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IBM To Offer SolidSpeed Networks Web Content Delivery Services; SolidSpeed Enables Web Hosters to Offer CDN as a Value-Added Service Overnight

11/17/00 10:49:00 AM

ANN ARBOR, Mich., Nov 17, 2000 (BUSINESS WIRE) -- SolidSpeed Networks, Inc. today is announcing that IBM (NYSE:IBM) Global Services, a world leader in Web hosting and integration has signed a reseller agreement for SolidSpeed Networks' content delivery network (CDN) services to serve its small and medium sized business clientele.

"Providing value-added services such as a content delivery service to our e-business customers allows IBM to differentiate itself from the competition," said Beth Feeny, director, global midmarket Web hosting, IBM Global Services. "Speed and reliability are two critical success factors for meeting the hosting services needs of small and medium business and SolidSpeed's technology will provide us an option for enhancing our offerings to this clientele."

SolidSpeed InstantEdge Partner Program

With the SolidSpeed Networks InstantEdge(TM) Partner Program, Web hosters can literally offer SolidSpeed CDN bandwidth overnight. Integrating the SolidSpeed CDN service into Web hosting packages is as easy as adding a checkbox to the web hoster's signup page. The program is designed to allow fast implementation with no capital outlay and no startup costs.

"This agreement with IBM is a significant step in building SolidSpeed's channel of tier 1 hosting partners," said Neil Dueweke, SolidSpeed President and CEO. "As a leading provider of global Internet services, IBM is uniquely equipped to bring content delivery services to a new set of customers - the millions of currently underserved small and medium sized businesses. Every business needs a fast, reliable Web site, and now IBM will be able to deliver an even more superior Web product to its clients."

The need for speed is critical in light of recent analyst findings. Zona Research reported that $4.6 billion per year is lost due to users abandoning slow Web sites. The Boston Group stated that 48 percent of Web visitors would leave prematurely because a site is running too slow.

About SolidSpeed

SolidSpeed Networks offers value-added bandwidth and services to web hosting providers, enabling them to dramatically improve the speed and reliability 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. 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 received venture capital from investors such Gideon Gartner -- founder of the Gartner Group (NYSE:IT) and Giga Information Group (Nasdaq:GIGX), and Kevin Kalkhoven -- former CEO of JDS Uniphase (Nasdaq:JDSU). Arbor Venture Partners II is the lead venture capital fund. A second round of financing is in progress.

CONTACT: Westwind Communications Scott Lorenz, 734/667-2090 slorenz@solidspeed.com URL: www.businesswire.com Today's News On The Net - Business Wire's full file on the Internet with Hyperlinks to your home page.

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KEYWORD: MICHIGAN INDUSTRY KEYWORD: COMPUTERS/ ELECTRONICS INTERNET HARDWARE TELECOMMUNICATIONS PRODUCT

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