

8x8, Cloud-Based Communications Services Company, Announces Homero Salinas as General Manager, Contact Center as a Service (CCaaS)

San Francisco, CA — April 2, 2019 Renovata & Company is pleased to announce the placement of Homero Salinas as general manager, Contact Center as a Service (CCaaS) for 8x8, a leading cloud provider of voice, video, chat and contact center solutions. In his new role, Salinas will drive 8x8's continued growth in the mid-market segment during a time of great opportunity for the company.

Headquartered in San Jose, CA, with offices in the US, UK, Romania and Australia, 8x8 has more than 1,400 employees. The company provides cloud solutions and services that help businesses communicate faster and smarter. At nearly \$300M in revenue and 20% year-over-year growth, 8x8 is on a positive trajectory with 28 consecutive quarters of growth. The company plans to aggressively accelerate global customer acquisition across the enterprise, middle market, and small to medium-size business market segments.

"Homero is responsible for 8x8's go-to-market strategy and management of the CCaaS business to deliver topline growth across its targeted markets, to help the company compete and win in a \$10B CCaaS market opportunity," says Joanna Chang, Renovata & Company partner. "He has the experience and skills to grow and lead the organization's direct and indirect sales efforts to target new account growth and strategic upselling."

Before joining 8x8, Salinas spent more than 15 years at Five9, a leading global cloud call center software company. During his time at Five9, he served in many executive roles, including senior vice president, sales operations and performance; senior vice president, commercial sales and account management; vice president of sales, North America (commercial/SMB); and director of sales.

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