



8x8 Achieves Select Certification From Cisco in the United States

SUNNYVALE, Calif., Jan. 5, 2012 (GLOBE NEWSWIRE) -- 8x8, Inc. (Nasdaq:EGHT), provider of innovative business communications and cloud computing solutions announced today it has achieved Select Certification from Cisco. The Select Certification recognizes Cisco® resale channel partners that focus on meeting the technology and services needs of small businesses.

"8x8 is pleased to partner with Cisco to deliver industry leading cloud communications solutions to small and medium-sized businesses," said 8x8 Vice President of Channel Development Don Trimble. "The technical knowledge our sales and engineering teams have acquired through the Select Certification process combined with the incentives and resources Cisco provides to its partners will be invaluable as we expand our presence in the SMB market with Cisco certified resellers and VARs."

"The Cisco Select Certification was created in response to customer demand for channel partners capable of designing and implementing Cisco solutions purpose-built for small businesses," said Andrew Sage, vice president of Worldwide Small Business Sales at Cisco. "With the Select Certification, 8x8 has made an investment in obtaining the training, skills and knowledge necessary to play a pivotal role in meeting this growing demand."

To earn Select Certification, 8x8 fulfilled the training and exam requirements for the Cisco Small Business Specialization. 8x8 also met the personnel, training and post-sales support requirements set forth by Cisco.

The Cisco Resale Channel Program provides a framework for channel partners to build the sales, technical and Cisco Lifecycle Services skills required to deliver Cisco solutions to end customers. Through the program's specializations and certifications, Cisco recognizes a channel partner's expertise in deploying solutions based on Cisco advanced technologies and services. Using a third-party audit process, the program validates channel partner qualifications such as technology skills, business best practices, customer satisfaction, and presales and post sales support capabilities -- critical factors for customers choosing a trusted channel partner.

About 8x8, Inc.

8x8, Inc. (Nasdaq:EGHT), a pioneer in the development of cloud-based VoIP, video, mobile, and unified communications solutions, leverages its patented software technologies to deliver industry-leading SaaS applications to businesses of any size with employees in any location. We offer integrated business communications and cloud computing services that are designed to meet the highest levels of availability, reliability and scalability. Increasingly, businesses are finding they can reduce costs, improve productivity, and be positioned competitively for the future by choosing 8x8 for their mission critical, cloud-based communications and computing needs. For additional information, visit www.8x8.com, or connect with 8x8 on [Facebook](#) and [Twitter](#).

Cisco, Cisco Systems and the Cisco logo are registered trademarks of Cisco Systems Inc. in the United States and certain other countries.

CONTACT: Joan Citelli

8x8, Inc.

(408) 654-0970

jcitelli@8x8.com

Source: 8x8, Inc.

News Provided by Acquire Media