



February 12, 2013

## 8x8 Named Polycom Partner of the Year

*Polycom recognizes 8x8 as 2012 North America Service Provider of the Year*

SAN JOSE, Calif.--(BUSINESS WIRE)-- [8x8, Inc.](#) (NASDAQ: EGHT), provider of cloud-based [business phone service](#) and unified communications, today announced that [Polycom, Inc.](#) (NASDAQ: PLCM), the global leader in open standards-based unified communications and collaboration (UC&C), has named the company "2012 North America Service Provider of the Year." 8x8 received the award at TEAM Polycom 2013, the company's annual sales and partner conference, held in Vancouver, British Columbia, February 4-7, 2013.

The Polycom Partner Awards recognize global partners whose achievements impact Polycom's business on a worldwide basis, theater awards for each of the company's five operating regions, and country awards to partners that primarily do business within a single country. In addition to awards recognizing leaders in each key category, Polycom also recognizes partners with Excellence Awards in Services, Innovation, Integration, and Industry Focus. 8x8 was honored for improved business performance in 2012 in addition to innovative customer focus, and exceptional sales and marketing engagement with Polycom.

"At the heart of our partnership with Polycom is a mutual commitment to technological innovation, outstanding service quality and an unparalleled user experience, evidenced by the growth we've enjoyed in 2012 and the high satisfaction ratings we are given by our customers," said 8x8 Chairman & CEO Bryan Martin. "We are honored to be named one of Polycom's key partners for 2012 and look forward to continuing to push the envelope in the development and provisioning of industry-leading unified communications solutions."

"In an ever-changing, rapidly growing market, it's critical to have partners like 8x8 who can help us meet our customer's complete business needs with transformative solutions and tailored unified communications and collaboration offerings that enable people to work and collaborate better," said Ron Myers, Senior Vice President, Worldwide Channels, Polycom. "We congratulate 8x8 for their continued excellence in the service provider category."

Along with 8x8 Virtual Office voice, video, call center and mobile services, 8x8 offers a complete set of high-definition (HD) voice [Polycom IP phones](#), speakerphones and business media phones that combine HD voice with a high-quality video communications experience. All 8x8/Polycom endpoint devices offer true "plug and play" functionality over standard broadband Internet connections.

8x8 is part of the [Polycom Partner Network](#). The nearly 7,000 Polycom Partner Network members embrace and extend Polycom's open standards-based video collaboration solutions to deliver comprehensive UC&C solutions for the enterprise, as well as applications to support a growing number of use cases across vertical industries such as healthcare, education, government, manufacturing, financial services, media and entertainment. As part of the Polycom Partner Network, technology providers, ISVs, solution advisors, integrators, service providers, and other companies can work with Polycom and each other to deliver tailored solutions for the multi-faceted needs of today's organizations.

### **About 8x8, Inc.**

8x8 Inc. (NASDAQ: EGHT) empowers business conversations for more than 30,000 small and medium sized businesses with cloud communications services that include [VoIP business phone service](#), unified communications, [call center](#) and video conferencing solutions. In 2012, the company was recognized in the "Leaders" quadrant of Gartner's 2012 Magic Quadrant for Unified Communications as a Service and was named No. 1 Provider of Hosted IP Telephony by Frost & Sullivan. 8x8 has been delivering business communications services since 2004 and has garnered a reputation for technical excellence and outstanding reliability. For additional information, visit [www.8x8.com](http://www.8x8.com), or connect with 8x8 on [Facebook](#) and [Twitter](#).

### **About Polycom**

Polycom is the global leader in open standards-based unified communications and collaboration (UC&C) solutions for voice and video collaboration, trusted by more than 415,000 customers around the world. Polycom solutions are powered by the Polycom® RealPresence® Platform, comprehensive software infrastructure and rich APIs that interoperate with the broadest set of communication, business, mobile and cloud applications and devices to deliver secure face-to-face video collaboration in any environment. Polycom and its ecosystem of over 7,000 partners provide truly unified communications solutions that deliver

the best user experience, highest multi-vendor interoperability, and lowest TCO. Visit [www.polycom.com](http://www.polycom.com) or connect with us on [Twitter](#), [Facebook](#), and [LinkedIn](#) to learn how we're pushing the greatness of human collaboration forward.

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