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8x8 and CarrierSales Team up to Deliver Enterprise Cloud Communications Solutions

Partnership equips award-winning master agent with 8x8's leading cloud contact center & unified communications technologies

SAN JOSE, Calif.--(BUSINESS WIRE)-- [8x8, Inc.](#) (NASDAQ:EGHT), the leading provider of global Enterprise Communications as a Service (ECaaS), and [CarrierSales](#), a leading master agent for strategic communications and cloud deployments, today announced a partnership to bring enterprise-grade, cloud contact center and unified communications solutions to businesses of all sizes. With this announcement, CarrierSales will now expand its communications portfolio to enable its network of sales partners to sell 8x8's [Virtual Contact Center](#) and [Virtual Office](#) solutions.

"As one of the most successful master agents in the communications market, we are committed to offering our sales partners a leading-edge portfolio that's designed to help them capture smart revenue opportunities," said Richard Murray, President, CarrierSales. "Our strategic partnership with 8x8 enables us to give them access to a best in class enterprise-grade, multi-channel, contact center software as a service that is fully integrated with the 8x8 [Virtual Office cloud unified communications](#) offering. This complete portfolio is a truly unique 8x8 value proposition."

"Partnering with a renowned master agent like CarrierSales will enable us to increase adoption of 8x8's cloud communications technology overall and specifically our contact center solution, as CarrierSales has a depth of experience in this arena," said Puneet Arora, Senior Vice President of Global Sales, 8x8, Inc. "We look forward to working with CarrierSales to help companies modernize their communications infrastructure with the move to cloud and improve overall customer engagement."

Cloud Contact Center Momentum

The 8x8-CarrierSales partnership furthers CarrierSales' position as the leading master agent in the contact center space and will help drive broader market adoption of 8x8's cloud-based contact center technologies. 8x8 Virtual Contact Center is an award-winning, multi-channel cloud contact center solution that gives organizations the ease of use, flexibility, and scalability required to better serve customers in a new and more efficient way. 8x8 provides companies of all sizes with a complete range of contact center capabilities, including analytics, quality management and workforce management, that are integrated with advanced unified communications and collaboration services to increase agent productivity while enhancing the overall customer experience.

This news comes on the heels of 8x8's recent [announcement](#) of the expansion of its global channel partner program, Channel 2.0, which provides partners like CarrierSales with self-service and automation for the partner engagement lifecycle; enhanced sales, technical training and new partner certifications; and expanded channel enablement offerings including marketing and demand generation support.

About 8x8, Inc.

8x8, Inc. (NASDAQ:EGHT) is the trusted provider of secure and reliable enterprise cloud communications solutions to more than 47,000 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](#).

About CarrierSales

CarrierSales is an award-winning master agent recognized both nationally and internationally for distributing business IT and telecom services with a strategic niche in cloud, contact center, and mobility solutions. Since the creation of CarrierSales in 2001, the company has supported its sales partners with dedicated attention, sales engineering, unparalleled back office support and aggressive commissions. With decades of telecom experience and a forward-thinking portfolio with access to over 350 providers, CarrierSales can tailor a custom solution to fit any company's unique needs. For more information, go to www.carriersales.com or give us a call at 801-838-7819.

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