



OpSource[™]
The SaaS Delivery Experts

Case Study

Agile Software Accelerates Time To Market and Reduces TCO With OpSource On-demand

"We chose OpSource On-Demand because OpSource has an outstanding track record for providing 24x7 operations and support. We needed a partner with proven capabilities so that we could get our product to market quickly."

— Craig Macy
VP of Products and Customer Care,
Agile Software

On-Demand Company

Agile Software Corporation (NASDAQ: AGIL) helps companies drive profits, accelerate innovation, reduce costs, and ensure regulatory compliance throughout the product lifecycle. With a broad suite of enterprise-class PLM solutions, time-to-value focused implementations, and a unique Guaranteed Business Results program, Agile helps companies get the most from their products. Alcatel, Boeing, Dell Inc., Flextronics International, Hitachi, Leapfrog, Lockheed Martin, Magna Steyr, Siemens, QUALCOMM and ZF are among the over 10,000 customers in the automotive, aerospace and defense, consumer products, electronics, high tech, industrial products, and life sciences industries that have licensed Agile solutions.

Agile Requirement

As a software developer, Agile's core competency is creating and selling applications. By selecting OpSource as its on-demand delivery partner, Agile was able to rapidly bring Agile Advantage 2005 to market without having to build a scalable infrastructure from the ground up and become proficient in an entirely new set of operational disciplines.

Complete Solution

When Agile Software embarked on developing an on-demand PLM solution to meet the unique needs of small-to-midsize enterprises (SMEs), the company enlisted the help of leading SaaS enabler OpSource to provide the infrastructure and services necessary to deliver the applications to end users.

Agile Advantage 2005, Agile's on-demand PLM solution for SMEs, is delivered to customers on an architecture that supports multi-tenancy on the physical server/networking infrastructure, while maintaining complete intellectual property (IP) privacy and security through isolated databases. The result is a PLM solution that is readily available, quick to implement, and inexpensive to deploy.

Customer Profile



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Industry
PLM Solutions

OpSource Solution

- OpSource On-Demand
- Success-Based Pricing

Key Benefits

- Accelerated time to market
- Subject Matter Expert support
- Reduced investment risk and lower total cost of ownership
- 100% uptime guarantee

The engagement began with OpSource's subject matter experts joining forces with Agile engineers to ensure a complete transfer of knowledge and to develop detailed deployment procedures. To support Agile Advantage 2005, OpSource provides a fully redundant infrastructure hosted in a first class data center facility; security services, including redundant firewalls configured with session-based failover, load balanced Intrusion Detection Systems (IDS), and managed firewall/VPN solutions; a utility computing architecture to ensure maximum scalability; business continuity services, including regular backups and disaster recovery; escalation and support; change management; and integrated application, network, and system monitoring.

You Build It. We Deliver It.

Complete Solution (continued)

"Instead of having to do it ourselves, we can leverage OpSource's existing resources and expertise in 24x7 systems management, call centers, hosting and networking, security, and disaster recovery to ensure that our Advantage 2005 applications are secure, reliable, and available to our end users around-the-clock," said Craig Macy, VP of Products and Customer Care at Agile.

Why OpSource?

"We chose OpSource On-Demand because OpSource has an outstanding track record for providing 24x7 operations and support," stated Macy. *"We needed a partner with proven capabilities so that we could get our product to market quickly."*

About OpSource

OpSource™, the SaaS delivery experts, is focused on providing the operational infrastructure and ongoing services that enable software companies, On-Demand businesses, and Web applications providers to deliver and maintain the highest quality Web-based solutions. By choosing OpSource as a SaaS partner, OpSource customers are freed from infrastructure management and can focus on improving applications and acquiring new customers. The OpSource On-DemandSM infrastructure enables businesses to deploy SaaS and Web-based applications quickly, cost effectively, securely, and with high-quality standards. Companies at any stage in the application lifecycle, delivering any type of application, can benefit from our comprehensive services and expertise. OpSource is the only company to offer Success-Based PricingSM, a unit-based pricing model that allows businesses to begin with a modest minimum commitment and their expenses scale only when their revenue increases.

For more information about OpSource, visit www.opsources.net.



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