



For Immediate Release

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OpSource and OnDemand Solutions Accelerate Growth of SaaS Market

Partnership Provides Framework for Existing Software Companies to Move into the On-Demand Market

SANTA CLARA, Calif. – October 16, 2007 – [OpSource](#), the SaaS delivery experts, and OnDemand Solutions, specialists in making SaaS and Web application implementations more successful, today announced a partnership that will enable more companies to launch [software-as-a-service](#) and Web applications. Through the agreement, OnDemand Solutions will help OpSource clients address the concerns associated with business, marketing and technology challenges as companies prepare to enter the on-demand marketplace. If a software company is migrating to SaaS, just starting out or is currently providing [SaaS solutions](#), OnDemand can help the company map out a strategy, develop comprehensive technology, business, and marketing plans and execute on them.

Mike Jalonen, CEO, OnDemand Solutions, said, “OpSource is an established leader in the SaaS industry and is the best choice for companies that want to deliver their applications via the Web. Our exclusive focus on the SaaS business model makes us an ideal partner for OpSource, because it is the only company that offers a complete, end-to-end SaaS delivery platform. Our partnership enables OpSource to reach more companies that are earlier on the growth curve – ones that are evaluating or implementing the changes required for a successful SaaS business – in addition to those companies ready to deploy. Our combined track record of successful and profitable SaaS implementations makes us an ideal partner to help accelerate time-to-market for SaaS companies.”

[Treb Ryan](#), CEO, OpSource, said, “Before a company launches an on-demand product, it must consider the impact that decision will have on nearly every aspect of its business, including marketing, sales, support, development, finance and operations. We created our SaaS Enablement Program to help companies understand these issues and make the necessary business changes to successfully launch their on-demand

offerings. We partnered with OnDemand Solutions to meet the increasing demand for these consulting services. As a result, more companies will launch successful on-demand applications using our OpSource On-Demand Web application delivery platform. This is good for our customers, good for OpSource and good for our partners.”

OpSource offers comprehensive products and services to help companies succeed in the on-demand world, from application delivery to consultancy:

- The OpSource [SaaS Enablement Program](#) provides both a consultative and tactical approach to help companies launch their on-demand offerings successfully. This service combines people, process and tools and offers a comprehensive examination of the on-demand company’s business requirements. Experienced consultants analyze the company’s business model, code and operational issues, deliver a formal analysis and recommend a strategy to launch and grow the independent software vendor’s (ISV) SaaS venture and/or business initiative.
- [OpSource On-Demand](#), a comprehensive, award-winning Web application delivery platform that enables companies to quickly and securely offer applications on-demand. OpSource On-Demand is the only complete platform for Web application delivery, offering a best-in-class, fully scalable software, hardware and network infrastructure, including application management and 24x7 customer-branded end-user support and a 100 percent uptime guarantee. In addition, OpSource On-Demand includes tools that accelerate revenue generation, such as customer registration, billing and analytics. 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 and scale expenses as revenues increase.

About OnDemand Solutions

OnDemand Solutions specializes in helping companies make their SaaS implementations more successful. By choosing OnDemand Solutions, companies can build or migrate to SaaS applications and businesses more efficiently and economically than they can do by themselves. OnDemand helps clients to develop and execute a comprehensive and integrated plan that considers the implication of a SaaS deployment across all aspects of the company. OnDemand programs are designed for companies who are investigating whether SaaS is a good fit for their business, both technically and strategically, and for companies who are currently developing a SaaS application and who need help to make their SaaS implementations successful.

OnDemand Solutions is based in Los Angeles, CA. For more information about OnDemand, visit www.myonds.com or call (877) 841-7274 x 702.

About OpSource

OpSource™ delivers Web applications and software-as-a-service for on-demand companies, with hundreds of applications, millions of users and billions of transactions supported daily. OpSource On-Demand, the leading platform for Web application delivery, is defining how Web-based software is delivered. By choosing OpSource as their Web application delivery partner, companies are freed from investing in and managing the complex and costly [infrastructure](#) and services necessary to deliver applications over the Web. They can instead focus their resources on developing, marketing and selling their applications and services. OpSource On-Demand is suitable for companies at any stage of growth, with any type of on-demand application. 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 and scale expenses as revenues increase.

Headquartered in Santa Clara, CA, OpSource has Web application delivery centers in Virginia, London and Bangalore. For more information about OpSource, visit www.opsource.net.

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