

Persony and ShareMethods Partner to Add Cost-Effective Web Conferencing to On-Demand Sales and Marketing Collaboration Service

Persony enables service providers and hosting resellers to offer cost-effective and feature-rich Web conferencing services

Los Gatos, CA – May 17, 2005. Persony ("per-so-nee"), a Web conferencing software provider, today announced a partnership with ShareMethods, a sales and marketing document management and collaboration service provider. Persony provides Persony VShow™, the first Web conferencing solution that uses standard Web servers to host online meetings, dramatically reducing the cost of Web conferencing. ShareMethods has joined the Persony Partner Program which will allow the company to make Persony VShow available to all of its prospects and customers as an additional subscription service.

This partnership enables ShareMethods to add real-time collaboration to its On-Demand Sales and Marketing Document Management Service. ShareMethods is currently used by customers such as JMJ Associates, HID Corporation, and salesforce.com to manage their sales and marketing documents internally and with external business partners. Persony VShow only requires a Web browser for end-users making integration with ShareMethods seamless and enabling an immediate connection to Web conferencing services.

"We are thrilled to have ShareMethods as a charter member of our Partner Program and to extend the power of their document management service with Persony VShow," says Eric Chen, Founder and CEO of Persony. "By combining on-demand document management with real-time collaboration, sales and marketing professionals now have a complete and cost-effective solution to work together."

ShareMethods CEO Eric Hoffert states "Sales and marketing teams have a significant need to deliver online sales presentations to prospects and customers. Likewise, strategy and planning sessions for marketing campaigns and collaborative development of sales strategies are also key requirements for internal staff usage. We are delighted to be able to offer our user base an easy-to-use, powerful, and extremely cost-effective solution to these ongoing business needs. Integration of Persony as an additional on-demand service extends the value and power of the ShareMethods service in a dramatic way"

Persony VShow is a suite of desktop software that a meeting host uses to conduct meetings online. Meeting attendees only need a Web browser. VShow runs on Windows® XP and 2000.

The Persony Partner Program is targeted at application service providers who want to offer real-time collaboration; hosting resellers who want to offer a high-margin service; and international partners who want to offer Web conferencing locally.

The Persony service is available immediately from ShareMethods starting at \$20 per month for up to 10 attendees. Users can sign up for the service at <http://www.sharemethods.com/persony>.

About ShareMethods

With ShareMethods, sales and marketing teams can store, manage, and share documents easily, collaborating with extended selling networks to close more business, providing a cost-effective alternative to developing and supporting a sales and marketing intranet. The service combines document management, collaboration, and CRM integration into a single on-demand solution. ShareMethods received an "Excellent" rating for usability from eWeek and scored 9 out of 10 for "Ease of Use, Implementation, and Value" by InfoWorld. For more information, visit <http://www.sharemethods.com/> or call 1-877-SHARENOW.

About Persony, Inc.

Persony's mission is to bring enterprise level applications, such as online collaboration, to the masses by leveraging the ubiquity of Web servers and hosting service providers. Persony's patent-pending "smart-client" technology puts the intelligence of an enterprise application on the client side and uses standard Web servers to connect remote users. Persony's solution can be deployed anywhere and at a fraction of the cost of other solutions. The smart-client approach is a disruptive technology that allows individuals and small businesses to afford applications that were once only available to larger corporations. For more information about the company, visit <http://www.persony.com>.