



**8x8, Inc.**

February 13, 2013

## **8x8 and SoftBank Partner to Offer Virtualized Cloud Data Services**

SAN JOSE, Calif. & TOKYO--(BUSINESS WIRE)-- 8x8, Inc. (NASDAQ: EGHT), provider of innovative, cloud-based business communications and computing solutions, and SoftBank Telecom Corp. (hereafter SoftBank) today announced that they have signed an agreement for SoftBank to license 8x8's subscription-based "[Zerigo](#)" enterprise cloud software.

The agreement calls for 8x8 to license its Zerigo software and to develop some additional related software for Softbank to provide virtual desktop interface (VDI) services to its customers in Japan and throughout the world. The combination of the Zerigo software and the new VDI software will enable SoftBank to offer a full suite of virtualized cloud services to its major enterprise customers using Vblock products from VCE, a leader in converged cloud infrastructure systems.

Initially, SoftBank will deploy these services in Japan, but plans to rapidly extend the roll out of services to the rest of Asia as well as Europe, the United States and other major markets throughout the world. SoftBank counts some of the world's largest enterprises as customers for its award-winning services and it intends to market these new, innovative virtualized services to those same customers. The agreement provides 8x8 with development and installation fees as well as on-going license fees over an initial 36-month contract.

"8x8 is delighted to partner with SoftBank to deliver these valuable services to their business customers," said 8x8 Chairman & CEO Bryan Martin. "SoftBank is one of the most agile, successful telecom service providers in the world and the speed at which they move matches 8x8's similar culture of always leading rather than following the market."

"SoftBank selected 8x8 after an extensive search of software providers based on 8x8's clear commitment to quality, scalability and reliability as well as flexibility and cost competitiveness," said Ken Miyauchi, Director of The Board, SoftBank Telecom Corp. "SoftBank is pleased to partner with such a nimble, Silicon Valley company whose culture mirrors our own and whose experience in delivering cloud services will be invaluable in helping us to rapidly deploy similar services in Japan. We expect our customers will be delighted with these new offerings and we look forward to expanding the available markets in the near future."

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

8x8, Inc. (Nasdaq:EGHT), a leading provider of cloud communications and computing services, leverages its patented software technologies to deliver innovative Software as a Service (SaaS) and Infrastructure as a Service (IaaS) solutions to small and medium sized businesses and distributed enterprises. 8x8 cloud communications services include VoIP business phone services, audio and video conferencing, hosted contact center and unified communications (UC) solutions. 8x8 cloud computing solutions include virtualized public cloud servers and enterprise cloud virtual data center hosting services. All 8x8 solutions dramatically reduce telecommunications and IT infrastructure expenses, while enabling access to powerful features and functionality that increase productivity, flexibility and mobility. For additional information, visit [www.8x8.com](http://www.8x8.com), or connect with 8x8 on [Facebook](#) and [Twitter](#).

### **About SoftBank Telecom Corp.**

Since its foundation in 1984, SoftBank Telecom Corp. delivers voice and data transmission services for businesses and provides comprehensive mobile Internet environment, and has earned a proven and trusted presence in the ICT market, with a synergy effect brought by the four SoftBank group telecom companies. Addressing to solve a variety of business challenges, we deliver the outside-of-box ICT services with our cloud computing service, White Cloud, helping for corporate users to optimize their IT investments and assets. For additional information, visit [www.softbanktelecom.co.jp](http://www.softbanktelecom.co.jp)

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