

News Release

FUSEPOINT SELECTS OPSWARE'S END-TO-END DATA CENTER AUTOMATION SOFTWARE SUITE

*Leading Managed Service Provider Standardizes on Opsware to Automate Lifecycle of
Managing Servers and Network Devices*

SUNNYVALE, Calif. – June 13, 2007 – Opsware Inc. (NASDAQ: OPSW), the leading provider of Data Center Automation software, today announced that Fusepoint, a prominent Canadian-based provider of outsourced IT services and infrastructure, selected Opsware to automate the complete lifecycle of its distributed server and network infrastructure. With multiple data centers running complex IT operations, Fusepoint demanded an end-to-end automation solution to maximize the efficiency of managing its mission-critical operations while cost effectively meeting strict ITIL guidelines. Fusepoint selected Opsware based on the software's performance in a head-to-head evaluation against a number of direct competitors.

“Our strategic investment in Opsware's suite of data center automation software positions Fusepoint as a vanguard in the service provider industry by enabling us to deliver the most efficient, highest quality data center operations available,” said George Kerns, President and CEO of Fusepoint. “Opsware's software dramatically surpasses other solutions based on its proven success and leadership in IT automation, the seamless integration of its products and breadth of capabilities. It was immediately clear that Opsware is the right solution that will allow Fusepoint to scale operations support and meet the continuing growth of our business, while enabling us to set the industry standard in customer satisfaction.”

Fusepoint has based its reputation on the delivery of outstanding service to clients through each stage of their IT initiatives. Using Opsware's Server Automation System, Network Automation System, Process Automation System and Visual Application Manager, Fusepoint will gain complete visibility and control over its data center operations. Together, these products enable Fusepoint to automate patching, configuration management and compliance, while standardizing its environment in accordance with ITIL best practices.

“Opsware data center automation provides Fusepoint with a solid foundation for creating zero latency IT operations,” said Mark Cranney, EVP of worldwide field operations at Opsware, Inc. “The automation advancements Opsware provides will be instrumental in helping Fusepoint deliver superior performance and unprecedented uptime to customers – a hallmark of Fusepoint's business. Their selection of Opsware strengthens our footprint in the North American service provider market, demonstrating

a higher level of managed IT services™



the immediate cost savings and long-term value automation brings to large-scale IT operations.”

About Fusepoint Managed Services

Founded in 1999, Fusepoint is a privately held company with offices and data centres in Vancouver, Toronto, Montreal and Quebec City. Through our proven record of success we have built a loyal base of over 400 customers and strong, strategic relationships with Canada’s leading technology and communication companies.

Fusepoint’s managed IT solutions are SLA-guaranteed, scalable and designed to reduce cost structures while mitigating risk. Fusepoint is also SAS 70 Type II and CICA 5970 compliant, which means our processes are rigorously and continuously audited by an accredited third party and consistently operate at the highest levels within the industry.

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About Opsware Inc. (NASDAQ: OPSW)

Opsware, the world’s leading IT automation company, unlocks the promise of technology by accelerating IT to zero latency. The company’s software, the Opsware System, automates the entire data center, from provisioning to patching, configuration to compliance and discovery to deployment, turning data center operations into a competitive advantage for business.

Opsware’s technology is used by hundreds of companies worldwide including banks, service providers, retailers, manufacturers and Internet companies with IT environments ranging from hundreds to tens of thousands of servers, network devices, storage devices and IT processes.

For more information on Opsware Inc., please visit our Web site at www.opsware.com.

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