



8x8, Inc.

8x8 Signs Master Agent World Telecom Group to Offer Cloud-Based VoIP and Video Services

SUNNYVALE, Calif., May 24, 2011 (GLOBE NEWSWIRE) -- 8x8, Inc. (Nasdaq:EGHT), provider of innovative business communications and cloud computing solutions, today announced it has significantly upgraded its contract with World Telecom Group (WTG) to offer 8x8 cloud-based Voice over Internet Protocol (VoIP) and Unified Communications (UC) services to businesses nationwide through its network of agent partners.

Named #1 Master Agent in the United States by Telecom Association, WTG maintains a diverse portfolio of telecommunications products and services including local, long-distance, data, integrated access, VoIP, wireless and videoconferencing solutions. As an 8x8 master agent partner, WTG offers their agent and reseller partners an opportunity to expand their portfolios with 8x8's award-winning, cloud-based VoIP, video, contact center and managed hosting solutions, including the 8x8 Virtual Office and Virtual Office Pro services, now in use by over 24,000 businesses.

"8x8 has made great strides over the years helping small businesses understand and benefit from the numerous advantages of cloud-based communications," said Vince Bradley, president & CEO of WTG. "We believe that 8x8's diversification into cutting-edge VoIP, video, contact center and cloud computing services will make a fantastic addition to our agents' portfolios."

"8x8's longevity in the business is evident in every way from voice quality to network reliability to customer support," said Adam Gamwell of GamwellTech. "As a WTG agent and long time customer of 8x8, I can attest firsthand to the effort and commitment 8x8 has dedicated to developing and delivering superior services and I look forward to bringing many new business customers on board with the newer up market focus."

Among the 8x8 offerings WTG agents have begun selling is the 8x8 Virtual Office PBX phone service, a cloud-based enterprise grade telephony solution that enables a business to replace a traditional premises-based phone system with a money-saving alternative that leverages the power and accessibility of broadband Internet connections. For even greater communications capabilities, businesses can choose the 8x8 Virtual Office Pro web-based UC solution which combines Virtual Office business phone service with unlimited web conferencing with video, call recording and archiving, chat, Internet fax, presence and voicemail management, as well as a mobile iOS and Android application.

"This is a very exciting time in the IP communications industry, as awareness and adoption of cloud offerings like 8x8's SaaS PBX are on the rise and we are seeing an overall level of enthusiasm we have not witnessed for many years," said Don Trimble, vice president of channel sales at 8x8. "We are very pleased to upgrade our partnership with an organization like WTG whose reputation in the telecom industry and commitment to its partners is second to none. We look forward to providing their agents and resellers with the solutions and tools that will enable them to capitalize on this phenomenal market opportunity."

WTG agents seeking additional information should contact 8x8 Channel Manager Vincent Mussumeci, named a Top 15 Channel Manager in 2010 by Phone+ Magazine, who oversees the WTG partner program.

About 8x8, Inc.

8x8, Inc. (Nasdaq:EGHT) leverages its patented software technologies to deliver high quality voice solutions with 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](#).

About World Telecom Group

World Telecom Group (WTG) is the #1 Master Agent in the US (Telecom Association Members Choice) providing exceptional service to agent partners since 1996. WTG has the most diverse portfolio in the industry with over 100 Providers, including local, long-distance, data and Internet. It also includes the following specialty Divisions with dedicated extra support: LEC, award winning wireless/mobility, Wholesale and Cost Containment (TEM, Logistics and all other Cost Containment). Partners also have access to Energent, which is the Energy Division (Electricity, Natural Gas and DSM). WTG Agents have the ability to sell and consistently expand their business without revenue commitments or quotas. WTG is 100% partner driven and pays top commissions in the industry. WTG exceeds expectations with a dynamic approach to automation, partner support and its

commitment to success.

CONTACT: 8x8 MEDIA CONTACT:

Joan Citelli

8x8, Inc.

(408) 654-0970

Joan.citelli@8x8.com

WTG AGENT CONTACT:

Vincent Mussumeci

8x8, Inc.

866-892-0262

Vincent.mussumeci@8x8.com

WTG MEDIA CONTACT:

Salwa Scarpone

World Telecom Group

310.456.2200 x304

sscarpone@wtgcom.com

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