

## Open Solutions Alliance Announces Global Expansion of Open-Source Consortium

*First chapter will address business user requirements for open solutions in Europe*

PARIS, January 29, 2007 – The Open Solutions Alliance (OSA), a nonprofit, vendor-neutral consortium dedicated to driving interoperability and adoption of comprehensive open solutions, today announced plans to expand the organization's global footprint. The OSA will function under a chapter structure with its first new regional chapter planned to address the European open solutions market.

The OSA, which celebrates its one-year anniversary in February, expects to announce several new European members in the coming months. Current members headquartered in Europe include Onepoint, Openbravo, Redmayne-Bentley Stockbrokers and Talend. Many other OSA members also run operations in Europe.

“More open source projects have originated in Europe than anywhere else in the world, which gives the region a unique foundation for building business value for users,” said Bertrand Diard, chief executive officer of Talend, a founding member of the OSA. “Even for global vendors like Talend, it is important for open-source companies to work together to maximize the opportunities for open solutions in the European market.”

Pierre Audoin Conseil, a Paris-based analyst firm, announced this month that the French market for open-source software reached 730 million euros in 2007, a leap of 66% from the previous year, and Gartner Research is forecasting that open-source software adoption rates will continue to increase across Europe at the expense of proprietary software.

Its new chapter structure will better enable the OSA to address the needs of ISVs, systems integrators and users who are deploying business-ready open solutions all over the world, but with a regional focus that is tailored for regional differences in culture, business practices, regulatory environments and open source adoption patterns. In Europe as in other regions, the OSA will continue to focus its efforts on defining and promoting tools, frameworks and best practices that facilitate easy deployment and interoperability between applications.

“While regional chapters will work primarily on missions that require regional focus, interoperability is a global initiative,” clarified Josep Mitjà, chief operating officer for open-source ERP vendor Openbravo in Pamplona, Spain and a founding member of the OSA. “All OSA members, across chapters, will continue

to work together on interoperability projects and drive the overall adoption of open source, worldwide.”

Dominic Sartorio, OSA’s president and senior director of product management at Redwood City, Calif.-based SpikeSource, an open-source services company, points out that the launch of the OSA European Chapter isn’t the end of the story. “Our chapter system is intended to scale around the world. Our goal is to think global and act local. I would expect by this time next year we will have chapters up and running in other regions enjoying strong open source adoption, including Asia and Latin America.”

About the Open Solutions Alliance:

The Open Solutions Alliance (OSA) is a nonprofit, vendor-neutral consortium dedicated to driving the interoperability and adoption of comprehensive open solutions. Founded in 2007, it is supported by leading companies from around the world who are dedicated to improving interoperability among software products, resulting in integrated and rapidly deployable solutions for business users. Through cooperative action and advocacy, the OSA helps facilitate interoperability, reduce barriers to adoption and raise the awareness of open solutions in business. For more information, please visit [www.OpenSolutionsAlliance.org](http://www.OpenSolutionsAlliance.org).

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