



## For Immediate Release

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## OpSource Partners with Scio Consulting to Accelerate Adoption of SaaS Delivery Model by Software Companies

*Agreement Provides Seamless Transition from Code Development to Delivery Infrastructure*

**SANTA CLARA and SAN JOSE, Calif. – July 30, 2007** – OpSource™, the SaaS delivery experts and Scio Consulting, a provider of software-as-a-service (SaaS)-related software development and consulting services, announced today that the two firms have formed a partnership designed to accelerate the adoption of the on-demand delivery model by software companies. Many software and web companies that wish to enter the growing SaaS market lack the resources and/or knowledge necessary to develop, let alone deliver on-demand products and services. Under the terms of this non-exclusive agreement, Scio will provide the software development and consulting necessary to create on-demand products for companies and OpSource will deliver and manage those applications.

Luis Aburto, CEO, Scio Consulting, said, “This partnership will make it even easier for companies to enter the on-demand market. Not only will they receive needed consulting and software development services, they’ll experience a seamless transition from application development to delivery. Our software engineers will develop customer applications for the same OpSource platform that will deliver the production versions. The services of Scio and OpSource complement each other perfectly.”

Treb Ryan, CEO, OpSource, added, “As the leader in web application delivery, our goal is to create an ecosystem that offers one-stop development and delivery shopping for companies that want to join the SaaS revolution. Companies often need assistance creating new SaaS applications or modifying the code of an existing on-premise application to create a SaaS application. Our relationship with Scio enables us to help customers more easily obtain such services, thus accelerating the growth of the SaaS market and furthering the adoption of OpSource On-Demand as the leading platform for web application delivery.”

Scio provides targeted software development services for start-up companies who wish to offer a SaaS product, existing software companies who wish to move from the on-premise model to SaaS and established SaaS companies who wish to optimize their on-demand products. Scio’s services include application development as well as a myriad of related planning and consulting services.

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 Scio Consulting**

Scio Consulting International, LLC, provides software development and consulting services to software vendors with existing SaaS applications and traditional software vendors and start-ups with a strategic initiative to move to the on-demand business model. Scio understands the technology infrastructure issues, the business model and the obstacles that SaaS vendors face in supporting and growing their customer base. Scio offers deep expertise, valuable insight and a successful track record of building new SaaS applications and migrating existing ones to the on-demand model. Scio’s U.S. headquarters and its nearshore development center in Morelia, Mexico, make collaboration easy and allow Scio to deliver its services for 20 percent less than for similar work performed in Asia. For more information, contact Scio at 1-800-642-6134 or [info@sciodev.com](mailto:info@sciodev.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-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 OpSource's 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 with expenses scaling only when their revenues increase. For more information about OpSource, visit [www.opsources.net](http://www.opsources.net).

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