



UPDATE -- Leading Transportation Industry Software Provider TMW Systems Chooses 8x8 Virtual Office Cloud Communications Services

SUNNYVALE, Calif., April 11, 2012 (GLOBE NEWSWIRE) -- 8x8, Inc. (Nasdaq:EGHT), provider of innovative [business communications](#) and [cloud computing solutions](#), today announced it has been chosen by [TMW Systems, Inc.](#), a leading supplier of technology solutions covering the transportation services sector, to provide cloud-based hosted PBX and unified communications services to its 500+ employees in seven U.S. and Canadian locations.

TMW's enterprise management software is designed to assist surface transportation providers with such concerns as logistics management, fuel efficiency, truck profitability, and fleet maintenance. With offices in Ohio, North Carolina, Indiana, Texas, British Columbia, Tennessee and Oklahoma, TMW currently serves more than 2,000 customers managing over 500,000 power units and maintaining more than 1.7 million assets worldwide, including North America, Europe, Asia and Latin America.

"TMW's mission is to help our customers serving the transportation industry succeed by providing them with customized technology solutions that enhance their competitiveness through improved operational efficiencies and bottom line results," said Ron Godine, director of IT for TMW. "Ours is a very customer service-focused business that relies heavily on a highly efficient and reliable phone system. Unfortunately, our existing on-premise PBX system didn't always live up to this and utilized a lot of IT resources, so we decided to transition to a hosted solution that offered greater flexibility and freedom while also giving us the redundancy and reliability we needed."

After careful analysis of the escalating costs and management requirements, along with the feature, flexibility and disaster recovery limitations associated with TMW's premise-based phone system, Godine decided to implement [8x8's Virtual Office](#) cloud-based PBX and unified communications solution. The initial 425-extension deployment quickly grew to over 500 extensions and soon after, Godine added unified communications capabilities such as web conferencing, Internet fax and call recording.

"One of the primary reasons we chose the 8x8 solution was the built-in disaster recovery capabilities it offered," Godine added. "There is no longer one single point of failure in our phone system because the 8x8 service architecture offers multiple redundancy and re-routing capabilities. Plus, if there is a power failure or Internet outage, our employees can simply unplug their phones, plug them into their home network and continue interacting with customers as if they were still in the office."

Godine also cited the ability to rapidly deploy new extensions and office locations using a "cookie-cutter approach" as a key factor in the company's decision to adopt the 8x8 solution.

"The simplicity of change management using the 8x8 solution was eye opening," Godine said. "Previously, we had to involve substantial internal IT resources plus hire outside consultants to make simple moves, adds or changes. With 8x8 services, someone on my IT staff can quickly and easily execute all of these changes online. This enables us to focus our attention on the tasks that are core to our business rather than our back office functions."

In addition to enhanced functionality and performance, there are major financial advantages companies like TMW and other distributed enterprises realize when deploying a hosted solution across multiple regional offices. With the hosted solution, there's no need for expensive equipment to be installed and managed in each location as the service is delivered via the business' existing Internet connection. "We expect to see significant six figure cost savings using the 8x8 solution on both a capex and opex basis," said Godine. "Not having to purchase PBX hardware for each location and pay traditional local and long distance calling rates cuts this line item expense in half."

With the 8x8 Virtual Office cloud-based solution, businesses can access their core communications services from any location using an IP phone, PC and web browser or smart phone. In addition to enterprise class phone service with unlimited calling and a wide array of PBX calling features, the service offers unlimited web conferencing with video, call recording and archiving, chat, Internet fax, presence and voicemail management and a Virtual Office mobile app for iPhone, iPad and Android devices for less than \$50 per user.

For additional information on 8x8 cloud communications solutions, go to <http://www.8x8.com/CommunicationsSolutions/ByProduct/VirtualOfficePro.aspx>.

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](#).

About TMW Systems

TMW Systems is the leading provider of enterprise software to transportation and logistics companies. TMW's solutions address every aspect of for-hire and not-for-hire, asset and non-asset based operations. Customers include for-hire fleets, brokers, 3PLs and private fleets along with heavy-duty vehicle service centers. With offices in Cleveland, Dallas, Indianapolis, Nashville, Oklahoma City, Raleigh, and Vancouver, TMW currently serves more than 2,000 customers managing over 500,000 power units and maintaining more than 1.7 million assets worldwide, including North America, Europe, China and Latin America. For more information, visit www.tmwsystems.com or call (800) 401-6682.

CONTACT: Joan Citelli

8x8, Inc.

(408) 654-0970

jcitelli@8x8.com

Source: 8x8, Inc.

News Provided by Acquire Media