



OpSource[™]
The SaaS Delivery Experts

For Immediate Release

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OpSource On-Demand Delivers SKYCOM Web PDF Creation Application

NinjaPDF for AppExchange Benefits from Accelerated Salesforce.com Certification and Comprehensive Web Application Delivery Platform

SANTA CLARA, Calif. – November 6, 2007 – [OpSource](#)[™], the [SaaS delivery experts](#), today announced that SKYCOM, a Japanese developer and supplier of Internet, security and document management-related software, has chosen [OpSource On-Demand](#) to deliver NinjaPDF for AppExchange, SKYCOM's new on-demand Web application that enables salesforce.com users to create portable document format (PDF) files quickly and securely. SKYCOM is OpSource's first Japanese customer and represents an expansion of OpSource's international business.

NinjaPDF for AppExchange uses SKYCOM's proprietary PDF engine to convert documents into PDF files. It is the first application developed by a Japanese company that has joined salesforce.com's U.S. AppExchange. Like other on-demand applications, NinjaPDF for AppExchange allows users to create PDF files from any computer without installing desktop or on-premise server applications. NinjaPDF for AppExchange also offers a complete set of security features that business users frequently need, including password protection to restrict printing, copying and inserting comments. SKYCOM's tests indicate that NinjaPDF for AppExchange is two to 20 times faster than typical PDF creation tools.

Shoji Aratake, CEO and president, SKYCOM, said, "I'm very satisfied with the [24x7 secure and stable](#) delivery solution that OpSource is providing. When we decided to launch an on-demand PDF creation service, we researched several providers and found OpSource to offer the most complete Web application delivery solution. OpSource's unique insights and relationship with salesforce.com were critical for [accelerating certification](#) of NinjaPDF for AppExchange. OpSource's full spectrum of services and extensive experience in delivering successful Web applications for other on-demand companies were also extremely valuable in helping us deliver and expand our on-demand solution to salesforce.com's and other on-demand platforms."

[Treb Ryan](#), CEO, OpSource, said, “Many companies are looking for an economical enterprise-wide PDF creation solution as they make a transition to electronic documentation. NinjaPDF for AppExchange provides salesforce.com users with a fast, secure way to make PDF creation available to all employees, without the IT overhead involved in maintaining an on-premise server product or, worse yet, individual copies of an application on each employee’s desktop. We were pleased that SKYCOM recognized our ability to reduce the time to AppExchange certification by one third or more, as we have done for many other AppExchange providers. We look forward to helping SKYCOM maximize its success as an on-demand company, which is also the key to OpSource’s own success.”

About OpSource On-Demand

A comprehensive, award-winning Web application delivery platform, OpSource On-Demand enables Web 2.0 and software companies to quickly and securely deliver their applications and services to consumers and businesses alike. The only complete platform for Web application delivery, OpSource On-Demand includes:

- Best-in-class, scalable software, hardware and network infrastructure
- [Application management](#) and tuning
- 24x7 customer-branded end-user support
- 100 percent uptime guarantee for infrastructure and applications
- Best practices: SAS 70 Type II audited, PCI DSS compliant and salesforce.com AppExchange and WebEx certifications
- [Enterprise services bus](#) enabling easy integration of customer or third-party Web services that accelerate revenue generation
- Fully integrated PCI DSS-compliant [billing solution](#) including customer on-boarding, pricing, payment and collections
- Application analytics that offer insight into the performance and usage of the on-demand application
- The industry’s only 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 SKYCOM

SKYCOM Corporation (Headquarters: Taito-ku, Tokyo, Founded: June 1997) is an Internet, security, document management related software developer and supplier. SKYCOM began selling its SkyPDF series of packaged/licensed software in 2004 and currently has sold over 1.6 million copies. One of SKYCOM's largest overseas installations (and for that matter one of the largest for any Japanese software firm for a non-Japan location) is that of DATEV (a German accounting and data processing association), in which SKYCOM has installed 650,000 licenses (as of 2007).

NinjaPDF, an on demand global service, uses SKYCOM's proprietary PDF engine as the core technical base to convert PDF files quicker and with a higher quality than that of typical PDF tools. (*2 to 20 times faster based on testing performed at SKYCOM). In response to the accelerating market demand for SaaS solutions, and with the theme of creating an easy to use service, SKYCOM has put together a full range of functions and solutions with improved usability by developing NinjaPDF to answer the needs and wants of the very busy modern day business person. More information about NinjaPDF is available at www.ninjabdf.com.

SKYCOM's major shareholders are Oki Electric Industry Co., Ltd., TKC Corporation and Net One Systems Co., Ltd. SKYCOM has an R&D center in Miyazaki (started in 2006).

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.opsources.net.

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