



8x8, Inc.

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8x8 Partners with Telecom Brokerage, Inc. to Offer Secure & Reliable Enterprise Cloud Communications Services Through its Channel Network of Over 2,000 Agents

SAN JOSE, Calif.--(BUSINESS WIRE)-- 8x8, Inc. (NASDAQ:EGHT), a provider of cloud-based [unified communications](#), contact center and collaboration solutions, today announced the establishment of a partnership with Telecom Brokerage, Inc. (TBI), one of the nation's largest technology services distributors. This new channel partnership enables TBI's 2000+ agents and VARs to offer 8x8's industry-leading enterprise cloud communications services to business customers worldwide.

TBI maintains a portfolio of voice, Internet, data, mobility, cloud and managed services accompanied by back office sales and support resources that enable reseller partners to conduct more effective sales and customer engagement. Headquartered in Chicago, the company maintains operations throughout the United States.

"With its broad technological expertise and outstanding reputation for delivering high quality business communications services, TBI is well positioned to respond to the growing trend away from legacy on-premises systems in favor of cloud-based alternatives," said 8x8 Vice President of Channel Sales Don Trimble. "We are very pleased to partner with TBI and its agents to help more and more businesses better understand the value of our cloud technologies and experience firsthand the numerous business advantages to be gained by deploying 8x8's secure, reliable and innovative cloud communications solutions."

"8x8 has established itself as one of the premier providers in the cloud communications industry with an integrated telephony, unified communications, and contact center solution," said Ken Mercer, Vice President of Sales at TBI, Inc. "TBI partners and their customers will benefit from 8x8's broad product portfolio and quality support."

8x8's cloud-based software platform provides a comprehensive, secure and easy-to-use suite of unified communications and collaboration services. In addition to replacing traditional on-premises systems with more cost effective, flexible alternatives, 8x8 solutions address critical challenges faced by many businesses today such as managing globally distributed workforces and mobile devices, maintaining business continuity, and integrating with core enterprise applications and IT systems.

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 37,000 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 TBI:

Telecom Brokerage, Inc. is one of the nation's largest technology distributors, representing more than sixty industry providers. With extensive knowledge and industry expertise, TBI is a one-stop source for unbiased advice and the most aggressive pricing on a vast array of services from major providers of voice, internet, data, mobility, cloud, and managed services. Sales agents partner with TBI to simplify quoting, earn high commissions, and work with an award-winning support team. For more information, please visit www.tbicom.com.

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