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OpSource Explodes As Leading SaaS Enabler

Market Demand and Competitive Pressures Motivate ISVs to Choose OpSource

Santa Clara, Calif., August 8, 2005 – OpSource, a leading enabler of Software as a Service (SaaS), and the quarterback of a growing SaaS ecosystem, has taken the market by storm, adding six new software company customers during June, and deploying three of those customers within one month: Digiprise, Platte River Systems and Insights OnDemand. OpSource has made it possible for software companies to swiftly and profitably deploy SaaS, speeding the ISV's revenue recognition and delivering immediate ROI. OpSource's Optimal On-Demand is a complete solution, designed specifically for SaaS, including both consultative and tactical services that employ a customer-focused pricing model that drives shared success and solves the daunting issues facing software companies.

"OpSource's on-demand pricing model was very compelling," noted Venky Rangachari, president, Digiprise, Inc. "The pay-as-you-grow approach allowed us to reduce our risk and cost by matching our infrastructure growth to our revenue growth. Together with OpSource's operational excellence and SaaS expertise, we found a complete solution to our infrastructure needs."

"We couldn't afford to distract our developers with setup, training, security, maintenance, customer service, etc.," stated Greg Hopwood, president, Platte River Systems. "OpSource worked very closely with us on the business, financial and operational issues surrounding our SaaS offering, and completely eliminated the huge burden of startup infrastructure costs by structuring a win-win deal that allowed us to pay on-demand. There isn't another infrastructure provider that offers this. The most amazing aspect of working with OpSource is that for a very reasonable investment, we can leverage top-notch application specialists, who provide technical support to our end users, along with a world-class operations staff who understand the IT infrastructure that's needed to run our software as a service."

"We're pleased to have aligned ourselves with the leading SaaS enabler," declared Canice Wu, CEO of Insights OnDemand. "OpSource eliminates all risk and ensures a high level of customer satisfaction for our end users. The impressive complete, end-to-end SaaS solution, coupled with OpSource's collaborative risk model, is an unbeatable combination."

"The SaaS model differs fundamentally from traditional enterprise application delivery," explained Treb Ryan, CEO, OpSource. "This is further complicated by two factors: the demand for SaaS has grown exponentially and competitive pressures have intensified. Since services are not in the DNA of software companies, OpSource has stepped in to further the adoption of SaaS and enable software companies to accelerate time to market, minimize costs and deliver the best possible on-demand solution to their customers."

Ryan added: "One of the most exciting things about the SaaS delivery model, which is reflected by our customer base, is that SaaS allows software to add value in a wide range of areas, such as Digiprise's customer relationship management, Platte River Systems' sales and revenue management for the semiconductor industry and Insights OnDemand's hosted analytics solution."

About Digiprise, Inc.
Digiprise provides a CRM/ERM solution for small to mid-size services companies. Digiprise's On-Demand Service Management solution integrates a company's pre-sales and post-sales service delivery process. Digiprise's solution focuses on customer management increasing customer retention and satisfaction.

About Platte River Systems Inc.
Platte River Systems Inc. specializes in providing effective and efficient sales and revenue management tools to high technology semiconductor OEMs, representatives and distributors worldwide. Designed by semiconductor sales and marketing professionals, the Sales Information Management System (SIMS[tm]) is robust, intuitive, fast and delivers exactly what is needed for a semiconductor sales force and executive staff to direct the daily tasks of driving sales, manage the revenue flow and make critical decisions with confidence.

About Insights OnDemand, Inc.
Insights OnDemand Inc. delivers operational intelligence and analytics using Software as a Service (SaaS) model. Insights OnDemand fundamentally reduces the risk factors, resources, time and financial commitment associated with deploying business analytics for operational excellence. The solution was engineered to rapidly deliver problem-specific operational metrics and relieve customers of the burden of managing a large-scale BI/Analytics infrastructure. Insights OnDemand offers powerful business insights with intuitive and interactive reports and automated alerts delivered as hosted services. By providing actionable insights with personalization, customization, extension and drill-down capabilities, Insights OnDemand offers the maximum flexibility businesses require to stay ahead in a dynamic business climate.

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.

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