For additional information, please contact:

Angela Gates
OpSource, Inc.
408.567.2049
pr@opsource.net

Maureen Miller
Total Marketing Concepts, Inc.
732.747.5786
mmiller@totalmarketingconcepts.com

## OpSource Customers Agile Software and Blue Martini Software Speak on the Benefits of Outsourcing On-Demand SaaS Delivery at Software 2005

**Santa Clara, Calif., April 18, 2005 - -**

**WHO:** Panelists Craig Macy, vice president of products and customer care, SME Business Solutions, Agile Software and Rocky Gunderson, VP of Marketing & Business Development, Blue Martini Software join moderator Treb Ryan, CEO and co-founder of OpSource, a leader in enabling Software as a Service (SaaS);

**WHAT:** Agile and Blue Martini will share the realities of bringing Software as a Service to market and the choices that ISVs can make to ease the pain. The panel will be moderated by OpSource, the only SaaS enabler participating in the SaaS breakout sessions at Software 2005. The remaining SaaS breakout sessions will be presented by HP and Oracle.

**WHEN:** Tuesday April 26, 2005 11:45 AM -12:15 PM in the Great America 2 conference room

**WHERE:** Santa Clara Convention Center, Santa Clara, CA

For more information about Software 2005, visit www.software2005.com. Visit OpSource at Booth #104.

**WHY ATTEND:**

"The software business is becoming a service business." -- Ray Lane, General Partner, Kleiner Perkins Caufield & Byers

However, that doesn't mean, and shouldn't mean, that software companies should add services to their skill sets.

According to Treb Ryan, CEO of OpSource, a SaaS enabler, "Running a great software company has always been about writing and selling great code.  Now, with Software as a Service, software companies do NOT need to become great services organizations as well. To do so would distract them from their core competencies. Rather, they need to engage a SaaS enabler like OpSource, who makes it possible for the software company to deliver reliable, cost-effective and scalable on demand software solutions in a world class infrastructure, without the risk and costly investment."

OpSource's customers include brand-name companies such as Agile Software, Blue Martini Software, and KANA Software. These companies are focused on building robust software, not becoming service

providers. For that, they have OpSource, the only vendor that scales its infrastructure on-demand and prices its services on-demand. As a result, OpSource's software company customers have seen initial costs reduced by 70% and realized ongoing savings of 30% or more. OpSource's business objectives are completely aligned with its customers, so that as the software company succeeds, so does OpSource.

**About OpSource**

OpSource, a leader in enabling Software as a Service (SaaS), provides cost-effective, turnkey solutions for software companies that need to quickly add or grow SaaS products and revenue.  Optimal On-Demand(sm), a comprehensive and scalable offering built on the company's patent-pending OptiTech Services Engine(sm), 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, as well as optional consulting services to help software companies work through the business model, code, and operational issues associated with SaaS.  Optimal On-Demand is provided under the software company's brand and priced per unit, on-demand, delivering immediate and ongoing 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 opsource.net.

<div align="center">###</div>

*OpSource and the OpSource logo are trademarks of OpSource, Inc.  Optimal On-Demand and OptiTech Services Engine are service marks of OpSource, Inc. All other trademarks and company names mentioned are protected by their respective owners.*