



## **PRESS RELEASE**

### **FOR IMMEDIATE RELEASE**

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## **PYRAMID CONSULTING AND SPIKESOURCE ANNOUNCE ALLIANCE**

*-- New offering designed to build integrated open source applications for key markets --*

**ALPHARETTA, Ga. – April 23, 2007** – Pyramid Consulting Inc., a global provider of IT services and products that improve productivity and predictably manage costs, today announced a partnership with SpikeSource to provide fully supported and secure business-ready open source applications to the financial, logistics, healthcare, telecommunications and government industries. The agreement is designed to deliver competitive solutions to organizations within these markets, minus the expensive software licensing fees and without the risk of unsupported open source technology.

“IT organizations are constantly challenged with supporting the latest strategic initiatives while simultaneously lowering operational costs,” said Randall McCroskey, VP of Pyramid’s Enterprise Solution Outsourcing Division. “By partnering with SpikeSource to offer certified open source stack installations, we are pleased to drive innovation that allows our customers to quickly and efficiently meet the needs of their business,” he added.

Pyramid will deliver SpikeSource solutions for business intelligence (BI), document and workflow management and Web 2.0 for collaboration. All SpikeSource solutions include Spike™ Net, a software update, maintenance and support service that delivers proactive solution-specific support.

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"SpikeSource looks forward to a long and successful partnership with Pyramid Consulting," stated John Golob, SpikeSource Vice President of North America Sales. "Up until now, IT Enterprise Solution Outsourcing Teams couldn't afford the expensive licensing fees from proprietary software companies. Through our partnership with Pyramid, we will offer more choices to customers, at lower costs and without the risk of using unsupported open source technology."

Pyramid will leverage SpikeSources' single stack install and the benefits of SpikeNet automated updates and patches to integrate and distribute open solutions. Leveraging new collaborative infrastructures like SpikeSource allows Pyramid to harness world-class capabilities, access markets, and serve its customers in ways that only large corporations could in the past.

### **About Pyramid Consulting**

Headquartered in Alpharetta, Georgia, Pyramid Consulting, Inc., provides software solutions, IT consulting, customized software development, staff augmentation and business process outsourcing services to Global 1000, government, and mid-sized corporations. The company assists IT organizations in achieving operational efficiency by providing a full range of consulting and staffing services for the banking, finance, healthcare, logistics, retail, and telecommunications industries. We measure our success through increased customer satisfaction, retention and value delivered. For more information, visit Pyramid Consulting at [www.pyramidci.com](http://www.pyramidci.com)

### **About SpikeSource**

SpikeSource is a software company which distributes, integrates, manages and supports open source applications to enterprises through trusted solution providers. SpikeSource integrates applications with the right components and then builds, tests and distributes these open source solutions on an automated test framework with more than 300,000 daily tests. By testing and certifying open source applications, SpikeSource offers a portfolio of SpikeCertified and SpikeIgnited solutions for enterprises that may not have deployed open source before. These solutions are delivered with a comprehensive update and support service called Spike™ Net. Through SpikeSource's trusted solution providers, companies can be assured that the applications have been deployed and customized for their unique business requirements. For a list of SpikeSource solution providers, visit [www.spikesource.com](http://www.spikesource.com).

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