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Information Security Provider FishNet Security Migrates Premises-Based Telephony and Contact Center Infrastructure at 30 Locations to 8x8's Cloud-Based Services in Less Than Four Weeks

Over 700 Employees Are Now Unified on the 8x8 Platform, Resulting in Vendor Consolidation, Simplified System Administration and Predictable Communication Costs

SAN JOSE, Calif.--(BUSINESS WIRE)-- 8x8, Inc. (NASDAQ:EGHT), a provider of cloud-based unified communications, contact center and collaboration solutions, today announced that FishNet Security, the number one provider of information security solutions combining technology, services, support and training, has migrated over 30 offices dispersed throughout the United States to 8x8's cloud-based communications services in less than one month's time.

The transition from FishNet Security's premises-based telephony and contact center systems to the 8x8 Virtual Office and Virtual Contact Center cloud solutions will result in a number of key business advantages for the company including reducing the number of vendors providing services, simplifying system administration and ensuring predictable communication costs across the entire company.

With more than 700 employees, FishNet Security has become the world's largest information security and infrastructure solutions provider. Headquartered in Overland Park, Kansas, FishNet Security has 11 major offices across the U.S. and approximately 20 additional remote locations. The company serves Fortune 500 clients as well as a number of federal government departments.

"We were primarily focused on operations and reliability, ease of use, and reducing the amount of system administration required," said David Yarnevich, FishNet Security's IT architect. "Also, we are very cost-conscious, and moving our communications to the cloud offered us a level of financial predictability that was very attractive."

For a variety of business reasons, FishNet Security needed to execute a complete cutover from its previous PBX system over a very short period of time. While evaluating cloud-based providers, Yarnevich was impressed by 8x8's "completeness of vision and ability to execute" and recognition by Gartner as an industry leader.

"The timeframe for our deployment was much shorter than we would have liked, and that made our rollout kind of tricky," recalled Yarnevich. "We selected 8x8 because they have a successful track record of helping customers move their communications to the cloud quickly."

Yarnevich and his team first deployed 8x8 at the company's smaller remote offices before moving on to the main offices. Within two weeks, all offices except for headquarters had been successfully migrated. In less than a month, the entire company was unified on the 8x8 communications platform.

"Switching to 8x8 has freed up a lot of our IT staff's time to focus on doing things that are more strategic in nature than worrying about day-to-day tasks of administering the phone system," said Yarnevich. He noted that the company has also significantly reduced its communication costs by eliminating the MPLS circuits it previously leased to deliver services to its remote offices.

In addition to 8x8 phone service, FishNet Security has implemented two 8x8 Virtual Contact Centers to support inbound and outbound calls. The flexibility of 8x8's virtual solution enables agents to work anywhere, a huge benefit to the rapidly growing and geographically dispersed company.

"One of the things that we focused on when replacing our communications system was simplification," said Yarnevich. "Previously, we had multiple vendors in place, whether it was for circuits or software licenses or support. Reducing all that down to one vendor has made a huge difference economically. We also like the predictability of 8x8's flat monthly pricing, which makes it easy to add new users and offices."

"8x8 delivers a complete cloud-based solution that simplifies the customer's communications infrastructure and speeds their deployment of mission critical services," said 8x8 CEO Vik Verma. "Instead of dealing with multiple vendors, customers like FishNet Security can access phone, contact center, meeting, and mobility services from 8x8's highly reliable, scalable and secure telephony platform. Reducing complexity quickly translates into significant time- and cost savings for many 8x8

customers."

About 8x8, Inc.

8x8, Inc. (NASDAQ:EGHT) is the trusted provider of secure and reliable cloud-based unified communications and virtual contact center solutions to more than 40,000 small, midsize and distributed enterprise organizations operating in over 40 countries across six continents. 8x8's out-of-the-box cloud solutions replace traditional on-premise PBX hardware and software-based systems with a flexible and scalable Software as a Service (SaaS) alternative, encompassing cloud business phone service, contact center solutions, and web conferencing. For additional information, visit www.8x8.com, or www.8x8.com/UK or connect with 8x8 on [Google+](#), [Facebook](#), [LinkedIn](#) and [Twitter](#).

About FishNet Security

FishNet Security, an Investcorp portfolio company, is a leading provider of information security solutions, combining technology, services, support and training. Since 1996, the company has repeatedly been recognized for its rapid growth, high customer satisfaction and continuous business innovation. Today, FishNet Security has 29 regional offices, including nine training facilities, two product testing laboratories and two security operations centers that monitor and support customer networks. For more information, visit FishNet Security's website at www.fishnetsecurity.com or connect with FishNet Security on Twitter, Facebook and LinkedIn.

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