



# OpSource™

The Business of Web Operations

For additional information, please contact:

Richard Dym  
OpSource, Inc.  
408.567.2031  
[pr@opsource.net](mailto:pr@opsource.net)

Lisa Kennedy  
Citigate Cunningham  
415.618.8726  
[lkennedy@citigatecunningham.com](mailto:lkennedy@citigatecunningham.com)

## **eXpresso Selects OpSource to Bolster Infrastructure and Increase Scalability**

### *Leading Web Operations Solution Enables eXpresso Corporation to Scale Excel Collaboration Solution to Meet Demands of Rapidly Expanding Clientele*

Santa Clara, Calif. – July 28, 2008 – OpSource™, the leader in Web operations, today announced that eXpresso™ Corporation, provider of online collaboration services for business, has chosen OpSource On-Demand™ for scalable Web delivery of its secure, award-winning solution. eXpresso enables users to share and collaborate on any Microsoft® Excel® file, regardless of location, which assists in the trend toward managed online business communities.

eXpresso provides a complete and immediately usable Excel collaboration tool that requires no installation, support or training. However, with no in-house IT resources, eXpresso required a hosting solution that provided the technical aspects of its Software-as-a-Service (SaaS) offering, while also providing complete scalability to address the needs of its rapidly growing customer base. The company selected OpSource On-Demand because of its ability to manage its infrastructure while keeping pace with the volume of eXpresso users and their concurrent sessions.

George Langan, CEO of eXpresso, said, “In theory, the volume of eXpresso users can grow exponentially at any given moment, so we need an infrastructure that is dynamic, scalable and can stay ahead of our overall growth. We put OpSource On-Demand through a three-month pilot, during which time they not only provided us with the infrastructure and scalability we needed, but also demonstrated both a personal touch and an in-depth understanding of our needs and applications. We’re now also evaluating OpSource Analytics to dissect data in a way that should enhance how it can be used by our sales team.”

Treb Ryan, CEO of OpSource, said, “SaaS has been readily adopted by consumers and is now going mainstream for the enterprise. This is opening up new markets for SaaS providers such as eXpresso who are adding value including collaboration and file sharing to ubiquitous enterprise-wide applications like Excel. SaaS success in the enterprise requires reliability, scalability and security and we’re honored to have earned eXpresso’s trust as its Web operations partner. “

## **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. Going far beyond full-featured managed hosting, it includes the application management, compliance and business services that are necessary for on-demand business success. OpSource On-Demand includes:

### Technical Operations

- Best-in-class, scalable software, hardware and network infrastructure
- World-class data center facilities
- Redundant carrier class load balancing architecture
- In-depth 24x7 monitoring, security, and management procedures backed by SAS-70 Type II audits
- Built-in high availability solutions from simple clustering to wide-area Disaster Recovery

### Application Operations

- Data management
- Performance management, including multipoint user-experience monitoring
- Application Roll Out and Change Management
- Application optimization
- Compliant infrastructure, processes and procedures including: SAS 70 Type II audited, HIPAA and PCI DSS compliance and salesforce.com and WebEx certifications

### Business Operations

- OpSource Billing™ - An end-to-end subscription management, metering and payment stand-alone solution, or as part of OpSource On-Demand
- OpSource Connect™ - A Web services infrastructure and integration toolset, for application integration in the "Cloud" and behind the corporate fire-wall
- OpSource End-User Support™ - 24x7 customer branded end-user support
- OpSource Analytics™ - A real-time application and customer usage information, and health of business analysis and reporting tool

## **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.opsource.net](http://www.opsource.net).

***OpSource, OpSource On-Demand and the OpSource logo are trademarks of OpSource, Inc. Success-Based Pricing is a service mark of OpSource, Inc. All other trademarks and company names mentioned are protected by their respective owners.***

**About eXpresso Corporation.**

eXpresso is a pioneering provider of managed business community solutions. The company offers secure, hosted online workspaces suitable for business collaboration, beginning with the Excel spreadsheet environment. eXpresso's unique capabilities leverage multiple homegrown, patent-pending technologies, enabling users to access, share, compare and collaborate on business information from any location. The privately-owned company is headquartered in Menlo Park, California. To learn more, visit <http://www.expressocorp.com>.

###