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Business Wire

SolidSpeed Networks and Cable & Wireless Sign Edge Co-Location Agreement

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VIENNA, Va. & ANN ARBOR, Mich.--(BUSINESS WIRE)--Oct. 3, 2000--

SolidSpeed Networks to Deploy Content Delivery Servers Across Cable & Wireless' Global IP Network

Cable & Wireless [CWP](#), the global telecommunications group, and SolidSpeed Networks, the first company to dramatically boost the speed of viewing web pages from sites operated by small and medium-size businesses, today announced that they have signed a one-year agreement for the deployment of SolidSpeed's servers across Cable & Wireless' global IP network.

SolidSpeed will broadly deploy content delivery servers at strategic locations on the edges of Cable & Wireless' global IP network, thereby expanding the global reach of SolidSpeed's content delivery network.

"The deployment of SolidSpeed's servers at the edge of Cable & Wireless' global IP network ensures that SolidSpeed can deliver its customers' content more efficiently and to a wider audience," said Eric Dorsch, vice president of Web Hosting Product Management at Cable & Wireless. "Cable & Wireless owns one of the most robust backbones in the industry, and with this agreement, SolidSpeed will experience enhanced access to our network and customers on our network."

Under the terms of the agreement, SolidSpeed will deploy its servers in U.S. and international locations on Cable & Wireless' global IP network. In each location Cable & Wireless will provide Gigabit Ethernet connections between SolidSpeed's servers and Cable & Wireless' IP network, enabling enhanced performance of application delivery and end user experience.

"Cable & Wireless owns and operates one of the most robust global IP networks in the world," said Neil Dueweke, CEO of SolidSpeed Networks. "With the reach and robustness of Cable & Wireless' global network, SolidSpeed can leverage these strengths to deliver an improved end user experience." According to Zona Research, business web sites may be losing as much as \$4.35 billion per year due to long download times and web page failures. "We typically provide a web site with a 5x reliability and up to 10x speed improvement, thereby minimizing the loss of viewers to competitors," says Dueweke.

Cable & Wireless Edge Co-location is a new high-end suite of hosting solutions to meet the high-bandwidth requirements of broadband content providers and the needs of international carriers and Internet Service Providers (ISPs).

By providing co-location space in its major global IP network sites, Cable & Wireless will enable broadband content providers and Internet Service Providers (ISPs) to distribute content more efficiently by using its global IP network in order to deliver an extremely high quality Internet experience for their customers.

About Cable & Wireless

Cable & Wireless is a major global telecommunications business with revenue of over US\$14 billion in the year to 31 March 2000 and customers in 70 countries. Its operations around the world offer a full range of telecommunications services. Cable & Wireless' focus for future growth is on IP (Internet Protocol) and data services and solutions for business customers.

It is developing advanced IP networks and value-added services in the US, Europe and the Asia-Pacific region in support of this strategy. With the capability of its global IP infrastructure and its strength in key markets, Cable & Wireless holds a unique position in terms of global coverage and services to business customers.

About SolidSpeed Networks

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 [IBM](#) Vice President and former CTO of Lotus Development, Gideon Gartner- founder of the Gartner Group [IT](#) and Giga Information Group (Nasdaq: GIGX), and Kevin Kalkhoven - former CEO of JDS Uniphase [JDSU](#). Arbor Venture Partners II is the lead venture capital fund.

A second round of financing is in progress.

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