



**OpSource**<sup>™</sup>  
The SaaS Delivery Experts

## OpSource On-Demand<sup>™</sup> Delivers For Salesforce.com AppExchange Lower Costs, Accelerated Certification and Reduced Risk

Since 2005, OpSource has been a trusted and certified application delivery partner of salesforce.com and the AppExchange. OpSource has been selected by many companies leveraging the AppExchange to deliver their applications because OpSource reduces the application delivery costs and the risks associated with entering the on-demand world, while significantly accelerating AppExchange certification and time to market. As a result, some of the largest AppExchange participants including Business Objects as well as some of the more nascent entries, such as ClearMeeting, Ribbit, and JasperSoft have selected OpSource and OpSource On-Demand to deliver their AppExchange integrated applications.

### OpSource On-Demand, the Leading Platform for Web Application Delivery

OpSource On-Demand, a comprehensive, award-winning Web application delivery platform, enables companies to quickly and securely offer their applications on-demand. OpSource On-Demand delivers a best-in-class, fully scalable software, hardware and network infrastructure, including composite application management and 24x7 customer-branded end user support. In addition, OpSource On-Demand includes tools that accelerate revenue generation, such as OpSource Billing, business analytics and end user client support. OpSource is the only company to offer Success-Based Pricing<sup>SM</sup>, which aligns OpSource directly with your success goals.

Today, a growing ecosystem of SaaS, on-demand and Web2.0 companies, including Business Objects, RingLead, Ribbit, and DomoDomain depend on OpSource and OpSource On-Demand for their service delivery.

OpSource has pioneered on-line ordering with an interactive, expert system that recommends a "best practices" OpSource On-Demand infrastructure designed specifically for the customer's application and business. By answering business and technical questions regarding your proposed service, you can view and purchase a recommended service delivery solution online and begin using it in 72 hours or less.

### Accelerated AppExchange Certification

OpSource On-Demand speeds time to market for AppExchange partners by providing a world-class Web application delivery platform, years of experience in working with salesforce.com as a certified partner, and value-added services such as end user support and comprehensive billing and analytics tools.

### Features

- Complete Web Application Delivery Platform
- Integrated customer on-boarding, billing and analytics
- Success-based Delivery Model
- SFDC certified delivery environment
- Standard's based development with .net and LAMP

### Benefits

- 80% reduction in infrastructure investment plus SaS70II audited
- Invest in building applications, not delivery and management tools
- Accelerated AppExchange Certification and time to market
- Modest start-up cost with ongoing delivery costs tied to margin growth
- Write once, run anywhere, including the AppExchange

Accelerating the certification and on-boarding process for partners by 33% enables them to more quickly bring innovative SaaS solutions to market via the AppExchange.

### Reduce AppExchange Start-up Cost and Risk

Application Management is a key component of OpSource's Customer Success focus. OpSource Application management is a suite of services which grow with our customer as their business focus migrates from Technical Risk reduction to Market Adoption to merger of these concerns with scaling and margin growth as your customer base grows.



OpSource is the only company to offer Success-Based Pricing<sup>SM</sup>, a unit-based pricing model that allows businesses to begin with a modest minimum commitment and scale expenses as revenues increase.

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

## You Build It. We Deliver It.

### Build Once, Deliver Anywhere

An essential component of the OpSource-AppExchange experience is the ability to speed development and deployment for composite applications. Composite applications run on OpSource servers and leverage your business logic while still taking advantage of the salesforce.com infrastructure and user interactions.

Because OpSource On-Demand is a non proprietary, standards based platform your ecosystem options remain open. Develop your composite applications however you choose; whether you use a LAMP, .net or other platform to develop your applications on, using OpSource On-Demand will allow it to be available on its native technology platform and able to integrate with salesforce.com's AppExchange as well as other environments.

### Integrated Billing & Analytics

Through the capabilities of the OpSource Services Bus, which is built on a services oriented architecture, you can quickly and easily take advantage of third party application components and other OpSource solutions, such as analytics and billing.

OpSource Analytics helps companies better understand their environment and customers which helps develop better products and increase sales. OpSource Analytics provides an at-a-glance view of critical data that empowers software companies to make and act on high-impact business decisions.

OpSource Billing provides customer on-boarding, pricing, promotions and collections flexibility that maximizes revenue. OpSource created OpSource Billing to provide Web application and on-demand companies with a complete, end-to-end payment and collections processing solution that solves the challenges associated with billing for software delivered over the Web.

### Why OpSource On-Demand

By selecting OpSource On-Demand for on-demand application delivery platform, companies can automatically complete 33% of the salesforce.com AppExchange certification process and significantly accelerate their participation in the AppExchange community. In addition, companies will be able to take advantage of the most comprehensive on-demand delivery solution in the industry.

## About OpSource

OpSource™ delivers Web applications and software as a service for on-demand companies, with hundreds of applications, millions of users and billions of transactions supported daily. OpSource On-Demand, the leading platform for Web application delivery, 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. 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<sup>SM</sup>, a unit-based 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.opsourcenet.com](http://www.opsourcenet.com).



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