

## Turnkey Internet operating on cloud nine

By Diana Denner, Latham Life

**LATHAM** — Turnkey Internet Inc., a cloud computing system that provides information technology, allows companies to spend more time running their own business instead of worrying if their office mail server will be up and running March 14.

Technology is changing so rapidly that it is causing multitudes of shifts in the way a business needs to operate in order to stay up with competition, said Adam Wills, CEO and president of Turnkey Internet, Inc.

"In order to compete today a business needs easy access to the latest technology tools at an affordable price point," he said.

"Information exchange and the ways in which a business communicates with both its employees and its clients have to be immediate and accurate or you will be left behind."

Technology requires investment in both infrastructure and trained employees. "With cloud-sourcing, businesses are outsourcing a large portion of their technology needs to data centers and hosting companies," said Wills, a graduate of Rensselaer Polytechnic Institute with a B.S. in Computer System Engineering.

Since 1999, Turnkey Internet Inc. has evolved over the years to become a datacenter infrastructure and services firm that serves more than 7,000 clients in 30 countries across the globe.

A staff of 20 consisting of administrative personnel, sales and marketing, network engineer and customer support work together to provide their products and services.

"On a given day we will see a new client signup from Egypt to setup a political protest website, an international distance learning company broadcast via our web conferencing service to connect with students in Tokyo and the Colonie Chamber of Commerce right down the street sending out their monthly newsletter through our service," Wills said. "The internet is a true global marketplace and in this economy you have to reach a broad audience to thrive."

Turnkey Internet, Inc. experienced such tremendous growth last year with 67 percent over their revenue that they purchased the vacant US Post Office building in Latham. They are currently in the process of remodeling the 8,000 square foot building as a high-tech datacenter.

"That growth has caused a six month delay in our retrofitting plans for additional power service to be brought to the building," Wills said. "We anticipate filling this datacenter within three to five years, and setting up our next datacenter here in the capital region to expand further from there."

Prior to owning Turnkey Internet Inc. Wills was co-founder of Global 2000 Inc. in 1994. Global 2000 Inc. was acquired by [BiznessOnline.com](#), a multi-million dollar project that he oversaw from the architecture to the physical construction to the final installation of power/cooling and security systems. Although [BiznessOnline.com](#) was sold to VeraNet Solutions, a third party, in 2002, the facility had been completed in 1999 and was one of the most advanced state of the art facilities in the entire northeast region, Wills said.

"We used that facility as a central hub for [BiznessOnline.com](#) to update and consolidate all our data and network infrastructure to one central location here in Albany," he said.

At its simplest form, cloud computing is a green friendly cost effective way of providing information technology to businesses. Cloud computing is not a technology revolution, Wills said, but a business and process evolution.

"The cloud lets you take physical computers and software that traditionally would be in your home or office and replace them with lower cost green friendly virtual systems that reside in a datacenter and accessed over the internet," he said. "The green friendly environment of a properly run data center provides cost savings, while allowing the computing needs of a business to be more efficient, accessible and secure."

Once a new customer signs up through an automated online system to establish an account with Turnkey Internet, Inc., they receive instructions along with a video tutorial and training guides. Their system is designed for ease of use and quick access to information for both novices and experts alike.

"A CGI script is a piece of website code also called an application, that is designed to interact in some fashion (such as an order form, or database query) with a web visitor," Wills said.

"We have a step by step automated system once you login to your account that lets you auto install applications (CGI scripts) to do certain things (like a blog script, or image photo gallery script, etc)."

Turnkey Internet Inc. located at 175 Old Loudon Road, Latham can be reached at 783-1629. You can visit their website at [www.turnkeyinternet.com](http://www.turnkeyinternet.com).