



**OpSource**<sup>™</sup>  
The Business of Web Operations

***For Immediate Release***

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**SoftwareCEO/CompTIA Recognizes OpSource as an Innovative Software Pioneer**

*OpSource Connect Named a Finalist in SoftwareCEO/CompTIA's  
"Most Innovative Software" Category*

Santa Clara, Calif. – April 21, 2008 – OpSource<sup>™</sup> announced today that OpSource Connect<sup>™</sup>, the SaaS solution for Web services, has been selected as a finalist for the "Most Innovative Software for the Software Industry" in the second annual SoftwareCEO/CompTIA Awards. The awards are presented by The Computing Technology Industry Association (CompTIA), the leading trade association for the world's IT industry.

OpSource Connect allows SaaS and Web companies to consume and publish multiple Web services across a common, secure platform – the OpSource Services Bus<sup>™</sup> (OSB). OpSource Connect solves the problem of SaaS integration by unifying SaaS applications in the "cloud" and with legacy enterprise applications behind the corporate firewall. As a result, SaaS applications will no longer function in silos; instead, they can be leveraged in new and expanded markets.

"SoftwareCEO's annual Software Innovation Awards recognize our industry's efforts and accomplishments in bringing innovative products and new business models to market," said David Sommer, chief operating officer, CompTIA, and publisher of SoftwareCEO. "The companies selected as finalists for these prestigious awards are delivering real business value to customers with their products and services. We are pleased to recognize their achievements."

OpSource CEO Treb Ryan said, "OpSource Connect is changing the way companies build and deploy SaaS applications. Through OpSource Connect, our customers can use the OpSource Services Bus, a multi-tenant enterprise services bus, to provide their own application as a Web service and to integrate with a wide variety of other SaaS and legacy software applications. It's what we call a 'write once, integrate with all' capability that our customers have never experienced before, and one that will reduce their development costs and enable them to reach new markets."

OpSource On-Demand™, the company's complete Web operations solution, offers a number of business operations capabilities that can be used in conjunction with OpSource Connect. These capabilities include OpSource Billing™, OpSource Analytics™ and OpSource End-User Support™, all of which can be integrated into any Web services enabled SaaS application. The newest service, OpSource Billing, an end-to-end subscription management, metering and payment solution, is available as a stand-alone service as well as an integrated component of OpSource On-Demand.

Ryan added, "We're honored to be recognized by SoftwareCEO/CompTIA Awards as a finalist in the 'Most Innovative Software' category. We are committed to continuing to innovate and to breaking down the barriers to the adoption of SaaS."

In 2007, OpSource On-Demand™ won the "Most Innovative Service/Business Model" in the inaugural SoftwareCEO/CompTIA Software Innovation Awards. This year's awards will be presented at The Software Marketing Perspectives (SMP) Conference & Expo scheduled for May 7 - 9, 2008, at the Santa Clara Convention Center in Santa Clara, Calif.

### **About OpSource On-Demand**

A comprehensive, award-winning Web Operations solution, OpSource On-Demand enables SaaS and Web companies to quickly and securely deliver their applications and services over the web to consumers and businesses alike. 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, HIPAA and PCI DSS compliance 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 Pricing<sup>SM</sup>, a unit-based pricing model that allows businesses to begin with a modest minimum commitment and scale expenses as revenues increase

### **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 Pricing<sup>SM</sup>, 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](http://www.opsource.net).

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#### **About SoftwareCEO.com**

SoftwareCEO is a resource-packed electronic newsletter and web portal built by software executives for software executives. It's the software industry's "Page One" for information and advice on software marketing, software sales, software business, software pricing and financing, and software services. For more information, visit <http://www.softwareceo.com>.

#### **About CompTIA**

The Computing Technology Industry Association (CompTIA) is the voice of the world's \$3 trillion information technology industry. CompTIA membership extends into more than 100 countries and includes companies at the forefront of innovation; the channel partners and solution providers they rely on to bring their products to market; and the professionals responsible for maximizing the benefits organizations receive from their technology investments. For more information, please visit [www.comptia.org](http://www.comptia.org).

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