

fixITlocal partners with The Business Software Centre to provide pay-as-you-go software to small businesses

TBSC is partnering with fixITlocal to enable them to offer software on a rental basis.

Maidenhead, Berkshire, 6 December 2007 - The Business Software Centre (TBSC), the Software as a Service enabler, has been chosen to host pay-as-you-go software services on behalf of fixITlocal, the nationwide IT service and support organisation.

TBSC's unique service called Rentsoft™ allows fixITlocal to make available, via www.rentsoft.co.uk/fixitlocal, or via their website <http://www.fixitlocal.co.uk>, various software packages including accounts software from MYOB as well as human resources, project management and CRM applications.

Rentsoft™ supports both web-based and PC-resident applications as the platform converts the application to a service; manages hosting and application maintenance; customer/member downloads; payments and royalties. End users who cease payment are automatically logged and their service can be frozen by disabling connection to the applications and services on their PC. Once payment is reinstated, access to the service can be resumed.

Pay-as-you-go software services have several advantages notes says John Carter, Managing Director of the fixITlocal service. "Using software in this way means that small businesses don't have to find the initial capital to purchase the package outright – they simply pay for what they use".

Carter believes that SaaS will develop into a major opportunity for SME resellers over the next few months and fixITlocal is leading the way with the launch of this new service. In a White Paper published in November 2006, industry research firm IDC, stated: "SaaS presents a market opportunity that is large, fast growing and long-term. Most software providers should decide relatively quickly whether to grasp this opportunity or face the increasingly powerful risk of losing competitive advantage and market share."

TBSC is partnering with banks, financial institutions, ISPs and specialist IT reseller organisations, like fixITlocal, to enable them to offer customers a selection of software on a rental basis.

"Rentsoft™ is expanding the Software as a Service market by making the rental of PC-resident software a viable proposition" says Phil Hames, Managing Director of TBSC. "By partnering with TBSC, IT service providers, financial organisations, and business associations can offer their customers a range of software, services and support without burdening them with the initial upfront cost of purchasing the software. With Rentsoft™, our Partners can benefit from additional and incremental revenue streams with the peace of mind of being able to terminate usage for non-paying customers immediately."

About Rentsoft™

Operated by The Business Software Centre (TBSC), Rentsoft™ offers users a unique proposition – Software as a Service (SaaS) without the need to have a permanent connection to the internet. For the industry Rentsoft™ represents an exciting new platform and with a choice of managed services enables ISVs to deploy their software as a service and develop a SaaS business model.

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About fixITlocal

Set up by specialist broadband and services distributor DMSL in summer 2007, fixITlocal is a nationwide network of IT resellers and specialists that are able to provide expert service and support to companies in their locality. The network has over 500 members, located in all corners of the UK. The service is offered to businesses through targeted marketing and advertising campaigns. Calls made to a special 0844 number are routed automatically to fixITlocal resellers in the locality of the caller.

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