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8x8 Teams with Ingram Micro to Distribute Global Cloud Communications and Contact Center Solutions

New relationship enables leading value-add distributor to distribute 8x8 solutions to cloud and unified communications and collaboration partners in the U.S. and Canada

SAN JOSE, Calif.--(BUSINESS WIRE)-- 8x8, Inc. (NASDAQ:EGHT), the world's first Communications Cloud provider, announced a new agreement with Ingram Micro Inc. to bring 8x8's integrated, enterprise-grade cloud communications, contact center and team-collaboration solutions to channel partners supporting mid-market and enterprise companies in the U.S. and Canada. Through this new relationship, Ingram Micro is adding 8x8 Virtual Office® and 8x8 Virtual Contact Center® to its cloud and unified communications and collaboration portfolios, and is now enabling channel partners to sell these market-leading solutions.

According to market research firm IDC, the hosted/cloud portion of the worldwide unified communications and collaboration market is expected to grow to \$32.5 billion in 2021, which is a five-year CAGR of 14.8 percent for the 2016-2021 period versus 4.5 percent for premises-based solutions¹. "Midmarket and enterprise companies are embracing UCC as a means to bolster productivity and deliver a connected customer experience," said Jeff Yelton, executive director and general manager, Ingram Micro. "UCC is a fast-growing market segment for Ingram Micro. The business benefits of UCC are undeniable and 8x8's portfolio of enterprise communications, collaboration and contact center solutions are well suited for the needs of our channel partners and the customers they serve."

With the new alliance, 8x8 will become one of the largest service providers and born-in-the-cloud vendors within Ingram Micro's Specialty Division for Unified Communications and Collaboration (UCC). 8x8's cloud solutions for the midmarket and enterprise segment expands Ingram Micro's portfolio to better meet the needs of globally distributed organizations requiring integrated, enterprise-grade business communications and collaboration solutions. As part of the agreement, 8x8 joins Ingram Micro's portfolio of cloud vendors, offering channel partners bundled solutions by market segment or vertical, such as retail, manufacturing and healthcare.

"Migrating businesses to the cloud is a growing opportunity for channel partners and an area where Ingram Micro Cloud continues to accelerate the sales cycle and simplify success for MSPs and IT service providers," said Jason Bystrak, executive director, Cloud, Ingram Micro. "Managed UCC solutions generate a solid recurring revenue stream for our channel partners and we're pleased to welcome 8x8 to our industry-leading cloud services portfolio."

The new agreement also aligns with Ingram Micro's global presence where the distributor has the flexibility to expand the relationship in the regions 8x8 sells, markets and supports its solutions, including North America, Europe, Asia and Latin America.

"Ingram Micro is known throughout the industry for being fully dedicated to providing solutions, services and support offerings that exceed the expectations of its channel partners," said Christopher Peters, global channel chief at 8x8. "Whether or not Ingram Micro channel partners have sold cloud communications, collaboration and contact center solutions in the past, our combined channel resources and go-to-market methodology will enable them to easily gain access into a hyper-growth market and to accelerate profitability with 8x8 solutions at minimal risk."

About Ingram Micro

Ingram Micro helps businesses Realize the Promise of Technology™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. More at www.ingrammicro.com.

About 8x8, Inc.

8x8, Inc. (NASDAQ:EGHT) is the provider of the world's first Communications Cloud that combines unified communications, team collaboration, contact center, and analytics in a single, open and real-time platform. 8x8 eliminates information silos to expose vital, real-time intelligence across multiple clouds, applications and devices to improve individual and team

productivity, business performance and customer experience. For additional information, visit www.8x8.com, or connect with 8x8 on [LinkedIn](#), [Twitter](#), [Google+](#) and [Facebook](#).

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¹ IDC [Worldwide Unified Communications and Collaboration Forecast, 2017-2021](#), May 2017

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8x8, Inc.

John Sun, 408-692-7054

john.sun@8x8.com

or

InkHouse for 8x8

Brittany Hendrickson, 415-299-6370

8x8@inkhouse.com

Source: 8x8

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