



October 20, 2015

NetSuite Taps 8x8 as New Enterprise Cloud Communications Provider for Corporate-Wide Business Phone Service

8x8 Dials Up Global Service Across Nine Locations in Three Countries in Record-Breaking Six-Week Initial Deployment

SAN JOSE, Calif.--(BUSINESS WIRE)-- 8x8, Inc. (NASDAQ:EGHT), a leading provider of cloud-based unified communications and contact center solutions, today announced that NetSuite Inc. (NYSE: N), the industry's leading provider of [cloud](#)-based financials / [ERP](#) and [omnichannel commerce](#) software suites, selected 8x8 as its new global, unified cloud partner to standardize its enterprise-class business telephony service, replacing all existing legacy communication systems. This latest customer win for 8x8 continues to demonstrate the company's strategic move up-market, global footprint of its Enterprise Communications-as-a-Service (ECaaS) solution, and growing enterprise roster.

Following an extensive multi-vendor, technical review and proof of concept (POC) process, NetSuite selected 8x8 as its new cloud communications solutions provider and 8x8's flagship Virtual Office business telephony solution to address its evolving global communications requirements. With more than 4,500 employees worldwide, 8x8 worked with NetSuite to onboard the first 2,400 employees by the end of August across nine locations - delivering a record-breaking six-week deployment in the final seven sites. The initial deployment spans three countries, including large offices in the Philippines. The remaining offices are expected to be fully deployed by 2016.

"We needed a true enterprise communications partner that could seamlessly and rapidly migrate our entire phone service to the cloud - while unifying our worldwide offices with a secure, reliable solution that works across the globe," said Doug Brown, NetSuite CIO. "As we looked at enterprise communications providers, we found that 8x8 offered the highest levels of uptime and security to successfully run our global business. 8x8 offers the critical efficiencies we need from a full-featured desktop and mobile solution that will help us drive a new level of service as we scale our worldwide presence."

Enterprise-Ready: Elite Touch Service and Award-Winning Product

8x8's Elite Touch™ rapid enterprise onboarding program served as a critical element for NetSuite's decision. Elite Touch offers extensive experience in accelerating successful enterprise deployment, from kick-off through post-deployment support. 8x8's proven methodology helps ensure the fastest time to value—even for customers with large, complex requirements that typically involve multiple sites, global implementations or integration with CRM or other critical back-end systems. In addition to 8x8's high-end service, rapid enterprise on-boarding and support, 8x8's Virtual Office provides essential enterprise-class telephony and unified communications features, including auto attendants, an online dashboard, soft phones and mobile apps. Chat, presence management, third party CRM and ERP integrations, and powerful analytics are also a core part of 8x8's award-winning business telephony solution.

"We are pleased to team with NetSuite to help them reach a new level of success and efficiency with their global business communications," said Vik Verma, 8x8 CEO. "This deployment demonstrates a strong commitment to our existing partnership and marks a major corporate milestone as we continue to prove that 8x8 is truly enterprise-ready. NetSuite is a phenomenal partner and leading cloud innovator, and we are committed to helping them achieve continued success as they scale their business. 8x8 continues to demonstrate that we can truly deliver an extensive, multi-country enterprise deployment from PO to deployment in a few weeks. We are proud to be one of NetSuite's trusted partners as we help accelerate its business transformation on a global scale."

About 8x8, Inc.

8x8, Inc. (NASDAQ:EGHT) is the trusted provider of secure and reliable enterprise cloud communications solutions to more than 40,000 businesses operating in over 100 countries across six continents. 8x8's out-of-the-box cloud solutions replace traditional on-premises 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 conferencing. For additional information, visit www.8x8.com, www.8x8.com/UK or connect with 8x8 on [LinkedIn](#), [Twitter](#), [Google+](#) and [Facebook](#).

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Source: 8x8

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