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## **OpSource Adds Two Leading Vendors to Its Expanding Roster of Customers Leveraging the SaaS Model**

### ***Ambient and AppStream Turn to SaaS Experts to Help Them Save Costs and Focus on Core Competencies***

SANTA CLARA, Calif., September 13, 2006 – OpSource, the SaaS experts, announced today that it has added two new customers to its quickly growing roster of Optimal On-Demand users. Ambient Software and AppStream have chosen OpSource's unique Software as a Service (SaaS) enablement and management solution.

Ambient Software's Pathworks provides policy and procedure capabilities to support users managing procedure-driven activities to help them avoid costly mistakes. AppStream, meanwhile, offers school districts and Fortune 500 customers a patented on-demand software distribution and software license management platform. This platform streams applications from a central server out to local and remote PCs in order to allow users to use them like conventionally-installed applications.

OpSource's Optimal On-Demand offering, a turnkey, scalable service delivery solution, will allow these technology pioneers to leverage a secure, reliable SaaS infrastructure, 24x7 call center support, fully managed services, application management and a 100 percent uptime guarantee to focus on cementing their place in the market. OpSource provides its customers with a low-cost entry into the SaaS world, as well as a vehicle to safe and unlimited growth going forward.

"We are the silent partner that takes away the headache and that lets software companies focus on what they do best," said Nick Blozan, senior vice president of marketing and sales. "Our customers would have to focus half of their efforts on buying equipment, hiring IT folks and a whole lot of tasks not in their corporate DNA. We are focused on helping our customers outsource areas that are mission critical to their business, but not necessarily strategic. We are focused on handling these tasks in a way that ensures that our customers achieve their business goals more quickly."

"OpSource allows us to deliver Pathworks to our customers in a way that is completely seamless to them," said Tony Nemelka, CEO & president of Ambient. "In order to succeed, we knew we needed a partner to help us

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maintain technological excellence and superior customer support even as we continue to pursue superiority and flexibility in addressing the evolving needs of our customers. OpSource offers the superior business model and personnel to be our partner as we continue to develop strategically as a company.”

“Our customers are looking for on-demand access to applications, and OpSource has the infrastructure that will allow us to show how our customers can use software as a service from their own data centers,” said Brad Rowland, vice president of marketing at AppStream. “OpSource’s Optimal On-Demand model alleviates the need for us to manage delivery and availability for pilots, demos, and proof of concept evaluations. We are excited to be partnering with OpSource, a trusted and reliable partner who shares in our philosophy in delivering value through the software as a service model. OpSource’s reliable and scalable hosting infrastructure allows our Global 1000 customers to try software as a service before implementing in their own data center.”

OpSource's Optimal On-Demand offering, a turnkey, scalable service delivery solution, includes 24x7 call center operations under the ISV's brand, fully managed services, application management and a 100 percent uptime guarantee. OpSource's Success-Based Pricing model helps small to medium-size companies remain competitive without having to make the capital investments usually necessary when delivering a new on-demand application. The entire infrastructure is built on OpSource's patent-pending technology platform, the OptiTech Services Engine, which supports rapid integration, deployment, and monitoring of on-demand offerings.

### About Ambient Software

Ambient Software was founded in 2004 by key early employees of Remedy Corporation, the pioneer of help desk software. The company's flagship product – Pathworks – is an innovative new product that helps teams get things done consistently and correctly through the effective use of procedures. Ambient Software is based in Mountain View, California, and is funded by Foundation Capital, a leading venture capital firm based in the Silicon Valley. Learn more about Ambient's offerings at: [www.ambientsoftware.com](http://www.ambientsoftware.com).

### About AppStream

AppStream, Inc. is a leader in on-demand application deployment and management. By combining streaming and virtualization technologies, AppStream offers IT customers the most flexible application management solutions at the most affordable price, with the fastest implementation time. AppStream does this through patented technologies and partnership with industry leaders. AppStream is headquartered in Palo Alto, CA and is backed by leading venture capital firms. For more information log onto [www.appstream.com](http://www.appstream.com)

### About OpSource

OpSource<sup>™</sup>, 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<sup>™</sup> infrastructure enables 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 our comprehensive services and expertise. OpSource is the only company to offer Success-Based Pricing<sup>™</sup>, our per unit pricing model, which allows companies to begin with a minimum commitment, and expenses scale only as revenue increases. For more information about OpSource, visit [opsource.net](http://opsource.net).

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