



## Intelisys Drives Business Success With 8x8; Recognized As A Platinum Partner In The 8x8 Open Channel Program

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CAMPBELL, Calif.--(BUSINESS WIRE)-- [8x8, Inc.](#) (NYSE: EGHT), a leading integrated cloud communications platform, today announced that [Intelisys](#), a ScanSource (NASDAQ: SCSC) company, and the nation's leading provider of technology services and solutions, has attained Platinum Partner status in the [8x8 Open Channel Program](#). This exceptional accomplishment demonstrates Intelisys' commitment to providing its Sales Partners with industry-leading technology from the [8x8 Open Communications Platform](#)™, which uniquely combines cloud voice, team chat, video meetings and contact center in a single solution, as part of its product portfolio.

"We are thrilled to have achieved Platinum Partner status in the 8x8 Open Channel Program, another exciting milestone in our long-standing partnership," said Mark Morgan, President, Intelisys, a ScanSource company. "Our industry-leading engineering team, tools, and support combined with 8x8's award-winning products have been instrumental in the ongoing success of our mutual partners. We are proud to offer 8x8's cloud voice, team chat, meeting, and contact center solutions across to our valued partner community."

As one of three Master Agents in the global 8x8 Open Channel Program to achieve Platinum Partner status, Intelisys has built a solid reputation with its Sales Partners and Supplier Partners as a company focused on high integrity, developing successful partnerships, and maintaining relationships. The company is regarded as one of the industry's premier providers of technology products and solutions, including UC&C, cloud and telecom services. Intelisys partners closely with 8x8 to educate and enable sales partners by assisting business telecom and cloud technology customers in making informed choices about services, technology and cost savings as they move to a [digital workplace](#).

"Intelisys has earned a well-deserved industry reputation as one of the top Master Agents in the channel, and we heartily applaud their many contributions to the 8x8 Open Channel Program, which has resulted in attaining Platinum Partner status. It is an outstanding honor that places them in exclusive company within our program, and clearly highlights the successes their Sales Partners are having moving companies off legacy systems to 8x8 cloud communications solutions," said John DeLozier, Senior Vice President & Global Channel Chief at 8x8. "As our partnership with Intelisys grows from strength to strength, we will continue to work together to help their Sales Partners maximize revenue opportunities and accelerate growth in one of the most dynamic cloud markets as they guide customers' digital transformation efforts using operate-from-anywhere enterprise communications."

The 8x8 Open Channel Program ensures that every member of 8x8's channel community, from Master and Sub Agents to VARs, have the necessary resources to thrive. The partner program offers tiered levels of dedicated resources for lead generation and conversion, as well as highly customizable, white-gloved marketing campaigns to reach prospects. The program also includes activities such as blitz days (8x8's channel pipeline generation initiative), account planning, product demos and custom co-branded prospect events. In addition, 8x8's best-in-class partner portal, PartnerXchange, allows partners to manage all customer needs, as well as access deal information, certifications and marketing content.

The 8x8 Open Communications Platform uniquely brings together the essential enterprise communications elements required for the digital workplace, combining voice, team chat, meetings, and contact center solutions fueled by shared intelligent communications services like AI-driven expert routing and predictive analytics. The 8x8 Open Communications Platform accelerates digital transformation initiatives and strengthens business responsiveness and resilience by providing secure, scalable, and extensible capabilities that are required for organizations to create unique employee and customer experiences at scale. For more information, visit the [8x8 Open Communications Platform](#).

### About Intelisys, a ScanSource company

Intelisys, a ScanSource company, is the nation's leading Technology Services Provider of business communications services, including voice, data, access, cable, collaboration, wireless and cloud. Intelisys is dedicated to one thing – serving the needs and accelerating the success of the industry's top producing telecom sales agents, IT Solution Providers, VARs, MSPs and integrators, as they leverage the power of recurring revenue in their businesses. Under contract with more than 160 of the world's leading telecom carriers, cloud services providers and technology partners, Intelisys delivers the services end users demand exclusively through a network of Sales Partners, supporting those Sales Partners via the most exceptional back office support team ever assembled in the channel. In 2020 Intelisys was named one of the Best Places to Work in the North Bay for the fourth consecutive year.

Intelisys is a part of ScanSource, Inc. (NASDAQ: SCSC), a leading provider of technology products and solutions. ScanSource is at the center of the technology solution delivery channel, connecting businesses and providing solutions for their complex needs. ScanSource sells through multiple, specialized routes-to-market with digital, physical product and services offerings from the world's leading suppliers of point-of-sale (POS), payments, barcode, physical security, unified communications and collaboration, cloud and telecom services.

ScanSource enables its sales partners to create, deliver and manage solutions for end-customers across almost every vertical market. Founded in 1992 and headquartered in Greenville, South Carolina, ScanSource was named one of the 2020 Best Places to Work in South Carolina and on FORTUNE magazine's 2020 List of World's Most Admired Companies. ScanSource ranks #654 on the Fortune 1000.

To learn more, visit [www.Intelisys.com](http://www.Intelisys.com) and [www.scansource.com](http://www.scansource.com).

### About 8x8, Inc.

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 business 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](http://www.8x8.com), or follow 8x8 on [LinkedIn](#), [Twitter](#) and [Facebook](#).

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**8x8, Inc. Contacts:**

**US Media:**

John Sun, 1-408-692-7054  
[john.sun@8x8.com](mailto:john.sun@8x8.com)

**Investor Relations:**

Victoria Hyde-Dunn, 1-669-333-5200  
[victoria.hyde-dunn@8x8.com](mailto:victoria.hyde-dunn@8x8.com)

**ScanSource Contact:**

**US Media:**

Jason Weidman, 1-864-283-3066  
[jason.weidman@scansource.com](mailto:jason.weidman@scansource.com)

Source: 8x8, Inc.