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OpSource ROI Calculator Highlights Gains from Optimizing SaaS Delivery

Santa Clara, Calif., February 17, 2005 – OpSource, a leading enabler of Software as a Service, announces its ROI Calculator, which shows how ISVs can achieve substantial cost savings for delivering Software as a Service (SaaS). This easy-to-use online tool (www.opsource.net/roi) enables the ISV to calculate its startup and ongoing capital and operating expenses for delivering Software as a Service, and compare those costs versus Optimal On-Demandsm.

"The market is quickly moving past application hosting into true Software as a Service, and software companies are wrestling with the myriad issues that this entails," stated Treb Ryan, CEO of OpSource. "When we announced Optimal On-Demand last year, we were the first company that truly enabled ISVs to offer real on-demand software. As the experts in the ISV's application, we provide a complete solution with on-demand, per-unit pricing. We're thriving as a SaaS enabler, because our technology, people and processes have effectively met the growing need for software companies to deliver SaaS quickly, economically and with the least risk."

ISVs that have chosen OpSource's Optimal On-Demand have seen initial costs reduced by over 70% and ongoing costs by more than 30%, while they deliver a secure, scalable, highly available, high performing SaaS solution to the end user. OpSource's ROI Calculator is a valuable tool that lays out all the costs associated with delivering SaaS, and the significant cost savings ISVs will realize as a result of partnering with OpSource. Using Optimal On-Demand, software companies are meeting the challenges of delivering SaaS quickly and effectively by taking the best of the services world, combined with feature-rich software, to deliver the best product to the ISV's customers.

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According to Chris Hoffmann, Executive Vice President, Enterprise Software Applications, Tier 1 Research: “We were very impressed with the depth and breadth of OpSource’s Optimal On-Demand offering. Providers looking to court ISVs pursuing SaaS should take a close look at the OpSource model. Any ISV looking at SaaS should take a hard look at OpSource. It could mean the difference between life and death in the software world.”

ROI Calculator

ISVs simply complete the fields in the ROI Calculator and total the startup and ongoing CapEx and OpEx for delivering Software as a Service. ISVs choose from typical startup and operating costs shown, which are approximate and typical for developing and managing SaaS delivery in-house, based on OpSource’s extensive industry experience. Or, the ISV can enter its own estimate, then press “Submit” to compare those costs vs. Optimal On-Demand. The CapEx and OpEx costs include infrastructure, co-location, disaster recovery/backup, annual labor and deployment. Many of these costs are overlooked by ISVs embarking on a SaaS model.

About OpSource

OpSource, a leader in enabling Software as a Service (SaaS), provides cost-effective, turnkey services for software companies that need to quickly add or grow SaaS products and revenue. Optimal On-Demandsm, a complete, scalable solution built on the company’s patent-pending OptiTech Services Enginesm, meets the growing need for software companies to deliver SaaS quickly, without the inherent risk and investment in a costly services infrastructure. Optimal On-Demand includes application management, end-user support, 24x7 systems management, hosting and networking, security, disaster recovery, change management, and more. Optimal On-Demand is provided under the software company’s brand and priced per unit, on-demand, delivering immediate and on-going ROI.

Headquartered in Santa Clara, CA, OpSource has additional operations in the Los Angeles, New York City, Denver, Chicago and Washington, D.C. metro areas, as well as international offices in London and Bangalore. For more information about OpSource, visit the company’s web site at www.opsource.net.

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