

## Background

SolidSpace, LLC is a leading provider of dynamic hosting infrastructure and client support that includes website, web application and database hosting, managed services, collocation and broadband services, and affiliate management programs. Our web collaboration application solutions such as instant messaging, podcast management and hosted customer management solution provide an industrial-strength backbone for all internal and external Web-based initiatives, such as intranets, extranets, and public facing web sites. Building and managing superior Web applications with SolidSpace's products and services unleashes the power of information within an organization, bringing together employees, customers, partners, and suppliers in a manner never achieved before. Through the software as a service format, users are empowered to easily maintain a powerful, interactive web presence that boosts visibility and customer attraction.

## Market

SolidSpace is committed to delivering world-class applications as a service over the web via their state-of-the-art data center. Rather than spending large upfront fees for licenses and implementation services to own technology, the Software as a Service model enables customers to pay a small amount up front and a monthly or annual subscription fee based on usage, users or customers, while SolidSpace handles the maintenance and performance concerns. According to IDC, the market for "software on demand" will experience 16.6%, compounded growth over the next 4 years to a projected \$10.7 billion in 2009, while perpetual licenses will decline in the same time frame. In a burgeoning market in its infancy, SolidSpace is well positioned to be market leaders in managing and delivering software as a service applications with years of experience serving millions of users around the world.

## Customers

Over 2,500 companies and millions of users worldwide are gaining competitive advantages, increasing revenue, decreasing costs, and providing better service by building real-time enterprise web applications with our products and hosting them in our state-of-the-art facilities. Our customers include some of the world's most recognized brands, such as, Meredith Corporation, Entercom Communications, British Petroleum, Wake Forest University and Southern Company in addition to supporting all of the customers utilizing any of our clients' applications delivered as a service.

## Partners

Microsoft, RedHat, Time Warner Telecom, Savvis, Electronic Clearing House Inc., SRS Plus, IPSwitch, Liebert, Caterpillar, Tivoli Software, Reflex Security

**Founded:** February 2003

### Headquarters:

111 North Chestnut Street  
Victoria Hall, Suite 200  
Winston-Salem, NC 27101  
336.201.5656 phone  
888.340.0020 toll free  
336.201.5657 fax

### Office Locations:

- Asheville, NC
- Atlanta, GA
- Boston, MA
- Chicago, IL
- Little Rock, AR
- St. Paul, MN
- West Long Branch, NJ
- Toronto, Canada
- Hamburg, Germany
- Poznan, Poland
- The Netherlands
- Singapore

### Key Executives:

Andrew J "Flip" Filipowski – Executive Chairman & CEO  
Jim Capps – President  
Andrea Rice – Executive VP  
Matt Roszak - CFO  
Red Maxwell - CMO  
Sherry Luper - Senior VP, HR

### Websites:

[www.solidspace.com](http://www.solidspace.com)  
[www.pendulab.com](http://www.pendulab.com)  
[www.affiliateshop.com](http://www.affiliateshop.com)  
[www.chatblazer.com](http://www.chatblazer.com)  
[www.instantengage.com](http://www.instantengage.com)  
[www.opinionware.com](http://www.opinionware.com)  
[www.solidware.com](http://www.solidware.com)

# Corporate Overview

## Products

### **Hosting and Managed Services** ([www.solidspace.com](http://www.solidspace.com))

SolidSpace offers premier services including Data Center Collocation, Managed Services, IT Outsourcing, Application and Database Hosting and high-speed Internet connectivity.

### **AffiliateShop™** ([www.affiliateshop.com](http://www.affiliateshop.com))

AffiliateShop is the second largest web-affiliate network with a powerful affiliate management solution including integrated ad tracking and a web-based survey tool.

### **ChatBlazer™** ([www.chatblazer.com](http://www.chatblazer.com))

ChatBlazer is a world-class enterprise chat and instant messaging solution enabling secure real-time text, audio and video communication.

### **InstantEngage™** ([www.instantengage.com](http://www.instantengage.com))

InstantEngage is a powerful web-based live chat software solution that allows businesses to engage with web visitors and existing customers in both sales and support scenarios.

### **SolidCasts™** ([www.solidcasts.com](http://www.solidcasts.com))

SolidCasts is an easy-to-use Podcast Management System that can help you easily upload, publish and manage your Podcasts. Fill out a simple form, upload the file and then place the link we generate for you on your blog or website.

### **SolidSLS™** ([www.solidsls.com](http://www.solidsls.com))

Small businesses need solutions for contact and customer relationship management, but most of the products are expensive and many features go unused. SolidSLS is a stripped down CRM with only the basic tools small businesses need to track and manage contacts, leads, opportunities and deals.

### **Solid Service. Solid Support.**

- Managed Hosting
- Collocation
- IT Outsourcing
- Web Hosting
- Database Hosting
- Email Hosting
- List Manager Services
- Wireless Broadband
- Chat and Instant Messaging
- Live Sales & Customer Service Chat
- Affiliate Management
- Podcast Management & Hosting
- Customer Relationship Management

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