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# 9/28/00 - SolidSpeed Vs. Akamai Called a Tie Says Web Hosting Magazine In Independent Head to Head Tests SolidSpeed Networks Holds Own Against Akamai

ANN ARBOR, Mich., Sep 28, 2000 /PRNewswire via COMTEX/ -- In the story of David and Goliath, lowly David slew mighty Goliath in one of the greatest underdog victories of all times. Almost as dramatic, SolidSpeed Networks, Inc. stepped into the ring against the mighty Akamai and walked away with a draw. (Article is available at [http://solidspeed.com/images/WH\\_09\\_00.pdf](http://solidspeed.com/images/WH_09_00.pdf))

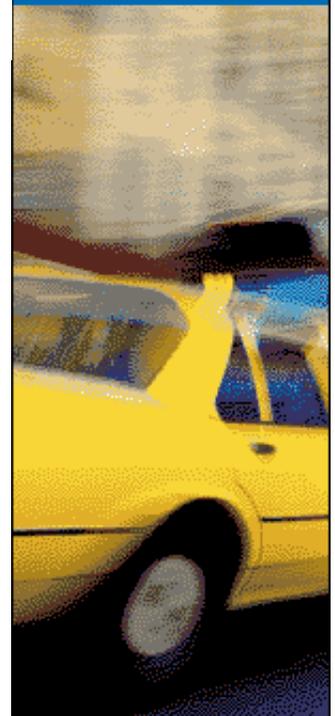
In its most recent edition, Web Hosting magazine compared the attributes of both Content Delivery Service (CDS) companies in six categories and declared a 3-3 tie. That takes on David-Goliath proportions because SolidSpeed Networks is a \$2.2 million shepherd while Akamai is a \$7 billion giant.

"To be able to match the leader in the CDS market in less than six months since the first employees were hired, with a fraction of capital invested speaks volumes about our technology and more importantly about our business model," says SolidSpeed CEO Neil Dueweke.

In comparing Chief Technical Officers, Web Hosting magazine gave the edge to Jon Zeeff of SolidSpeed over Akamai's Daniel Lewin. The analysis noted Zeeff is a "hands on the task" type building his second enterprise while Lewin is a "head in the books" type working on his fourth academic degree.

The magazine noted Zeeff founded Branch Internet Services in 1993, sold the company to Verio in 1997, and was responsible for improving Verio's performance in Boardwatch's backbone ratings from 20th to 3rd.

In comparing technology, Web Hosting gave the edge to Akamai who charges \$2,000 down plus \$2,000 per MB/second per month. SolidSpeed uses a "pay as you grow" pricing that starts at \$50 monthly. The magazine noted that SolidSpeed is capable of caching both



images and HTML documents while Akamai caches only images.

SolidSpeed was given the edge in security, primarily because Akamai has a security breach which enables hackers to enter its site from the back door and use services without paying and allows clued-in minors to circumvent filters to access pornographic content.

SolidSpeed also was given the edge for easy access for customers. The magazine noted: "SolidSpeed's business plan calls for heavy reliance on web hosting providers as a reseller channel. They're very eager to form a win-win relationship -- bandwidth conservation and extra revenue stream for you, market share for them."

In tests conducted by Keynote systems, Akamai was given the edge for faster downloads. However, Zeeff says the test results are distorted by two factors. Akamai's servers happen to be near Keynote's measuring points, making the test less indicative of real-world performance. "This is one reason we're developing Probester(TM) a new service using the computers of thousands of web surfers to more accurately depict the end user experience," says Zeeff. "Additionally, SolidSpeed accelerates both HTML and images, where others accelerate only images. After accounting for these issues, we provide performance demonstrably better than our competitors".

Web Hosting praised SolidSpeed for "being the only company to have even thought of providing CDS services for small to medium-sized businesses." Their conclusion: "Keep an eye on SolidSpeed -- finally, content distribution for the rest of us."

About SolidSpeed:

SolidSpeed Networks is a service-based Internet infrastructure company providing small and mid-size-business (SMB) Web sites significant performance enhancements. Customers typically experience 5x reliability and up to 10x speed improvement as well as the ability to handle spikes in demand. With its Content Delivery Network (CDN), 5-minute online sign-up process and revolutionary Web site performance-monitoring technology, SolidSpeed has acquired over 200 subscription customers since its initial commercial release on June 5, 2000. SolidSpeed Networks recently introduced a patent pending performance measurement technology, called Probester(TM). Based on the trend setting ideas incorporated in Napster and Gnutella, Probester will use the computers of thousands of web surfers to more accurately measure the performance of

web sites. SolidSpeed, Inc. has raised \$2.2 million in venture capital from investors such as John Landry -- IBM Vice President and former CTO of Lotus Development, Gideon Gartner -- founder of the Gartner Group and Giga Information Group, and Kevin Kalkhoven -- former CEO of JDS Uniphase. Arbor Venture Partners II is the lead venture capital fund. A second round of financing is in progress.

SOURCE SolidSpeed Networks, Inc.

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