



8x8, Inc.

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Irving Materials Selects 8x8 Virtual Office Cloud VoIP Solution For 150+ Locations

Leading Construction Industry Supplier Expects 60%, Six Figure Savings Per Year

SUNNYVALE, Calif.--(BUSINESS WIRE)-- 8x8, Inc. (Nasdaq: EGHT), provider of innovative cloud communications and computing services, today announced it has been selected by Irving Materials, Inc., the largest privately held construction company in the U.S., to provide Virtual Office business VoIP phone services to its more than 150 United States locations.

Irving Materials engages in the production of concrete, aggregates, and related products to the construction and building industries. The company operates over 150 concrete and asphalt paving plants across Indiana and surrounding states as well as 4 regional offices and the corporate headquarters. It was the need to unify all locations under a single phone system that steered Irving Materials Vice President of Information Technology Jerry Howard to 8x8.

"The management and expense of maintaining numerous PBX phone systems and services with more than 20 different competitive local exchange carriers had become exorbitant," said Howard. "The more locations we opened up, the more fragmented we became, leading to diminished communication and productivity. With the 8x8 Virtual Office solution, all of our offices will now be connected under a single, cloud-based phone system at a fraction of what we were spending previously."

According to Howard, Irving Materials expects to cut its previous telecommunications expense by 60% or more, which will result in six figure cost savings each year. 8x8's cloud based solution will also enable Irving to do away with other devices, such as call recording equipment, in addition to on premise PBX hardware.

"Irving Materials has been innovative in many ways, not just on the IT front," continued Howard. "We have developed a number of forward-thinking processes that have helped our customers operate more effectively, such as the front discharge mixer that is now a staple of the concrete industry. Using 8x8's technologies will now help us improve collaboration and efficiency which, in turn, will enable us to continue to provide the industry's best products and services."

"We are pleased that Irving Materials has entrusted its communications needs to 8x8 and that we will be able to deliver such significant cost savings and operational efficiencies," said 8x8 President Kim Niederman. "With traditional brick and mortar businesses like Irving adopting cloud based solutions, it's clear that IT professionals in every industry, not just high-tech, are beginning to understand the compelling advantages of cloud-based technologies and are making the right strategic decision to outsource core business functions to trusted providers like 8x8."

With the 8x8 Virtual Office cloud-based solution, businesses can access their core communications services from any location using a 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 additional information on 8x8 cloud communications solutions, go to <http://www.8x8.com/CommunicationsSolutions/ByProduct/VirtualOfficePro.aspx>.

About 8x8, Inc.

8x8, Inc. (NASDAQ: EGHT) is a leading provider of cloud communications and computing solutions. With a portfolio of SaaS and IaaS solutions encompassing hosted communications services, contact center, unified communications, video web conferencing, managed dedicated hosting, virtual private servers and more, 8x8 is uniquely positioned as a business' one-stop shop for everything cloud. 8x8 has been delivering cloud services since 2002 and has garnered a reputation for technological excellence and outstanding reliability, backed by a commitment to exceptional customer support. 8x8 customers include small to medium sized businesses, distributed enterprise organizations and government agencies. For additional information, visit www.8x8.com, or connect with 8x8 on [Facebook](#) and [Twitter](#).

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