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Radar Scope

AimNet Solutions

AimNet Solutions was launched in January 2001 as an MSP. The company has secured more than \$50 million in financial backing from William E. Simon & Sons, Mellon Ventures, ClearLight Partners, and North Atlantic Capital.

AimNet's first offering will be its Web-enabled Management Internetworking Service (MIS), which offers clients a set of flexible end-to-end architecture, design, implementation, and management options for their e-business e-business networks. MIS provides a set of features focused on secure IP networking, and it offers operations support packages that range from network monitoring and full fault management to performance and capacity management. The MIS Web-enabled portal provides customers with a real-time view of the status of their network, the ability to open and monitor trouble tickets, and access to real-time reports. MIS offers end-to-end management of network devices, as well as the transport and protocols to allow clients to connect multiple geographically distributed sites.

To help build the company, AimNet has acquired three networking technology firms: Alpine Computer Systems, a network professional services and managed network services company operating in New England; CNS Group, a network professional services firm focused on the New York Metro area; and Reese Web, a Florida-based network security and professional services business. AimNet says that it already has relationships in place with a number of technology partners, including Microsoft, Cisco, Citrix, and Checkpoint.

Over the next few quarters, AimNet will introduce a number of enhanced services that add new features and scalability in the areas of managed security, managed server, and managed VPN services. In addition, AimNet is evaluating technologies for the delivery of services in the areas of convergence, QoS, and directory services.

With MSPs cropping up faster than weeds these days, AimNet claims that it is different from the many other MSPs out there because it offers both design and implementation, as well as providing network monitoring and management that integrates managed security.

Edward Nalbandian, CEO (most recently a Managing Partner of AT&T's Managed Network Solutions Unit)

Robert Boles, Chief Marketing and Sales Officer (formerly CVP of Sales and Support for AT&T CGlobal Network Services)

Cosmo Alberico, Sr. VP and CFO (formerly VP of Finance and CFO for the international operations of the global telecom and ISP unit for Winstar Communications)

Laurence Cranwell, Sr. VP of Managed Network Services (previously a Sr. Dir. of Comm. Technology for Compaq)

William Strain, Jr., VP and CTO (previously a technology executive with AT&T)

Scott Willard, Group Executive and GM of New York Metro Region (founded CNS Group and former sales executive with IBM)

Robert Kenney, Sr. VP of Sales and GM of New England Region (formerly President of Alpine Computer Systems)

Ken Smith, VP of Human Resources (previously VP of Human Resources for Alpine Computer Systems)

Charlie Mantione, VP of Business Development (previously Director of Product Services for Managed Network Solutions for AT&T)

Andy Reese, VP and Network Security Practice Leader (founded Reese Web)



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