



FOR IMMEDIATE RELEASE
For more information, contact:

Victor Tsai
Pierpont Communications
(713) 627-2223 ext. 110
vtsai@piercom.com

NetMass Introduces Revenue Sharing Partner Program

Resellers now share in revenue generated from online backup customers

HOUSTON – (May 28, 2002) – NetMass, a leading provider of Web-based backup, disaster recovery and PC support solutions, today announced the release of its new Revenue Sharing Partner Program.

The Revenue Sharing Program is designed to enable reseller partners to share in the revenue from each newly subscribed SystemSafe Online Backup customer that they generate. The Revenue Partner can potentially earn between 15 to 25 percent of the gross revenue per customer per month for the first six to 12 months of the customer engagement.

“This new program offers a unique opportunity for NetMass to expand its position in the backup and disaster recovery market,” said Mark Martin, co-founder and CEO of NetMass. “By offering lucrative reseller programs to IT consultants, software distributors, ISPs, e-Buildings and other related businesses, we are leveraging our unique market position, award winning software, and exclusive CRM models to reach new markets. The Revenue Sharing program not only gives our Partners a superior backup and disaster recovery solution to offer their customers, it also creates a new source of revenue for them.”

Revenue Partners can participate in the program on one of three levels: bronze, silver and gold. The level of revenue participation will be determined by the number of subscribed customers that the Partner has at any given time. There is a \$250 upfront fee to the Partner for NetMass to set-up a custom software installer that will uniquely identify each customer the Partner generates. Once set-up, the Partner will receive a monthly report showing the account status of free-trial, active and canceled customers, plus a check for their percentage of the customer’s gross revenue. For additional fees, NetMass will customize the backup agent, installer, and auto-correspondence with the Partner’s company name and logos.

In addition to the new Revenue Sharing Program, NetMass offers Referral and Block Capacity programs. The Referral Partner earns a one-time commission for each newly subscribed customer. The Block Capacity Partner earns continued recurring revenue by purchasing blocks of online backup storage capacity at wholesale rates to, in turn, resell backup service at their predetermined retail rates.

The NetMass Partner programs are graduated so that a Partner can ramp-up a customer base, share in the revenue and, ultimately, take over management of their customers. Partners are evaluated separately, and the qualification for each program is largely determined by their experience and the commitment each is willing to make. For more information about the partner programs, please visit the NetMass Web site at www.netmass.com, or e-mail at resellers@netmass.com, or call 1-214-876-1934.

#####

About NetMass, Inc.

NetMass' Internet office solutions help businesses of all sizes realize secure data protection, business continuity, and improved PC productivity. With its SystemSafe suite of office products, NetMass delivers online backup, data storage, file sharing, remote access, and disaster recovery solutions. Headquartered in Dallas and Houston, visit www.netmass.com for more information.