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Monday January 15, 4:31 am Eastern Time

Press Release

SOURCE: SolidSpeed Networks

Organization Profile: SolidSpeed Networks

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ANN ARBOR, Mich., Jan. 15 /PRNewswire/ -- SolidSpeed Networks provides its Content Delivery Network (CDN) service as a turnkey package of managed services for Web hosts to add to their existing product and services offerings. SolidSpeed Networks' InstantEdge Partner Program enables Web hosts to offer SolidSpeed CDN to their customers literally overnight.

- (Photo: <http://www.newscom.com/cgi-bin/prnh/20010115/DEM014-a> <http://www.newscom.com/cgi-bin/prnh/20010115/DEM014LOGO-b>)

SolidSpeed's value-added bandwidth enables Web hosting providers to dramatically improve the performance, reliability and security of their customers' Web sites. Customers typically experience 5x reliability and up to 10x speed improvement as well as the ability to handle spikes in demand. With SolidSpeed CDN, Web hosts get an additional revenue stream, increased profits, potential bandwidth savings and greater customer retention. The program is designed to allow Web hosts to add CDN to their other managed services offerings with no capital outlay and no startup costs.

SolidSpeed Networks' Probester(TM) technology is a new patent-pending approach to performance analysis of websites, measuring performance at the ``edge" of the Internet. Like Napster or the SETI@home project, Probester harnesses the distributed computing and peer-to-peer power of the Internet by transforming individual PCs into a network more powerful than the sum of its parts. The performance results measured by Probester more accurately reflect the true end user experience, since all measurements are performed from the PCs of end users.

SolidSpeed markets its services exclusively through Web Hoster and Managed Service Providers. SolidSpeed resellers include Web hosting industry leaders such as IBM Global Services and Superb Internet. Technology partners include Novell, Inktomi, Internap, UUNet, Cable & Wireless, and AboveNet. SolidSpeed is also a member of the Content Alliance led by Cisco Systems.

SolidSpeed Management Team

The SolidSpeed management team is comprised of a group of highly skilled technology leaders, backed by an impressive slate of investors who are leaders in the Internet and technology fields.

Neil Dueweke - President and CEO

Neil Dueweke comes to SolidSpeed Networks from Perceptron, a publicly traded company specializing in process management solutions. At Perceptron, he served as Senior Vice President, Global Emerging and Industrial Markets. In that capacity Neil lead the entry into several new markets that resulted in a year-to-year revenue increase of 41%. He also established a business unit focused on software OEM sales and participated in the successful introduction of the company's first Internet product suite. Neil has more than 15 years of experience in the automation technology area specializing in new market development and strategy implementation.

Jon Zeff - Chief Technology Officer

Jon Zeff developed the original SolidSpeed solution. Prior to founding SolidSpeed, he was a Director at Verio (5th largest ISP and largest provider of web hosting), responsible for improving Verio's ranking in a critical Boardwatch Magazine backbone performance test from 20th to 3rd place and for developing other web hosting performance improvement systems. Jon is highly regarded in the Internet community as the innovative founder and President of Branch Internet Services, an ISP that he sold to Verio in 1997. Under Jon's direction, Branch had many firsts including first electronic commerce web site (the Branch Mall), first Internet greeting cards, first virtual web server and first provider of commercial DSL in Michigan. Branch was the primary supplier of web hosting services for numerous companies such as www.gateway.com and www.ameritech.com and developed early prototypes of a content delivery service and routing optimization software. Prior to Branch, Jon spent 10 years as a partner in a software development and consulting firm providing custom software for pharmaceutical research. He holds a B.S. in Computer Engineering from the University of Michigan.

Dean Massab - Vice President, Marketing and Sales

As V.P. of Sales, Marketing and Business Development, Dean is responsible for developing and implementing the customer acquisition and channel development strategies for the company's services. Dean brings over 15 years of high tech sales, marketing, and general management experience to SolidSpeed. Prior to joining SolidSpeed, he was a Senior Vice President for Perceptron, Inc., a publicly traded company (PRCP) specializing in process management solutions. As Senior VP and a board member of Perceptron Europe, he had general management responsibilities for the over \$55M worldwide automotive business unit. Dean also led the development and successful introduction of Perceptron's new web-based IPNet (Intelligent Process Network). Prior to this role, Dean was the V.P. of Business Development, where he took a leadership role in the execution of three strategic acquisitions.

Rick Crandall - Chairman

Rick Crandall is the founder and former Chairman and CEO of Comshare, Inc. a publicly-held international software company that he grew to over \$100 million in sales. He founded the company in early 1966 and in August 1970 became CEO, a position he held for 24 years until he became Chairman in 1994. Rick is currently Director and Special Advisor to the Giga Information Group, an Internet-based e-business advisory firm founded by Gideon Gartner, the founding CEO of the Gartner Group. Crandall is also a past President of the Information Technology Association of America (ITAA), the association for the computer software and services industry.

John Landry - Director

Recognized as an industry veteran and continuing leader in the development of software technologies and companies, John Landry currently serves as Vice President, Technology Strategy at IBM. John headed up the IBM-wide Internet Strategy Project, chartered by CEO Lou Gerstner in 1995 to set the agenda for IBM's Internet activities across the corporation. In his current role, John continues to evolve and communicate that plan, an integral component of IBM's e-Business strategy. Previously, John was SVP and Development/Chief Technology Officer (CTO) at Lotus Development from 1990 to Lotus' acquisition by IBM in 1995. John is credited with initiating, leading and evangelizing Lotus' original Internet efforts, including the revolutionary Domino product line. Preceding Lotus, John was SVP/CTO at Dun & Bradstreet Software, Cullinet Software and McCormack & Dodge Corporation. Landry also served as Chairman of AnyDay.com, and of Narrative Communications, a leader in the development of Java-based applications.

Investors

SolidSpeed has secured seed funding from a who's who of strategic investors including:

Arbor Venture Partners II -- Venture capital fund focused on e-commerce ventures

John Landry -- Former CTO of Lotus Development and e-business advisor to IBM

Gideon Gartner -- Founder of the Gartner Group and Giga Information Group

Kevin Kalkhoven -- CEO of JDS Uniphase

Bob Cook -- Former CEO of Systems Center and Managing Partner of Royal Wulff Ventures

For more information, contact SolidSpeed by phone at 800-461-6790, by fax at 734-997-7171, via e-mail at info@SolidSpeed.com or visit the website at: www.solidsspeed.com .

SOURCE: SolidSpeed Networks

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