



BiblioTech Appoints New Chairman & CEO, Changes Trading Name to Spider Networks

Hosted Software-as-a-Service (SaaS) solutions are creating new market opportunities with sports clubs, ISPs, enterprises, associations and education authorities

London, October 26, 2005 – BiblioTech, a leading provider of web-based interactive communications solutions to sports clubs, ISPs, enterprises, associations and education authorities, today announced that it has changed the company's trading name to Spider Networks (www.spider-networks.net). The company also announced the appointment of Fred Porter as chairman and Jim Conroy as Spider Networks' chief executive officer.

"I am delighted with the new direction of the company and our appointment of Jim Conroy as our CEO", said Porter. "Jim has what it takes to lead Spider to our next level of growth. We continue to support and grow our large embedded base of Local Education Authorities and consumers while acquiring new customers in the sports club, ISP, Enterprise and Association markets, where we provide significant value."

"Changing the trading name of our company to Spider Networks is the right move at the right time," said Conroy. "BiblioTech achieved early success in the hosted Software-as-a-Service (SaaS) business and became a well-known and trusted name to over 500,000 registered users for nearly a decade, but the tremendous opportunities we now see for our solutions dictate a change in name."

He said that SaaS has moved from blue-sky technology to mainstream. The widespread applicability of Spider's SaaS hosted solutions, which enables any type of profit or non-profit business to provide web tenants with on-demand online resources to communicate, interact and share knowledge and data, is "taking us in new directions." Conroy cited Dundee City Council and Falkirk Football Club as examples.

Leveraging Spider's SaaS hosted solutions, Dundee's Education Department now provides over 16,000 teachers and students online access to learning content from any location according to their age, interests and subject areas, and has improved communications between teachers, students and parents. It now plans to launch further Spider-hosted learning innovations, such as categorised media libraries for streaming download or use in other project work and personal e-portfolios for every student where exemplar work can be showcased and stored.

At Falkirk FC, fans go to the club's website and log on to the subscription-based members section, which links seamlessly to Spider's "Falkirk" hosted services. From one tool-rich dashboard, they gain access to the club's diary, enter discussion forums with the club's manager and players, and form fan groups to share files and photos. Audio interviews with the manager and players and videos of training sessions, match highlights and other behind-the-scenes club footage are streamed to their desktops, laptops and mobiles. Conroy said that he expects many other sports clubs to follow Falkirk FC's example.

"We believe that Spider is at the forefront of the hosted software-as-a-service revolution, which many analysts and industry leaders agree is the natural successor to the costly client/server business model. The economic benefits are just too compelling to ignore. Customers are consistently reporting significant business and user benefits."



"And because Spider's SaaS solutions are built on existing web protocols and can be accessed from any browser, they integrate seamlessly with existing IT architectures and require no further technology investment. This enables companies to extend the life of network hardware and software, and receive an enviable return on investment," Conroy added.

Spider's hosted solutions are tailored for each customer and give the look and feel of their existing web presence. By transforming customer websites into truly dynamic, interactive platforms, users can access a range of intuitive online communications, groupware and publishing applications, all from a single integrated environment at anytime. They can blast SMS alerts across the enterprise, stream corporate audio and video to desktops, laptops and mobiles, send and receive virus-free webmail, and create workgroups and communities to securely share documents, images and calendars. They can also interact in live chat forums. Specifically:

... at Sports Clubs

Spider can help sports clubs to create much-needed new revenue streams by transforming their content-only websites into interactive portals and providing fans with a suite of subscription-based communications resources and services. With Spider's hosted SaaS interactive communication tools, clubs can broadcast match footage, commentaries and interviews with the manager and players to desktops, laptops and mobiles. Like Falkirk FC, they can give fans access to the club diary, and hold regular interactive online discussions with supporters. They can also prioritise information to subscribing fans.

... as white-labelled ISP solutions

Spider's hosted SaaS solutions can help Internet service providers such as BISCit to better compete in today's increasingly competitive landscape. With broadband margins continuing to be squeezed, ISPs can white-label Spider's SaaS solutions to differentiate their business offerings from the pack, increase revenues, and improve margins without investing one technology cent.

... in enterprises

Today's intelligent enterprise has no edge. Central and remote operations are one, and all need to share fresh corporate knowledge and data in real time to achieve new levels of business efficiency and productivity. Operations managers, sales people, support teams ... all involved in the business chain need to interact from one platform to get the job done.

Small and large companies can now solve their complex communications problems by allowing employees, whatever their location, to access Spider's hosted platforms from the company website and use its fast, secure and rich on-demand solutions.

... across Associations

Associations are now looking to leverage the power and potential of their websites and transform them into interactive gateways, providing new and compelling online services to retain and attract new members. Spider sees its hosted SaaS solutions as enablers for professional institutions, trade associations, consumer organisations, charities and other national societies to seize the initiative and realise those benefits.



As the pillar for online communications and the sharing of knowledge, members can use Spider's SaaS solutions to create live working groups and interact on key issues. Administrators can save valuable time, resource and money in distributing Association documents, or in organising member meetings and conferences. Charities can become proactive using Spider's SMS and streaming audio and video services to brief volunteers, sponsors and donors.

... in education

The benefits of online Managed Learning Environments are well-recognised by schools and educators, bringing true anytime-anywhere access to resources and peers for those involved in the learning process. Spider has been at the forefront of the e-learning curve, delivering those benefits to educators and pupils alike, for nearly a decade.

Teachers already store, distribute, retrieve and return work online with Spider's solutions, and use them to communicate, interact and share knowledge with local, regional, national and international authorities and colleagues.

With Spider's hosted SaaS focus and extended capability, more educators and pupils can now grasp the benefits of e-learning.

For further information on Spider Networks' Software-as-a-Service solutions, its customers, reseller channels and technology partners, visit www.spider-networks.net, or contact enquiries@spider-networks.net.

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Notes for Editors

1. Profile: Jim Conroy, Spider Networks' chief executive officer

Conroy has over 18 years experience in managing and building leading software, consulting and telecommunication firms in the US and Europe. Previously, Jim held executive management and sales roles for AT&T, Gemini Management Consulting, Cambridge Technology Partners and VoxSurf. Jim holds a Bachelor degree in Philosophy from the University of California at Berkeley, and a Masters of Business (MBA) degree from San Jose State University in California.

2. A series of Spider Networks success stories has been uploaded onto the Media Resources section of the company's new website – <http://www.spider-networks.net>. Other resources available from this section include logos, company backgrounder and customer quotes.