



8x8, Inc.

# BETTER BUSINESS PHONE SERVICE

AFFORDABLE • RELIABLE • ADVANCED

## 8x8 Virtual Office Proposal

### Agile and Affordable Business Phone Service

8x8 Virtual Office is a cloud-based phone system that uses the power of the Internet to deliver your phone service, eliminating the complexity and expense that comes with traditional phone systems.

#### Mobility

8x8 offers you more ways to stay in touch with sleek, professional IP phones, a softphone for calling over your computer, and a mobile app for making and taking business calls from your iPhone or Android. And your voicemails are delivered right to your email. You'll never miss a call again.

#### Employees Anywhere

Whether you have one office, multiple locations or remote employees, 8x8's cloud-based phone service seamlessly ties everyone together under one phone system. Your teammates are only an extension away.

#### Fortune 500 Features

Project a professional image with features that power the phone systems of America's largest companies: auto attendant, corporate directory, music-on-hold, conference bridge and voicemail-to-email to name a few.

#### Affordable

With low monthly fees, advanced features, and unlimited calling to the US and Canada, our customers constantly tell us that 8x8 Virtual Office is an outstanding value that saves them money every month.

### THE POWER OF VOIP

8x8 delivers clear, crisp phone calls with advanced features like auto attendant, voicemail-to-email, and ring groups right over your Internet connection. Our VoIP solution provides flexibility, freedom and significant cost savings.

### THE VOICE OF EXPERIENCE

For over 25 years, we have pioneered and patented technology innovations, from video chips to voice compression. We own, operate and support our technology, ensuring that our cloud-based business phone solutions meet and easily grow with your business needs.



The Champion  
For Business  
Communications

## Virtual Office Features

Virtual Office phone service includes:

### Business Features

- Unlimited local and long distance calling on select plans
- Auto Attendant with dial-by-name, extension and company directory
- Extension dialing
- Message/Music on Hold
- Ring groups
- Simple online administration
- Keep existing business and toll-free and fax numbers

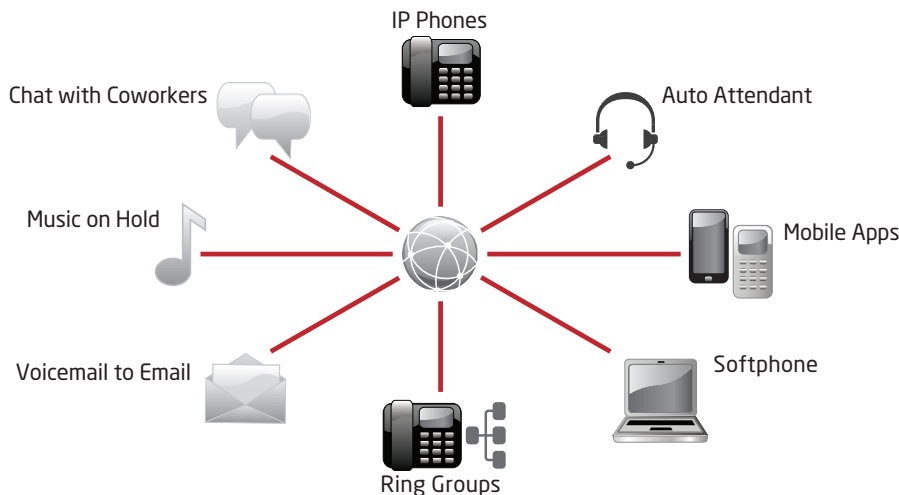
### User Features

- Direct phone numbers
- Personalized voicemail
- Voicemail to email
- Conference bridge
- 3-way calling
- Advanced call forwarding
- Call transfers, call park, intercom
- Caller ID, call waiting, do not disturb
- Social media integration
- Presence management
- Video chat with coworkers
- Softphone
- Android and iPhone app
- Online dashboard
- Integration with Salesforce, Outlook, ACT!, SugarCRM, NetSuite and more

### Optional Features

- Call Queues
- Toll-free numbers, virtual numbers
- 8x8 Virtual Office Pro bundle with Internet fax, call recording and web conferencing
- 8x8 Virtual Contact Center

### Feature Highlights



### GET EVEN MORE WITH VIRTUAL OFFICE PRO

Pump up your Virtual Office extension with:

- Internet faxing
- Call recording
- Web conferencing

Ask for Virtual Office Pro.

