

*Increased usage volume leads to reduced cost*

## **Foroso Communications shares cost savings with customers**

**Munich, October 27, 2003 – Based on an accelerating market acceptance of Foroso, hosting costs for the ASP model are decreasing. Foroso shares these cost savings with her customer base and thus further strengthens an already very attractive cost/benefit ratio.**

Foroso Communications offers a variety of usage models for the Foroso Meeting Center and Foroso Training Center. This provides appropriate support for every customer situation.

Firstly, a license model enables a customer to purchase the product and operate it on his own infrastructure. For an ongoing usage scenario, this is usually the most cost effective model, as the purchase cost is covered after a certain period of time and further usage is then almost for free.

Secondly, Foroso also offers an ASP model (Application Service Provider). Here, the system is operated by Foroso and customers can use it without any own technical effort. The only requirement is an Internet browser. Foroso never requires software installation for users. Using the ASP model, customers don't need to install server software either.

Foroso's ASP model offers two variants. The first is a volume-based model where users are charged by the minute. This model is comparable to telephone charging, which is usually also volume-oriented. The second option is comparable to a flat rate. The limitation is the number of users who can use it as much as they want.

Through the achieved market acceptance of Foroso, there are now scaling effects for the operational costs that Foroso shares with her customers.

While comparable products in the US charge about Euro 20 to Euro 25 per user hour, typical cost for Foroso is in the range of Euro 5 to Euro 10, based on purchased volumes.

For a long time, Foroso successfully cooperates with Munich-based ISP SpaceNet AG, a provider with an excellent reputation for first-class connectivity and high reliability.

„We work together very successfully for many years with Foroso’s team“, states Lutz Pfléghar, head of sales for SpaceNet. „Foroso’s market success results in steadily increasing usage volumes and thus in decreasing costs. We are pleased to share these savings with Foroso’s customers.“

Foroso Communications GmbH  
Franz Buchenberger  
Parchetwiesen 33  
D-82362 Weilheim/Munich

Tel.: +49-700-36 76 76 00  
Fax: +49-700-36 76 76 00  
E-Mail: [press@foroso.com](mailto:press@foroso.com)  
Internet: <http://www.foroso.com>

#### **Foroso Communication – Real-Time Enterprise Collaboration Technologies**

Foroso Communications is a leading vendor of Real-Time Enterprise Collaboration Technologies. Foroso supports customers to be more efficient and cost effective by conducting many business activities with digital processes. This includes training, meetings and various communication tasks. Foroso’s products help to reduce travel and communication cost and empower employees to collaborate faster and with higher quality.