenture 5. Logitech