



8x8 partners with Japanese telephone company

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8x8 Inc. landed a big client with SoftBank Telecom Corp., a Japanese telephone company.

SoftBank's business customers will be able to use 8x8's cloud-based communications software. For example, one of 8x8's software products, a virtual desktop, will be used by a Japanese airline, a company spokeswoman told me.

The deal was "in the low millions over a three-year period," she said, and will roll out for Softbank's Japanese customers first. Later, the services will head to customers in the rest of Asia, Europe and the United States.

8x8, founded in 1987 and based in San Jose, saw revenue of \$27.3 million for the fourth-quarter, up 17 percent from the fourth quarter of 2011. Net income was down, at \$1.9 million, versus \$2.59 million from the previous year's quarter.

As of Dec. 31, the company has about 31,500 business customers, according to a filing with the Securities and Exchange Commission.

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