



Corporate Fact Sheet



8x8, Inc. Corporate Headquarters in San Jose, CA

Long before “cloud” became a buzzword, 8x8 was one of the first providers to focus squarely on software-based communications delivered as a service.

With over 35,000 business customers subscribing to more than 400,000 services, 8x8, Inc. (NASDAQ:EGHT) has become the industry’s leading provider of unified communications and collaboration (UCC) services in the cloud for small and medium businesses and mid-market and distributed enterprises. 8x8 delivers a broad suite of UCC services to in-office and mobile devices spanning cloud telephony, virtual contact center, virtual meeting and virtual desktop through a proprietary unified Software as a Service, or SaaS, platform.

Reduced Costs and Increased Productivity

Businesses today are increasingly focused on utilizing mobility and UCC solutions to enable increased productivity, improve interactions with customers and partners, and enhance organizational agility and responsiveness. Legacy solutions have proven to be increasingly expensive and cumbersome and do not meet these evolving business requirements.

8x8 services enable customers to eliminate upfront capital expenditures and minimize monthly expenses, while greatly boosting the functionality, flexibility and reach of their business communications. Quick, easy, intelligent provisioning allows an 8x8 system to grow with a business while increasing efficiency — especially valuable for businesses with multiple locations. These advantages have created a groundswell of demand for 8x8’s unified communications and collaboration solutions.

Breakthrough Innovation

Unlike other service providers that have assembled disparate collections of third-party technologies, 8x8 has developed its own comprehensive UCC suite of services, backed by 91 U.S. patents, covering breakthroughs in voice, data, video and mobile communications. From a customer standpoint, this innovation means rapid provisioning and deployment, optimal scalability and adaptability, faster service launches and enhancements, complete integration, ease of use, and no licensing fees.

Reliable, Award-Winning Services

Backed by exceptional customer support, 8x8 service offers outstanding reliability with built-in redundancy from data centers in Silicon Valley and Ashburn, Va., to ensure maximum uptime and business continuity. 8x8 has invested heavily in security and regulatory compliance and is currently the only UCC in the cloud provider to offer FISMA, HIPAA, NITECH and PCI DSS compliant solutions. In 2013, 8x8 recognized in the “Leaders” quadrant, for the second consecutive year, of Gartner’s 2013 Magic Quadrant for Unified Communications as a Service and was named a market leader by Frost & Sullivan and Synergy Research. With validation like this, 8x8 has become the dominant choice of businesses that seek powerful, seamless services to meet all of their communications and collaboration needs — now and for the future.

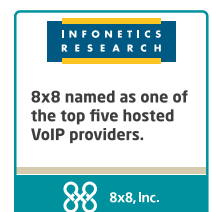
Fast Facts

Nasdaq	EGHT
Employees	400
Revenue	\$103.8 million (FY13)
Patents	91
Phone	866-TRY-VOIP
Website	www.8x8.com

“8x8’s long track record in delivering VoIP services to the business market has earned the company tremendous experience that is manifested in innovative product development, increased customer satisfaction, and strong overall competitive positioning.”

Frost & Sullivan

8x8 Market Share Leadership Award
July 2012



Unified Communications and Collaboration Solutions

8x8's cloud-based services offer significant advantages for businesses of all sizes.

- Powerful, web-based communications and collaboration services surpass the capabilities of legacy alternatives
- SaaS model eliminates the need for expensive equipment and large capital expenditures
- Services delivered to customers at significantly lower cost
- Easy installation and administration eliminates the need for consultants and fees
- Ideally suited for dynamic, mobile and dispersed workforces

One Powerful Platform. A Full Suite of Services.

8x8 Virtual Office

Cloud-based VoIP business phone system offering enterprise-class features such as auto attendants, music on hold, conference bridge and ring groups, plus unlimited local and long distance calling at a low monthly fee. Virtual Office is a unified communications solution that also combines an online dashboard, softphone, chat, presence management, and Apple and Android mobile apps. Online fax, web conferencing with video, call recording and archiving are also available as a low-cost add-on bundle.

8x8 Virtual Contact Center

Award-winning, enterprise-class, hosted call center solution that delivers greater agent productivity and flexible call center management. Delivered entirely as a cloud service, the Virtual Contact Center requires no specialized hardware or software, no telecom equipment and no up-front capital expenditures, making it an ideal solution for blending in-house, offsite or multi-site call center agents. Agents require nothing more than a web browser and a suitable voice device. Virtual Contact Center offers features such as skills-based routing, multi-media management, real time monitoring and reporting, voice recording and logging, historical reporting, Interactive Voice Response, integration with third party CRM and ERP solutions, and contact and case management tools.

8x8 Virtual Meeting

Web conferencing service supporting content sharing, multipoint video, recording and remote desktop control from any web platform. Virtual Meeting is an affordable, easy-to-use web event service that allows businesses to meet with customers, conduct training classes or deliver sales presentations from any computer with any browser from any location. Virtual Meeting also enables meeting recording and management. Delivered as a cloud-based service, all Virtual Meeting requires is a web browser for customers to create web events. 8x8 also offers Virtual Room, a video collaboration service, which is a low-cost alternative to traditional telepresence solutions.

8x8 Virtual Desktop

8x8 offers a turnkey, enterprise-grade deployment and management platform for desktop virtualization that enables service providers to quickly configure and deploy DaaS solutions. 8x8 Virtual Desktop is delivered on a high-availability cloud infrastructure to provide enterprise-grade reliability and security and includes rapid desktop provisioning in just three clicks, integrated client billing for complete business management, and simplified one-stop orchestration and management dashboard.

8x8 Customers

8x8's customers range from small and medium businesses to enterprise and government organizations.



8x8, Inc.
Empowering CONVERSATIONS

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