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NTT and OpSource Enter Into Strategic Partnership to Accelerate SaaS Business Worldwide

Nippon Telegraph and Telephone Corporation ("NTT"; President and CEO: Satoshi Miura; head office: Chiyoda-ku, Tokyo) and OpSource, Inc. ("OpSource"; President and CEO: Treb Ryan; head office: California, U.S.A.) agreed on cooperation to develop Software as a Service (SaaS)* business in overseas markets as strategic business partners.

NTT and OpSource will first consider offering SaaS services in the U.S. These services will combine OpSource's SaaS platform and NTT's hosting, network, and other infrastructure services needed to provide SaaS.

By harnessing the services and platforms of NTT and OpSource, this business tie-up will expand NTT's service lineup and make quality SaaS services a reality as well as expand OpSource's Web operations offering to enterprises in the US and abroad.

With an intention of investing in OpSource and pursuing new business possibilities, NTT and OpSource plan to conduct further studies into the expansion of business into Europe and Asia and the development of a next-generation SaaS platform.

(Reference)

Software as a Service (SaaS)

SaaS, also known as software on demand, is a software delivery format where customers are delivered only the software applications they need. Customers then use the applications like a service. Customers purchase applications on a "pay as you go" basis, acquiring and using the functions they need when they need them and paying only for what they use. With SaaS, software applications are run on the servers of vendors (providers) and are used online by customers via a network.

About OpSource, Inc.

OpSourceTM 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-DemandTM, the leading Web operations solution, is defining how Web-based software is delivered. By choosing OpSource as their Web operations 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 ConnectTM companies can

leverage Web services such as OpSource Billing CLM™, 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.

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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