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OpSource Tackles Critical SaaS Issues at SoftSummit 2005

Panelists OpSource, SilkRoad Technology, MSC Software, Infosys and Jamcracker Address Pricing, Licensing and IT Operations Issues

Santa Clara, Calif., October 7, 2005 - -

WHO:

- Treb Ryan, CEO, OpSource
- Brian Platz, Executive VP, General Manager, SilkRoad Technology, Inc.
- John Janevic, Sr. Director, Marketing and Acting VP of Marketing, MSC Software Corporation
- Amit Sharma, Technical Specialist, Infosys Technologies
- KB "Chandra" Chandrasekhar, CEO, Jamcracker

WHAT: Utility Pricing/Pay-Per-Use Pricing panelists will respond to audience Q&A:

- How is the industry adopting SaaS and how is it impacting the vendor/customer relationship?
- What impact does the SaaS model have on pricing and licensing?
- How can software companies that are dependent on selling perpetual licenses move their revenue models to subscription without missing a quarter?
- What metrics should be used as a basis for measuring value?
- How can software publishers support both deployed and on-demand models in a cost-effective manner?
- How are these systems integrated into the rest of the corporate environment?
- How are security, availability and scalability issues addressed?
- How can effective hybrid models be created?
- How can these approaches support corporate chargebacks and other cost allocation models?

WHEN: Monday October 10, 9:30 am to 10:30 am.

WHERE: SoftSummit 2005 Conference
The Westin Hotel, 5101 Great America Parkway, Santa Clara, CA. More information about the event can be found at www.softsummit.com.

About OpSource

OpSource, the SaaS Experts[sm], is solely focused on providing the operational infrastructure and ongoing services that enable software companies to deliver and maintain the highest quality Software as a Service (SaaS) solutions. By choosing OpSource as a SaaS partner, the software company is free from infrastructure management and can focus on improving its applications and finding new customers. OpSource's Optimal On-Demand infrastructure platform provides immediate and ongoing ROI to software companies and our Optimal Integration service helps ease the transition to SaaS. We enable software companies to deploy SaaS quickly, effortlessly and without risk. Software companies at any stage in the application lifecycle, delivering any type of application, can benefit from OpSource's comprehensive services and expertise. Our success-based pricing model allows companies to begin with a minimum commitment, and expenses scale only as revenue increases. For more information about OpSource, visit opsource.net.

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