



8x8, Inc.

8x8 Appoints Brian Ianniello as Federal Government Sales Executive

SUNNYVALE, Calif., Dec. 22, 2010 (GLOBE NEWSWIRE) -- 8x8, Inc. (Nasdaq:EGHT), provider of innovative business communications and managed hosting solutions, today announced the appointment of Brian Ianniello to the newly created position of Federal Government Sales Executive. Based in the Washington DC area, Mr. Ianniello will be responsible for the expansion and management of 8x8's cloud communications and computing solutions in the federal, state and local government sectors.

Mr. Ianniello joins 8x8 with over 30 years experience selling IT, networking and telecommunications solutions to the Federal Government. During the course of his career, Ianniello successfully built and managed federal sales territories for companies such as Oracle Corporation, Bivio Networks, Ciena Corporation, Trapeze Networks and Timeplex, Inc, working closely with key personnel in Department of Defense, civilian and legislative branches of the government as well as system integrators and prime contractors.

"The government sector presents an exciting growth opportunity for 8x8 as more and more national, state and local agencies move toward cloud-based communications and computing solutions," said 8x8 Vice President of Business Development Huw Rees. "Brian's successful track record serving government customers for over three decades will be a tremendous asset for 8x8 as we expand our presence in the public sector."

8x8 began selling into the Federal Government in the beginning of 2010 and has since secured contracts from three government agencies — two for voice and one for managed hosting services.

"Having spent my entire career selling IT solutions to the Federal Government, I'm very excited about the high level of government interest in cloud technology that exists today and the opportunity this presents for 8x8," said Ianniello. "With an outstanding technological reputation, strong product portfolio and three successful government deployments to date, 8x8 is well positioned to build upon this initial momentum in the public sector with the same dedication that has made it one of the leading independent VoIP players in the SMB market."

About 8x8, Inc.

8x8, Inc. (Nasdaq:EGHT) leverages its patented software technologies to deliver high quality voice solutions and integrated messaging and video to businesses of any size with employees in any location on a wide variety of business telephony, web and mobile platforms. 8x8 also offers managed hosting and cloud-based computing services. For additional information, visit www.8x8.com, or connect with 8x8 on [Facebook](#) and [Twitter](#).

CONTACT: 8x8, Inc.

Joan Citelli

(408) 654-0970

jcitelli@8x8.com

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