# OpSource™
## The Business of Web Operations

## Case Study

# OpSource and Symplified Help Enterprises Secure Cloud Computing

"When we set out to choose an operations partner, our key requirements were security and availability. We need to demonstrate to our customers that our on-demand infrastructure is more secure and more fault tolerant than their internal network. OpSource meets these requirements in spades."

Eric Olden
Founder and CEO
Symplified

### Pioneering On-Demand Identity Management

Symplified enables companies to secure and audit SaaS and Cloud computing resources by providing on-demand identity and access management (IAM). Symplified integrates enterprise IT controls with Salesforce.com, ADP, WebEx, Workday and others, improving security and easing compliance.

### Symplified Requirements

Using an on-demand security model, Symplified can cut the costs of IAM deployments by 80 percent while achieving an unprecedented level of integration between the enterprise and the Cloud. Symplified SinglePoint is the first Internet utility for secure SaaS and Cloud application access, delivery and integration. SinglePoint uniquely combines identity and access management capabilities through a pre-integrated Cloud-based hub that links with the enterprise data center. Its unique 'connect once, integrate an ecosystem' approach accelerates secure SaaS deployments at a fraction of the cost.

"When you are selling to Fortune 100 companies, you need to be one hundred percent sure that your infrastructure partner is not only able to service your current needs but grow with your business," Olden said. "With OpSource, there is a commitment to our success from the CEO down. We have a true partner in OpSource, someone who is as committed to our growth as we are."

### Complete Solution

For Symplified, it is mission-critical that their Web operations solution provider supply carrier-grade security and reliability. After an extensive review of vendors, Symplified chose OpSource On-Demand as its delivery solution because only OpSource On-Demand offers the SAS 70 Type II audited, PCI compliance, robust security and far-reaching scalability that Symplified needs to help enterprises move to the Cloud.

In addition, OpSource's unique Success-Based pricing, a unit-based pricing model that allows businesses to begin with a modest

## Customer Profile

### Symplified
#### The Cloud Security Company

Symplified, Inc.
2005 Broadway
Boulder, CO 80302

www.symplified.com

Industry
Cloud Security

## OpSource Solution

• OpSource On-Demand

## Key Benefits

• Offers the SAS 70 Type II audited, PCI compliance, robust security and far-reaching scalability that Symplified needs to help enterprises move to the Cloud

• Understands how to truly deploy an Enterprise Cloud solution

• Offers unique Success-Based Pricing that lets companies grow their investment as revenues increase

commitment and scale expenses as revenues increase, makes it easier for Symplified to bring cloud computing to the enterprise marketplace.

"OpSource alone offered us a comprehensive, completely reliable Web operations solution that also recognizes that companies need to invest in the on-demand world over time," Olden said. "This makes it easier than ever to sell to the enterprise."

# You Build It. We Deliver It.

## Why OpSource?

Symplified needed a partner that understands the intricacies of Cloud computing. While much has been made of the importance of Cloud computing, Symplified—like OpSource— is one of the first companies that is moving beyond the hype and bringing the power of the Cloud to the enterprise.

"2009 is undoubtedly the year of the Enterprise Cloud and Symplified is right in the middle of this revolution," Olden said. "We chose OpSource not only because it had the technological edge over its competitors but because the OpSource team truly understands the Enterprise Cloud, not just as a business model but as a business reality. We look forward to growing with them."

## About OpSource

OpSource™ delivers Software-as-a-Service (SaaS) and Web applications femand companies, with hundreds of applications, millions of users and billions of transactions supported daily. OpSource On-Demand™, the leading Web operations solution, is defining how Web-based software is delivered. By choosing OpSource as their Web application delivery partner, companies are freed from investing in and managing the complex and costly infrastructure and services necessary to deliver applications over the Web. They can instead focus their resources on developing, marketing and selling their applications and services. Further, by using OpSource Connect™ companies can leverage Web services such as OpSource Billing CLM™, OpSource Analytics™ and OpSource End-User Support™ and integrate their applications with other SaaS applications over the Internet as well as with enterprise applications behind the corporate firewall. OpSource On-Demand is suitable for companies at any stage of growth, with any type of on-demand application. OpSource is the only company to offer Success-Based Pricing, a pricing model that allows businesses to begin with a modest minimum commitment and scale expenses as revenues increase.

Headquartered in Santa Clara, CA, OpSource has Web application delivery centers in Virginia, London and Bangalore. For more information about OpSource, visit www.opsource.net.

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