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Ziff Davis eSeminar Features OpSource's Perspective on Accelerating SaaS

SANTA CLARA, Calif., March 6, 2006

WHO: Treb Ryan, CEO and co-founder of OpSource™, The SaaS Experts, will discuss the unique challenges of succeeding in a SaaS model and how to accelerate software as a service. He will be joined by Amy Konary, Program Director, Software Pricing, Licensing, and Delivery, IDC and Frank Derfler, VP, Market Experts Group, Ziff Davis Media.

WHAT: Ziff Davis eSeminar "Accelerating your Software as a Service (SaaS) Business".

Launching a SaaS product is a challenge for many organizations, since the SaaS model is fundamentally different from the perpetual license model. Software companies must evaluate and often change nearly every facet of their business: pricing, billing, sales practices and compensation, revenue recognition, code development, infrastructure requirements, end user support and more. The SaaS experts at OpSource help software companies implement changes that provide a high-quality, reliable and secure product for end-users. OpSource's expertise has steered many software companies away from costly mistakes and oversights.

WHERE: To register, go to: <http://www.eseminarslive.com/article2/0,2144,1925235,00.asp>

WHEN: March 15, 2006, 12 p.m. Eastern/ 9 a.m. Pacific (45 minutes)

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-Demandsm 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 Pricingsm 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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