



8x8 Partner Program

Cloud Communications for Channel Partners



Differentiate your company and gain a competitive edge by offering cloud-communications from 8x8: Hosted PBX, UCaaS and contact center—all from a single service provider.

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 businesses operating in over 40 countries across six continents. 8x8's out-of-the-box cloud solutions replace traditional on-premises 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.

Founded in 1987 and publicly traded since 1997, our revenue is growing at 20-30% per year, we have been profitable every quarter for the last 5 years and we have no debt. Our business focus is providing cloud communication services to mid-market companies. We have been offering our services since 2002. We own our technology and have received over 100 patents for the highly secure and reliable IP supporting our Virtual Office hosted PBX platform and our Virtual Contact Center solutions.

We are headquartered in Silicon Valley, California, and our technology is delivered through redundant, data centers worldwide that we monitor 24x7x365 with our state-of-the-art Network Operations Center. The 8x8 Cloud Services Partner Program enables partners of all sizes and business models to profit quickly from the cloud.

The 8x8 Advantage

- Tap into the fastest growing cloud solutions market
- Partner with the leader in cloud-based unified communications and contact centers
- Leverage 8x8 brand recognition and market awareness
- Offer an expanded portfolio of cloud-based services



8x8 Cloud-Based Solutions



Cloud-Based Unified Communications

8x8 Virtual Office phone service offers mid-market, distributed enterprise customers a complete, turnkey business communications solution that includes unlimited calling in the US, Canada and many countries in Europe and an enterprise-class feature set—all for one affordable monthly fee. 8x8 services significantly reduce telephone service, equipment and capital investment costs. Users can access Virtual Office features through an IP phone, softphone, mobile phone and a web-based dashboard. Customers can also experience the benefits of Unified Communications by upgrading to 8x8 Virtual Office Pro, which includes web conferencing, Internet fax, call recording, chat, presence management and social media integration.



Cloud Contact Center

8x8 Virtual Contact Center is a cloud-based contact center service that increases agent productivity and enables flexible call center management at a fraction of the cost of traditional call center solutions. It integrates with leading CRM software and allows customers to easily manage remote and in-house agents, regardless of location.

Program Benefits

8x8's partner program is designed for integrators, VARs, managed service providers and telecom services agents who want to sell 8x8 cloud communications to create new annuity revenue streams. The partner program includes:

- Increased revenue with 8x8's flexible partner compensation plans
- A knowledgeable 8x8 Channel Manager who provides training on 8x8 products and assists with closing larger deals
- Access to the 8x8 Partner Portal, which provides quoting, ordering tools, sales, marketing and support resources
- Customizable product literature that can be branded with the partner contact information
- Sales and technical training that reduces the learning curve so partners can begin selling quickly and efficiently

Partner Types

- **8x8 Master Agent**—for Masters that manage authorized partners, agents and sub-agents
- **8x8 Authorized Partner**—for agents/partners that work through a master agent; there is no monthly recurring revenue commitment
- **8x8 Direct Affiliate**—a three-tiered affiliate program with progressive incentive arrangements for silver, gold and platinum-level partners. Monthly recurring revenue commitments are required.
- **8x8 Direct Reseller**—for partners who can provide customer billing and want a wholesale/resale model

At 8x8, our vision is simple: Your success is our success. We look forward to partnering with you.

For more information call 866-322-4590 or visit www.8x8.com/partners



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NASDAQ: EIGHT
www.8x8.com