



**8x8, Inc.**

March 30, 2015

## **8x8 Teams With Arrow Systems Integration to Bring Next-Generation Cloud Communications Solutions to Business Customers**

SAN JOSE, Calif.--(BUSINESS WIRE)-- 8x8, Inc. (NASDAQ:EGHT), a leading provider of cloud-based unified communications and contact center solutions, today announced it has signed an agreement with Arrow Systems Integration, formerly Arrow S3, calling for the addition of 8x8's complete suite of services to Arrow's world-class unified communications platforms and services portfolio.

A wholly owned subsidiary of Arrow Electronics, Arrow Systems Integration (Arrow SI) provides specialized unified communications and contact center solutions, along with voice and data technologies, network security solutions, services and support. Arrow will now offer customers 8x8's secure, reliable and global cloud communications solutions, which include 8x8 Virtual Office telephony, Unified Communications and Virtual Contact Center services along with Virtual Office Analytics and Reporting tools - all on a single, consolidated invoice.

"8x8 is a respected leader in Unified Communications as a Service industry whose commitment to technological excellence and dedication to customer success aligns closely with the values Arrow SI has embraced for decades," said Michael Bevilaqua, President of Arrow Systems Integration. "The communications capabilities and accompanying business benefits 8x8's solutions are providing its customers are transformative. We are looking forward to introducing these solutions to customers who are looking to modernize their infrastructure with a cloud-based deployment."

8x8 offers one of the most extensive cloud communications portfolios in the industry with telephony and contact center solutions that are integrated internally over a single cloud platform and externally with third-party CRM solutions such as Zendesk, NetSuite, Salesforce, Zoho, Microsoft Dynamics and Microsoft Lync. When deployed in conjunction with 8x8's powerful analytics and reporting tools, businesses obtain additional value through the presentation of detailed and customizable real-time and historical information associated with the services, extensions and devices in their communications network, enabling improvements in areas such as workgroup collaboration performance, sales campaigns effectiveness, customer experience management and staffing requirements.

"Many channel partners are sitting on large installed bases of customers that are looking for ways to effectively modernize their communications," said Jim Burton, Founder and CEO of CT Link, LLC. "Arrow SI will now be able to address the needs of many such customers that need the security, reliability, and full communications cloud suite that 8x8 provides."

"We are very pleased to team with an elite, best-in-class solutions provider like Arrow Systems Integration to add our differentiated pure cloud services to its portfolio of enterprise communications solutions," said 8x8 CEO Vik Verma. "Arrow's extensive influence and reach in the marketplace will go a long way toward broadening awareness of the 8x8 brand and the value proposition our solutions offer to customers that require the flexibility, agility and predictable cost structure of cloud communications."

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 enterprise cloud communications solutions to more than 40,000 businesses operating in over 40 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](http://www.8x8.com), or [www.8x8.com/UK](http://www.8x8.com/UK) or connect with 8x8 on [Google+](#), [Facebook](#), [LinkedIn](#) and [Twitter](#).

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