Introducing 8x8 Voice for Microsoft Teams

8x8 Voice for Microsoft Teams is a cloud to cloud integration between 8x8 and Microsoft Teams that provides enterprise-grade telephony and global PSTN connectivity to customers that want to retain Microsoft Teams as their sole collaboration interface. This is the enterprise communications solution that Microsoft Teams customers have been looking for.

8x8 and Microsoft Teams - Better Together

8x8 Voice for Microsoft Teams provides the following key benefits:

- Global PSTN access for Microsoft Teams users without changing the user experience.
- Full PSTN access for Microsoft Teams users in 38 countries, with toll free and DID numbers in 120+ countries.
- Unlimited calling plans in up to 47 countries.
- A native contact center solution that integrates with Microsoft Teams.
- Native integrations with over 35 business applications such as Salesforce, Microsoft Dynamics and Zendesk.
- One platform for all users, regardless of whether they are Microsoft Teams users or not.

Key Benefits for Our Partners

Microsoft Teams has 85 million daily active users currently, projected to be at 100 million by second half of 2020. Larger enterprises are evaluating alternative 3rd party communications solutions that work seamlessly with Teams as Microsoft's communications solution lacks the rich enterprise PBX functionality and global PSTN footprint that UCaaS providers offer.

8x8's Direct Routing integration with Microsoft is the only integration that provides a full orchestration layer for IT admins to easily add Microsoft Teams users to the 8x8 communications platform without requiring any changes to the user experience.

Partners that have customers using Microsoft Teams or considering deployment of Microsoft Teams benefits include additional MRR for:

- 8x8 X Series license upsell to existing Microsoft Teams users.
- 8x8 X Series license upsell to existing 8x8 customers looking to expand their 8x8 deployment to their Microsoft Teams users.
- 8x8 X Series licenses selling to prospects that are using or considering using Microsoft Teams.
- Upsell of higher tier X Series licenses for customers that need additional calling plan options or contact center support.
- Upsell of 8x8 Voice for Microsoft Teams add-on licenses.
- Additional revenue from consultation and implementation services for deployment of 8x8 with Microsoft Teams as well as devices revenue.

For more information, contact your 8x8 Channel Account Manager.

8x8 Positioning Against Competitor Solutions

8x8 Voice for Microsoft Teams is highly differentiated from other Direct Routing vendor solutions because it is the only truly single vendor solution with an intuitive centralized management interface for adding Microsoft Teams users. Unlike competitor solutions, there is no need for IT to create complicated PowerShell scripts and there are no SBC or SIP trunking requirements. End users have a native Teams user experience across their devices without any additional training or the need to install third party apps, bots or browser extensions. In contrast to other vendors, 8x8 Voice for Teams includes a native contact center, end-to-end analytics, out-of-the box CRM and Business Apps integrations and SLA backed global voice footprint - all from a single cloud platform.

	App/Bot Vendors	Browser Extension Vendors	Direct Routing Vendors
Fundamental Issue	Alters the Teams User Experience. Still requires vendor apps for desktop and mobile for calling and other features.	Alters the Teams User Experience. Still requires vendor apps for desktop and mobile for calling and other features. Is browser dependent and only works in a browser.	Many expensive hybrid options requiring separate MSPs for hosting the Microsoft certified SBC infrastructure and the carriers for PSTN and calling.
Vendor Examples	RingCentral Fuze Five9 NICE InContact LogMeIn (Jive)	Ringcentral	AT&T Verizon BT Metaswitch Arkada Vonage Mitel Avaya

Availability

SKU	VOSVC0216-09
Regions	US, CAN, UK, EMEA, ANZ
Availability	All 38 countries where 8x8 has full PSTN support (wider support in Q3 2020)
How to Order	8x8 PartnerXchange
FAQ	Partner Frequently Asked Questions

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8x8, Inc. (NYSE: EGHT) is transforming the future of business communications as a leading Software-as-a-Service provider of voice, video, chat, contact center and enterprise-class API solutions powered by one global cloud communications platform. 8x8 empowers workforces worldwide to connect individuals and teams so they can collaborate faster and work smarter. Real-time analytics and intelligence provide businesses unique insights across all interactions and channels so they can delight end-customers and accelerate their business. For additional information, visit www.8x8.com, or follow 8x8 on LinkedIn, Twitter and Facebook.

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