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OpSource™ Adds Spoke Software and VueCentric to Ever-Expanding Universe of SaaS Customers

Growing software vendors turn to OpSource for comprehensive SaaS delivery, application management, and 24x7 support not found in other SaaS Enablers

Santa Clara, Calif., February 21, 2006 – OpSource, the SaaS experts, announced today that adoption of its unique SaaS enablement and management solutions continues to grow rapidly with the recent addition of Spoke Software and VueCentric, Inc. Spoke, which offers an on-demand lead generation and sales prospecting service for marketing and sales professionals, and VueCentric, an on-demand loan processing and origination solution for the mortgage industry, chose OpSource Optimal On-Demand℠ for its comprehensive SaaS delivery, application management, and 24x7x365 support not found in other SaaS Enablers.

"Our business is all about providing better leads, and helping sales people close more deals—faster," said Frank Vaculin, President and CEO of Spoke Software. "By choosing Optimal On-Demand, we can stay focused on that core business objective. What we looked for in a SaaS partner was a company that could be a single source for infrastructure, systems monitoring, application management, and 24x7 support, all in one place. Only OpSource could deliver this whole package, with the SaaS expertise to help us continuously enhance the value of our services. When you have an on-demand application like ours—which connects marketing and sales professionals with nearly 30 million people across more than 650,000 companies—availability is everything. That's a huge responsibility to entrust to another company. But with their 100% uptime guarantee and round-the-clock monitoring, we're confident that OpSource can live up to the 24 x 7 demands of our users—and do it with a predictable pricing structure that keeps our expenses in line with revenue growth."

"We're doubling our business growth every six months, which caused our infrastructure costs to also increase dramatically," said Jorge Sauri, CEO of VueCentric. "By working with OpSource, we can remove the management burden and uncontrolled cost we experienced in a managed services environment, and move to a completely different kind of model. OpSource is the only company we found that really understands SaaS, and is structured 100 percent to deliver and manage SaaS offerings. With our on-demand loan services, we

handle highly sensitive personal and financial information, so security is a top priority—but we also have to be able to scale very quickly and cost-effectively as we add new customers. Because OpSource has such a depth and breadth of SaaS capabilities, we're able to get a safe and secure SaaS infrastructure that grows as we grow, with the stability of a recurring revenue model that allows us to manage our bottom line much more effectively. OpSource is demonstrating to us every day that they have the SaaS expertise, skills, and commitment to making our on-demand business a success."

"Spoke and VueCentric are important additions to the constantly expanding family of Optimal On-Demand customers," said Treb Ryan, chief executive officer of OpSource. "Like so many other on-demand companies, Spoke and VueCentric recognize that success in SaaS requires a significant investment in infrastructure, staffing, training, and business practices, which OpSource has already made. So they can capitalize on our investments and expertise to build their SaaS businesses, and take the capital expense of IT infrastructure and management out of the equation. This gets to the heart of what OpSource is focused on: helping smaller software companies compete more effectively in big markets. That's our commitment to Spoke and VueCentric, as well as all our Optimal On-Demand customers."

OpSource's Optimal On-Demand is a turnkey, scalable service delivery solution that includes 24x7x365 call center operations under the ISV's (should we spell this out?) brand, fully managed services, application management and a 100% uptime guarantee. OpSource's Success-Based Pricing^{sm} model is particularly important for small to medium-size companies that would be unable to make the capital investments necessary to deliver a new on-demand application. The entire infrastructure is built on OpSource's OptiTech Services Engine^{sm}, a patent pending technology platform that supports rapid integration and deployment of on-demand offerings.

About Spoke Software
Spoke delivers an on-demand lead generation and sales prospecting service for marketing and sales professionals looking to quickly identify prospects and gain access to buyers. Unmatched in scope, Spoke provides information on nearly 30 million people across more than 650,000 companies, giving marketing and sales professionals the contact information and access they need to penetrate target accounts. Spoke also allows users to leverage their company and personal network to access key contacts within accounts. Through the information and access available in Spoke, marketing and sales professionals can get better leads, close more deals faster and increase revenues.
http://www.spoke.com.

About VueCentric, Inc.

Founded in 2001 VueCentric, Inc. is a privately held mortgage technology developer specializing in providing Software as a Service (SaaS). The company's MortgageDashboard, Web-based Loan Origination and Processing Software is the nation's leading paperless SaaS LOS. Based on the Mortgage Industry Standards Maintenance Organization's (MISMO) data standards and e-Mortgage guidelines, MortgageDashboard is the solution of choice for mortgage loan officers and brokers, Net Branch providers and mortgage banks for paperless mortgage loan origination and processing in real-time.

For more information, contact VueCentric, Inc. at 800-209-8812, or by surfing to http://www.vuecentric.com.
About OpSource

OpSource, The SaaS Experts, 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^{sm} 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^{sm} 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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