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Accelerating Software as a Service through SaaS Enablement

Santa Clara, Calif., March 27, 2006

WHO: Treb Ryan, CEO - Opsource Inc.

WHAT: Accelerating Software as a Service through SaaS Enablement

Launching a SaaS product presents significant challenges for software companies, because the SaaS model differs greatly from the perpetual license model. To overcome these challenges and successfully provide SaaS applications to users, 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. This session can help software companies more quickly complete this evaluation and implement changes that are most likely to lead to the best possible product for users. The analysis and recommendations provided also help software companies avoid costly mistakes and oversights.

WHEN: Wednesday, April 12, 8:45 – 9:30 am

WHERE: SLAM 2006 Conference, April 11-12, 2006, Lincolnshire Marriott Resort, Chicago, Illinois. See http://www.softwarebusinessonline.com/slam_conf2006_index.htm for more information.

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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