

## Press Releases

### SpikeSource Launches SpikeSource Solutions Factory™; Game-changing Platform Shifts the Way Software Is Developed, Delivered and Supported

*SpikeSource secures significant additional round of funding, led by Intel Capital with participation from Kleiner Perkins Caufield & Byers, Fidelity Ventures, CMEA Ventures, and DAG Ventures*

**Redwood City, Calif.—April 4, 2008— SpikeSource, Inc.**, today announced the launch of the SpikeSource Solutions Factory™ platform, the industry's first fully automated platform for assembling, testing, packaging, certifying, and updating open source, proprietary, and hybrid software solutions. The Solutions Factory dramatically reduces the time and cost required by independent software vendors to build and maintain the highest quality software solutions. By tightly integrating with global distribution networks of strategic partners, the Solutions Factory also allows ISVs to market and sell their solutions worldwide at a fraction of the typical cost.

"The SpikeSource Solutions Factory is a game-changing platform that fundamentally shifts the way software is developed and delivered," said Kim Polese, CEO of SpikeSource. "Not only does it enable ISVs to bring to market whole product solutions that are vertically certified for the entire solution stack, including the application, operating system and underlying hardware. The Solutions Factory allows ISVs, for the first time, to deliver certified solutions that are updated and maintained on an ongoing basis, providing end customers with continuous quality assurance."

#### **Solutions Factory Improves Product Quality and Enhances Brand Value**

At the core of the Solutions Factory is the industry's most advanced and robust testing framework, which performs an extensive array of tests on the ISV's packaged solution—including unit, functional, regression, load, and failure-mode testing—before certifying it. Automated workflow, along with a web-based dashboard, streamlines and simplifies the on-boarding, testing, and certification processes, enabling ISVs to cost effectively improve product quality and enhance their brand value.

#### **Solutions Factory Lowers Support Costs by Enabling Solutions with Highest Quality and Maintainability**

The Solutions Factory platform enables ISVs to deliver high quality, channel ready solutions that result in fewer support calls and reduced support costs. In addition, the Solutions Factory platform includes SpikeNet, which enables ISVs to package, test, and

deliver updates of their products to end customers via a managed, automated service that customers can access with an easy to use console. This automated update service lowers ISVs' support costs while increasing customer satisfaction.

### **Solutions Factory Reduces Development Costs and Accelerates Time to Market**

The SpikeSource Solutions Factory platform provides ISVs with resources, processes, services, and workflow that can significantly reduce their development costs. ISVs can leverage an extensive catalog of pre-tested components, as well as pre-configured stacks, to build and maintain their solutions. Using auto-configuration capabilities, ISVs can assemble pre-tested components, which the Solutions Factory will provision, build, test, and maintain as a distinct stack. ISVs can also select complete pre-configured development stacks. The use of pre-tested components and pre-configured stacks lowers ISV development costs as well as end customers' cost of deployment and ownership.

### **Solutions Factory Increases Customer Confidence and Trust**

The SpikeSource Solutions Factory enables ISVs with limited brand recognition to overcome one of their biggest challenges: gaining the trust and confidence of prospective customers. SpikeSource certification assures end customers that ISV solutions meet rigorous quality standards. By providing access to global distribution networks of the world's technology leaders, SpikeSource enables ISVs to associate their products with world-renowned and trusted brands. This association significantly raises the ISV's market awareness and gives channel partners and end customers greater confidence to buy their solution.

### **SpikeSource Secures Significant Additional Investment**

In conjunction with the SpikeSource Solutions Factory strategy and launch announcement, SpikeSource closed a significant round of funding. The round was led by a \$10 million investment from existing investor Intel Capital, with additional participation from other existing investors including Kleiner Perkins Caufield & Byers (KPCB), Fidelity Ventures, CMEA Ventures, and DAG Ventures. The funds will be directed toward delivering and extending the SpikeSource Solutions Factory platform.

"We are pleased to play a role in SpikeSource's vision of enabling ISVs to deliver trustworthy applications, which are optimized for Intel Architecture, to a global audience," said Lisa Lambert, managing director of Intel Capital's Software and Solutions Group.

"We are very excited about our investment in SpikeSource and its strategy in delivering the SpikeSource Solutions Factory platform," said KPCB general partner Ray Lane, co-founder and chairman of SpikeSource. "This is a highly innovative solution, bringing an unprecedented level of automation to the challenge of assuring and maintaining the quality of software applications."

### **About SpikeSource**

SpikeSource provides the SpikeSource Solutions Factory™ platform—ground-breaking technology that dramatically reduces the cost of developing, distributing, and supporting software solutions. SpikeSource Solutions Factory is the world's most advanced platform for testing, packaging, distributing, and maintaining software solutions of all kinds—including open source, proprietary, and hybrid solutions—enabling independent software vendors to deliver the highest-quality solutions and reduced their development and

support costs. Integrated with distribution networks of the world's largest technology companies, the SpikeSource Solutions Factory enables ISVs of all sizes to globally market and sell high-quality, channel-ready products at a fraction of the typical cost. To learn more, please visit [www.spikesource.com](http://www.spikesource.com).

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