



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

***For Immediate Release***

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**Black Coral Selects OpSource to Enable First SaaS-Powered Emergency Response Solution Throughout North America**

*Best-in-Class, Secure Hosting Empowers Black Coral to Confidently Deliver On-Demand Incident Management Software*

Santa Clara, Calif. – June 24, 2008 – OpSource<sup>™</sup>, the leader in Web operations, today announced that Black Coral, the software solutions provider that specializes in information exchange and collaboration for the public safety and defense sectors, has chosen OpSource On-Demand<sup>™</sup> for Web delivery of its entire suite of Web-based products. By providing SoftRisk®, its incident management software tool on-demand, Black Coral empowers users to coordinate response efforts during major events, emergencies and disasters in real time.

Black Coral offers a full suite of mission-critical products that are specifically designed to enable better communication, collaboration and coordination in multi-team, multi-agency emergency response and military operations. As such, Black Coral saw Software-as-a-Service (SaaS) delivery as the only way to meet its real-time response and visibility needs and selected OpSource On-Demand for its reputation as the best U.S.-based hosting provider. Additionally, the level of security provided by OpSource was a primary reason that Black Coral selected OpSource over other offerings on the market, which includes industry-leading firewalls and intrusion detection and prevention systems to ensure the security of its customers' on-demand application infrastructure.

Douglas Duncan, Founder and CEO of Black Coral, said, "As the first company to employ the SaaS delivery model for incident management software in both the U.S. and Canada, we needed to know that our solution would be utterly reliable. We chose OpSource On-Demand for its best-in-class hosting and security. The reliability of OpSource for uptime and security allows us to concentrate the engineering and sales efforts on software functionality and progressive improvement. In addition, the OpSource pricing model gives us the ability to pay for hosting as we grow our business."

Treb Ryan, CEO of OpSource, said, “Constant real-time visibility and control is paramount when responding to emergencies and it is exciting to see how the SaaS model can have such a direct impact on public safety. We’re honored to have earned Black Coral’s trust as their SaaS delivery provider for this important endeavor, and we are committed to providing the highest level of security at the best value.”

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

A comprehensive, award-winning [Web Operations](#) solution, OpSource On-Demand enables Software-as-a-Service (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 Software-as-a-Service (SaaS) and Web applications for on-demand companies, with hundreds of applications, millions of users and billions of transactions supported daily. OpSource On-Demand™, the leading Web operations solution, 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. Further, by using OpSource Connect™ companies can leverage Web services such as OpSource Billing™, OpSource Analytics™ and OpSource End-User Support™ and integrate their applications with other SaaS applications over the Internet as well as with enterprise applications behind the corporate firewall. 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.opsourcenet.com](http://www.opsourcenet.com).

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**About Black Coral, Inc.**

Black Coral, Inc., ([www.BlackCoral.net](http://www.BlackCoral.net)) an Ottawa, Ontario, company with sales offices in Florida, creates software solutions that offer advancements in the usability of geo-referenced information for the public safety and defense sectors. Through its suite of software products, the company specializes in technologies that allow participants to collaboratively plan, execute, and manage emergency response. The Black Coral suite of products now features a Web-based incident management software tool that was designed specifically to help coordinate response efforts during major events, emergencies and disasters. Black Coral SoftRisk® can be used to manage all phases of an incident from the preparedness phase when operators develop plans and procedures to the response phase when users track and record information about assets and personnel. Black Coral LIVE™, Black Coral HANDHELD™, and Black Coral AXIS™ are integrated products that facilitate enhanced situational awareness and interoperability allowing multiple organizations to communicate, collaborate and coordinate effectively.

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