



FOR IMMEDIATE RELEASE

Olliance Group Taps Industry Veteran Tom Henn to Manage Strategic Planning, Operations and Venture Outreach

Henn bringing sales and operations expertise to the OSS consultancy to drive growth

Palo Alto, CA – October 20, 2009 –Olliance Group, the leading global open source management consulting firm, announced that Tom Henn has joined the company as Senior Executive Director, Strategic Planning and Operations. His focus will be to further develop, integrate and ensure the growth of new Olliance consulting practices, including Mobile, Online Community Development, Business and Channels Development, and IP Management.

“The continued maturation and acceleration of open source adoption offers new opportunities to maximize ROI both for our clients and for Olliance ,” noted Andrew Aitken, Founder and Managing Partner of Olliance Group. “Tom, with his 24 years of experience, will help Olliance meet these opportunities with strategic vision and operational efficiency ”.

Tom has an extensive history of developing new businesses with dramatic revenue results, and has played a significant role in the success of organizations serving diverse industries. “As a creative and resourceful sales and operations executive with a strong history of guiding teams and devising market-specific strategies, Tom understands and possesses the attributes necessary to succeed in growing Olliance’s market presence.” said Mark Burton, Executive Chairman, Zend Technologies.

Tom’s strengths and experience range from strategic planning and relationship management, to leadership and team building. Highlights include;

- Orchestrating ten-fold ROI in just two years to shareholders of Cloudscape, supplier of the open source Java database, Derby. Cloudscape was acquired by Informix at a market premium
- Spearheading negotiations and managing relationships with client executives, strategic partners, Boards of Directors, and investors
- Creating and developing new markets as an early entrant into Data Warehousing-Business Intelligence, Open Source, SaaS (Software as a Service), and RFID
- Executive in Residence at Crosspoint Venture Partners

“Open source has a track record spanning over two decades. Today, organizations of all stripes embrace it - enterprise, government, ISVs, system integrators and VARs,” remarked Henn. “Olliance Group, as the leading strategy consultancy for open source, has a unique market opportunity; I look forward to participating in furthering Olliance’s momentum and market position.”

About Olliance Group

Olliance Group is the leading consulting firm for open source strategy development and implementation. Our mission is to help our clients capitalize on the strategic, technological, and financial benefits of open source software. Olliance has completed more than 400 engagements over the last eight years for clients including Fortune 500 enterprises, independent software vendors, start-up firms, venture capital groups and government entities. Olliance’s unique position and experience in the open source ecosystem strengthen our core offerings; open source strategy development, community building, sales and marketing strategies, IP management and compliance, and mergers and acquisitions.