OpSource™
The Saas Delivery Experts

Case Study

JasperSoft Launches its First On-Demand Business Intelligence Application with OpSource On-Demand

"We're the leading open source business intelligence company, but Jasper4salesforce was our first entry into the on-demand business. A 24/7 data center is a lot for a startup to bite off. Including the people we would have had to hire, it would have been a huge investment. OpSource had a clear solution. But we quickly realized that OpSource is much more than a hosting company. There are other companies that host data. OpSource offers more; including expertise in application management, creating and optimizing the best environment, and assuring that our application is always be available to users."

— Jose Morales
   Vice President of Business Development,
   JasperSoft Corporation

On-Demand Company

JasperSoft Corporation is a leading provider of open source business intelligence (BI) software. The company has had great success with its on-premise products and entered the on-demand market with Jasper4Salesforce, a version of its reporting and BI software fully integrated with and optimized for salesforce.com.

JasperSoft Requirement

In order to launch its first on-demand product, JasperSoft needed a reliable 24/7 data center. The data center and other infrastructure supporting Jasper4Saleforce needed to meet the certification requirements of salesforce.com. But as a developer of on-premise business intelligence software, JasperSoft lacked the physical and human resources required to build its on-demand infrastructure. It needed to focus its efforts on those elements of the project for which it had the greatest expertise: writing the code for the BI application.

Complete Solution

OpSource provides JasperSoft with all the on-demand expertise and facilities JasperSoft needed. In addition to a SAS 70 Type II compliant infrastructure, including a reliable 24/7 data center, OpSource provides expertise in application management, creating and optimizing the best environment, and assuring that JasperSoft's application is always available to users. In addition, all OpSource On-Demand customers, including JasperSoft, automatically receive salesforce.com AppExchange™ certification for operations and security infrastructure.

Customer Profile

JASPER SOFT

JasperSoft Corporation
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San Francisco, CA 941077

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Industry
Open source business intelligence

OpSource Solution

• OpSource On-Demand

Key Benefits

• Reliable 24/7 data center without huge investment

• Application management

• Salesforce.com AppExchange(tm) certification for operations and security infrastructure.

OpSource helped JasperSoft experience near-immediate success with Jasper4Salesforce. *"The results have been fantastic,"* JasperSoft Vice President of Business Development Jose Morales exclaimed. *"Within four months of its launch, Jasper4Salesforce was the seventh most-used application of more than 500 on salesforce.com's AppExchange. We're thrilled to pieces."*

THE EXPERTS IN DELIVERING WEB APPLICATIONS AND SOFTWARE AS A SERVICE FOR ON-DEMAND COMPANIES.

You Build It. We Deliver It.

Why OpSource?

OpSource has the expertise and facilities that met JasperSoft's needs. OpSource was able to create and maintain a reliable environment for JasperSoft's first on-demand application, and manage the application. In addition, by using OpSource On-Demand, Jasper4Salesforce was automatically certified for salesforce.com's AppExchange. JasperSoft also took advantage of OpSource's innovative Success-Based Pricing model. Designed to minimize risk, the "pay as you grow" concept allows companies to begin the service with a minimum commitment and ensures that costs do not increase ahead of user base. *"Pricing OpSource On-Demand by the same units with which we charge our customers is an exceptional added benefit,"* Morales said. *"It enabled us to further reduce our start-up expenses for Jasper4Salesforce."*

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-Demand^{SM} 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 Pricing^{SM}, 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.opsource.net**.

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