### NEED A CALL CENTER?

Put your call center in the cloud.

- Deploy and monitor your agents anywhere
- Integrates with CRM software such as Salesforce and NetSuite
- Eliminates upfront and ongoing hardware and maintenance costs

Ask for 8x8 Virtual Contact Center.

## Flexible Phone Choices

Choose from a range of Polycom and Cisco IP phones with high-definition voice and packed with features. Also works over your Android or iPhone and over your computer.



### Cisco IP Desk Phones

These phones offer features to serve everyone from manufacturing floor staff and cubicle workers to executives and remote employees.



### Polycom SoundPoint IP Phones

Desktop phones that enable clearer, more productive conversations for any office, home office or other desktop location.



### Polycom VVX 1500 Business Media Phone

Combines advanced telephony, one-touch video and integrated business applications into a seamless, lifelike experience.



### Polycom KIRK 5020 Cordless Phones

Ideal for businesses of all sizes to improve employee productivity and office mobility.



### Polycom SoundStation IP Conference Phones

Superb voice quality, expansive microphone pickup, and advanced audio processing makes conference calls seem as natural as being in the same room.

### OUR CUSTOMERS SAY

*"8x8 has truly made our business operations possible. We are a business that has many of our employees working off site. 8x8's ability to make an offsite employee feel onsite is remarkable. I recommend 8x8 to any business who has any off-site employees. 8x8 has increased communication between company employees by tenfold."*

Cameron Clifford  
MGS

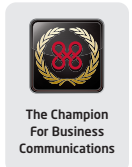
*"When a slowing economy had forced my business partner and I out of the office and into our homes, we needed a telecom solution fast. We needed a system that we could access from anywhere and would sound like a professional on-site PBX. After looking around and comparing countless services we decided to use 8x8. Boy, are we glad we did. The unlimited calling plans coupled with the Virtual Office met our needs perfectly. Looking back, we are kicking ourselves for not switching over sooner."*

Brian Callahan  
Trinex Commercial Finance

## You're In Good Company



NASDAQ: EIGHT  
www.8x8.com




**Thank you for the opportunity to earn your business.**

8x8 now offers Polycom VVX video phones for point-to-point video calls when used on 8x8 Virtual Office service.

Date	Quote Expires	Sales Agent	Quote #	Bill To
1/7/2014	1/31/2014	Michael Lee	QT10719065	Pepper Robert Pepper 10 N FULTON AVE MOUNT VERNON, NY 10550-1614

Order Summary				
Location	SubTotal	Shipping	Taxes & Fees	Current Charges
#1 <b>Service At</b> 10 N FULTON AVE, MOUNT VERNON, NY 10550-1614 <b>Ship To</b> Same as service address	\$2,299.90	\$0.00	\$258.93	\$2,558.83

**Location #1 10 N FULTON AVE MOUNT VERNON, NY 10550-1614**

Items	Qty	Unit Price	Current Charges	Recurring Charges
<b>Unlimited Extension</b> Initial Discount (\$19.99) Monthly Discount for 60 months (\$20.00) Activation Initial Discount (\$39.99)	10	\$0.00	\$0.00	\$199.90
<b>Virtual Office Mobile</b>	10	\$0.00	\$0.00	
<b>Polycom VVX 500</b> Initial Discount (\$62.00)	10	\$229.99	\$2,299.90	
				
