



For Immediate Release

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OpSource Teams with MarketShare to Ease Software and Web Companies' Transition to SaaS

Partnership Pairs SaaS Delivery and Pricing Expertise

SANTA CLARA, Calif. – July 2, 2007 – OpSource™, SaaS delivery experts, today announced a partnership with MarketShare, a specialist in SaaS software pricing, to better serve the needs of new and existing software vendors transitioning to the software as a service (SaaS) business model.

The availability of MarketShare's SaaS pricing and packaging expertise will accelerate time-to-revenue for OpSource customers transitioning to the SaaS delivery model. Combined with OpSource's SaaS delivery and billing services, new and established on-demand companies will be able to successfully enter the market earlier knowing that they will be able to deal with pricing and packaging issues as well as with implementation.

“Since MarketShare has been helping software companies price their products and related services for more than twenty years, it made sense for us to team up with them,” said Treb Ryan, CEO, OpSource. “Our customers and prospects will benefit from MarketShare's help in developing more robust pricing strategies and business models that will accelerate their revenue growth. Since our business model is based on our clients' success, we are committed

to doing everything we can to insure their success. Our partnership with MarketShare is a great example of this commitment.”

For any software vendor considering the SaaS model, OpSource provides a cost effective on-ramp to SaaS delivery. MarketShare augments and extends OpSource's SaaS Enablement Program, a consultative and tactical approach to help companies successfully launch an on-demand offering, by providing additional expertise in the SaaS pricing model.

Jim Geisman, principal and founder, MarketShare said, “In addition to facing the challenges of pricing a SaaS solution, some of our prospects and customers underestimate what it takes to deliver a SaaS application. OpSource's complete, end-to-end SaaS delivery environment and value-added services, such as billing, coupled with its success-based business model, provides tremendous value to SaaS vendors and their customers.”

OpSource On-Demand

A comprehensive, award-winning Web application delivery platform, OpSource On-Demand enables companies to quickly and securely offer applications on-demand. OpSource On-Demand offers a complete operational hardware, software and networking infrastructure, including application management and 24x7 customer-branded end-user support. In addition, OpSource On-Demand includes tools that accelerate revenue generation, such as billing and analytics. These services are provided by OpSource via a unique, Success-Based Delivery Model that includes unit-based pricing, thereby ensuring that businesses begin with a modest minimum commitment, and that ongoing increases in revenue will always precede future increases in service delivery cost.

About MarketShare

MarketShare, Inc. is a management consultancy that, since its founding in 1982, has specialized in the technology industry, particularly computer software. The company's focus is on pricing - helping clients generate increased revenue, profit, and cash flow from the products & services they sell and the professionals who sell them. The company's website is <http://www.softwarepricing.com>.

About OpSource

OpSource™, the SaaS delivery experts, is focused on providing the operational infrastructure and ongoing services that enable software companies, on-demand businesses, and Web application 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. The OpSource On-DemandSM 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 OpSource's comprehensive services and expertise. OpSource is the only company to

offer Success-Based PricingSM, a unit-based pricing model that allows businesses to begin with a modest minimum commitment with expenses scaling only when their revenues increase. For more information about OpSource, visit www.opsource.net.

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