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## **MPHASIS AND INGRES PARTNER TO OFFER OPEN SOURCE ALTERNATIVES TO COMMERCIAL SOFTWARE**

**Collaboration Brings End-to-End Open Source Support Model to Customers;  
Offers Open Source Assessment Program**

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**REDWOOD CITY, Calif. and CHICAGO— September 1, 2009**

Ingres Corporation, the leading open source database management company and pioneer of the New Economics of IT, announced today that Mphasis, a leading applications services, remote infrastructure services, and business processing outsourcing (BPO) services provider, has partnered with Ingres to offer combined Open Source Solutions. Together, Ingres and Mphasis, an EDS company, will offer an end-to-end open source support model to foster flexibility, cost savings, and assist joint customers to move existing applications to open source solutions.

Ingres and Mphasis will jointly encourage adoption of the Ingres Development Stack for JBoss Enterprise Middleware, the first-ever fully pre-assembled bundle that combines Ingres Database with Red Hat's JBoss Developer Studio and JBoss Enterprise Application Platform. In addition, the collaboration is designed to:

- Accelerate deployment of open source platforms through pre-built frameworks
- Provide support and new development on open source platforms
- Develop tools to help migrate from commercial software to open source software
- Deliver cost savings using a leveraged global delivery model
- Enable innovation through a deep understanding of both business and technology

As the economy drives companies to cut costs and look for more efficient alternatives, the New Economics of IT are having an impact across many industries – SaaS, cloud, and other pay-as-you-go technologies are all a part of the revolution. This shift is occurring at the core of the enterprise with Ingres, Mphasis and in many different business-critical applications with vendors like Red Hat. Customers are choosing to abandon proprietary vendors in favor of cost-effective open source solutions.

"In these tough economic times, many IT leaders want to drive out costs and accelerate innovation by adopting open source solutions," said Roger Burkhardt, CEO, Ingres. "Our partnership with Mphasis provides the expertise for customers to systematically switch to open source and achieve benefits that include software savings of up to 95 percent."

As part of the partner program, Ingres and Mphasis are jointly offering an open source assessment service. This service helps clients drive open source adoption in the overall IT stack and identifies opportunities where proprietary commercial software can be replaced by open source solutions.

“The focus of our investment in open source is pre-built frameworks, migration toolkits, and assessment methodologies. A combination of all three make open source adoption even more cost effective, better, and faster,” said Raj Patil, president of Mphasis’ BPO and chief sales officer, Americas. “When firms like Mphasis and Ingres come together, the joint value proposition to the end customer gets very interesting. We are excited about our partnership with Ingres and how we can together solve problems in this domain.”

### **About Mphasis**

Mphasis is a leading applications services, remote infrastructure services and Business Process Outsourcing services provider. The company delivers real improvements in business performance for clients through a combination of technology know-how, domain and process expertise. With currently over 33,000 people, Mphasis services clients in financial services & insurance, healthcare, communications, transportation, consumer & retail industries and to governments around the world. To know more, please visit [www.mphasis.com](http://www.mphasis.com).

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### **About Ingres Corporation**

Ingres is the leading open source database management company. We are the world’s second largest open source company and the pioneer of the New Economics of IT, providing open source solutions at dramatically reduced cost than proprietary software vendors. As a leader in The New Economics of IT, Ingres delivers low cost and accelerated innovation to more than 10,000 customers worldwide.

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