



## For Immediate Release

For information, contact:

Cristina Martinez  
OpSource, Inc.  
408.567.2037  
[pr@opsource.net](mailto:pr@opsource.net)

Donna Candelori  
Candelori Communications  
(408) 774-3414  
[dcandelori@candelori.com](mailto:dcandelori@candelori.com)

Heather Jones  
XRT, Inc.  
610-290-0348  
[hjones@xrt.com](mailto:hjones@xrt.com)

Dave Clarke  
Reverb—DBC  
215-957-0300  
[dclarke@dbcommunications.net](mailto:dclarke@dbcommunications.net)

## Leading Financial Software Solution Vendor XRT Selects OpSource's Optimal On-Demand for SaaS Delivery

*On-Demand Service Complements XRT's Traditional On-Premise Offerings, Expands Customer Access Options and Opens New Business Opportunities for XRT*

**SANTA CLARA, Calif., October 16, 2006** – OpSource, the SaaS experts, announced today that XRT, a leading provider of software solutions covering the entire Financial Value Chain (FVC), will be using its Optimal On-Demand offering to add, for the first time, Software as a Service (SaaS) as a delivery option for its customers. Going forward, XRT will deliver all of its software products, including Globe\$, TWS Express and Business Exchange, on-demand and through a licensed client/server platform.

“We want to ensure that we offer a breadth of delivery mechanisms for our solutions, and partnering with OpSource, with its proven business model and solid reputation in the SaaS industry, is critical to that strategy,” said John Alarcon, general manager of North American operations at XRT. “Our existing customers have shown great enthusiasm for the idea of a reliable on-demand software option. We anticipate that by allowing customers the additional choice of accessing the power of our solutions as a service through Optimal On-Demand, it will open new opportunities for us as well.”

OpSource's Optimal On-Demand provides a turnkey, scalable service delivery solution for software and service companies that allows them to leverage the SaaS delivery model without making the significant capital and operational investments. Optimal On-Demand includes all of the hardware and network infrastructure,

managed services, application management and 24x7 call center operations under the customer's brand with a 100% uptime guarantee. 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. OpSource utilizes a Success-Based Pricing model for delivering Optimal On-Demand that aligns increasing customer revenue with delivery cost, thereby insuring that our success is determined by our customer's success.

"XRT is focused on delivering the greatest possible value to its customers in the financial marketplace," said Treb Ryan, chief executive officer at OpSource. "By choosing Optimal On-Demand to augment their traditional service delivery, XRT will deliver additional value to their customers, move even closer to their customers through the real-time feedback advantage of SaaS delivery, and potentially discover new business opportunities."

**About XRT**

***(Euronext Paris, Second Marché, ISINFR0000054587), Software for the Financial Value Chain.***

The XRT offer provides CEOs and financial executives a comprehensive, real-time view of their global financial flows. XRT solutions allow enterprises to improve collection, forecast cash flows, manage payments and financial risk, in addition to automating communication with banks. By using XRT solutions, enterprises optimize their working capital management, reduce their exposure to financial risks and improve their profitability. The group's international presence, its expertise and its partnerships have convinced 7,000 clients in 55 countries. Founded in 1983 as CERG Finance, XRT generated EUR 40.2 M revenue in 2004 with a staff of 400. For more information, visit the company's Web site at [www.xrt.com](http://www.xrt.com) or call 877-XRT-2374.

**About OpSource**

OpSource™, the SaaS experts, is focused on providing the operational infrastructure and ongoing services that enable software companies, On-Demand businesses, and web applications providers to deliver and maintain the highest quality web-based solutions. By choosing OpSource as a SaaS partner, OpSource customers are freed from infrastructure management and can focus on improving applications and acquiring new customers. OpSource's Optimal On-Demand<sup>sm</sup> infrastructure enables businesses to deploy SaaS and web-based applications quickly, cost effectively, securely, and with high quality standards. 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>sm</sup>, a unit-based pricing model, that allows businesses to begin with a modest minimum commitment, and their expenses scale only when their revenue increases. For more information about OpSource, visit [www.opsource.net](http://www.opsource.net).

###

***OpSource and the OpSource logo are trademarks of OpSource, Inc. Optimal On-Demand, Success-Based Pricing, and OptiTech Services Engine are service marks of OpSource, Inc. All other trademarks and company names mentioned are protected by their respective owners.***