***VVX 500 with Power Supply @ below "floor" \$229.99 w/ \$50 rebate each. MSRP is normally \$291.99***				
Unlimited Extension is our: <ul style="list-style-type: none"> <li>- most popular extension service for Virtual Office</li> <li>- providing unlimited calling to the US, Canada, and landlines in Puerto Rico, Guam, US Virgin Islands, France, Ireland, Italy, Spain, and the United Kingdom.</li> <li>- unlimited worldwide network calls with any 8x8 customer</li> <li>- business-class voicemail</li> <li>- a unique direct inbound dial (DID) telephone number</li> <li>- free mobile applications for iPhones, iPads, Android phones, and Windows 8 phones</li> <li>- free dashboard with softphone, corporate directory, advance features via your choice of "Virtual Office Online" (web based login) or "Virtual Office Desktop" (computer program)</li> </ul>				
Your business gets: <ul style="list-style-type: none"> <li>- Hosted PBX</li> <li>- Auto Attendant</li> <li>- Extension Dialing</li> <li>- Message/Music on Hold</li> <li>- Ring Groups</li> <li>- Directory Assistance Listing</li> <li>- Online Billing</li> <li>- Simple Online Administration</li> <li>- Free local Number Porting (LNP)</li> <li>- and that's just the half of it!</li> </ul>				
<b>Virtual Number</b> Initial Discount (\$2.99) Monthly Discount for 60 months (\$2.00) Activation Initial Discount (\$9.99)	1	\$0.00	\$0.00	\$2.99
Your company's MAIN number.				
----- Enjoy: ***30-day no hassle money back guarantee.***				

- One full month service waived
  - Free activation, implementation, and training
  - Free shipping via 2-full business days (excluding holidays)
  - Free Mobile App for iPhone, iPads, Android, and Windows Phones
  - Free Online dashboard; Virtual Office Online
  - Free PC & Mac dashboard; Virtual Office Desktop
  - Discounted rates on services & phones
  - \$500 in rebates for the 10 phones
  - \*\*\*rebate form and details available\*\*\*
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<b>SubTotal</b>	<b>\$2,299.90</b>	<b>\$202.89</b>
<b>Standard Shipping - Delivery Estimate 1/15/14<sup>4</sup></b>	\$0.00	
<i>Shipping Discount (\$189.90)</i>		
<b>Taxes &amp; Fees<sup>2</sup></b>		
E911 Service Fee	\$19.90	\$19.90
New York Gross Revenue Tax Surcharge	\$0.79	\$8.74
NY Sales Tax	\$206.61	\$27.55
Regulatory Recovery Fee <sup>3</sup>	\$30.00	\$30.00
Universal Service Surcharge	\$1.63	\$18.02
<b>Today's Total</b>	<b>\$2,558.83</b>	
<b>Due Monthly<sup>1</sup></b>		<b>\$307.10</b>

**This quote is valid through Friday, January 31, 2014**

- 1 Monthly recurring charge includes estimated taxes.
- 2 Taxes & Fees are based on Service Address and may change on receipt of full address details. They include government fees and taxes that we collect and are required by federal, state, province or local law to remit to the appropriate governmental entity (including, but not limited to, sales, use, excise, public utility, and E911). This section may also include certain fees and costs incurred by us as a result of providing service, such as universal service fees (USF). We elect to collect them in order to recover or help defray the costs we incur. These fees, and what is included in the fees, may vary by locale and may change from time to time without notice. Please note that equipment taxes will be calculated based on Shipping Address.
- 3 We collect the Regulatory Recovery Fee to recover some of the costs we incur to comply with local, state and federal governmental mandates and programs, including, but not limited to, E911, local number portability and number pooling. We may impose the fee whether or not the benefits of any or all of these mandates and programs are available to you in your location.
- 4 Note that ship time will adjust according to when the order is actually placed.
- 5 The pricing in this quote is pending authorization by 8x8.

**Note:** Initial billing occurs when you place your order. Subsequent monthly billing occurs on the second day of each month. Automatic credit card payments are also processed on the second day of each month.