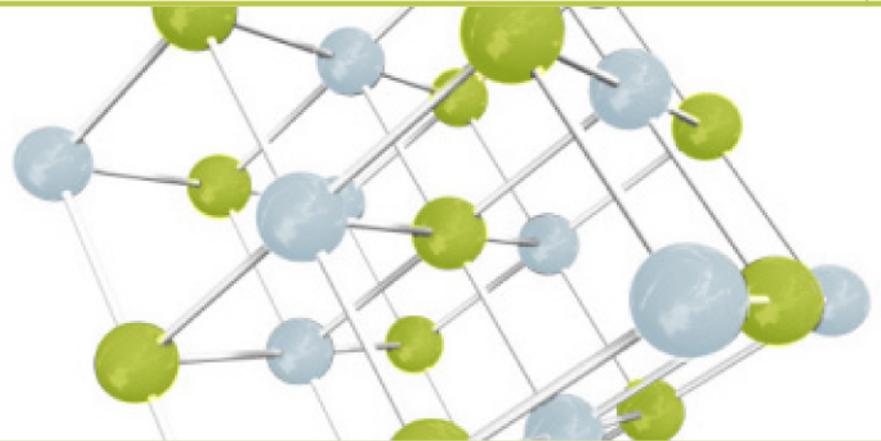




OpSource™
The Business of Web Operations

Selling SaaS to Corporate IT: Integrate or Fail



Presented by:

Chandar Pattabhiram
VP, Product Marketing Cast Iron Systems

Don Green
SVP, Product Management, OpSource

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Welcome

- Housekeeping
 - All phones are set on mute
 - If you have a question, please use the Question and Answer box located below the presentation panel
 - We will collect questions throughout the webinar and answer as many as we can at the end
 - Questions we can't get to will be answered via email
 - There's a button you can use to toggle between a full-screen view (for a larger image) and the view where you can see your Q&A box and type in questions – you can switch back and forth throughout the webinar

Introducing Chandar Pattabhiram from Cast Iron Systems

- VP of Product Marketing at Cast Iron Systems, with 15 years experience in marketing and management consulting
- Responsible for strategy, positioning, pricing & field/channel enablement at Cast Iron
- Business consulting manager at Andersen Consulting leading IT strategy, logistics and e-commerce projects for Fortune 500 companies
- Masters in Business Administration from the University of Texas and Bachelors in Mechanical Eng from PSG College of Technology

Introducing Don Green from OpSource

- SVP Product Management at OpSource, with over 20 years of experience behind him
- Has grown businesses in the SaaS, mobile application and LBS industries
- Expertise includes developing and marketing on-demand services to enterprises at companies like iBrevva, Tele Atlas, and @Road
- MBA from the University of Chicago, MS in Engineering from Stanford University, and AB in Applied Mathematics from UC Berkeley