

INFORMATIONWEEK

BUSINESS INNOVATION POWERED BY TECHNOLOGY

JAN. 29, 2001

AimNet Carves Its Niche In Crowded MSP Field

Network design and systems integration provider caters to midsize companies

By Larry Greenemeier

AimNet Solutions Inc. joined the crowded management service provider market last week but is trying to distinguish itself in several ways. The company will provide network design and systems integration in addition to standard MSP network monitoring and management. It also caters primarily to midsize companies and has an unusual background.

AimNet was created during the past few months through the merger of three existing services firms--Alpine Computer Systems, CNS Group, and Reese Web--and \$50 million in financial backing. Executives decided to spend about \$12 million on IT infrastructure and use most of the rest to acquire other providers. This let AimNet ramp up quickly, with 225 employees and about 800 customers.

Customized consulting and implementation work usually contradicts most MSPs' prepackaged, subscription-based services, but "AimNet is willing to

talk about its systems integration work," says Corey Ferengul, Meta Group's senior program director. AimNet's diversification should appeal to midsize companies in financial services, manufacturing, and retail that want to use fewer service providers, says Eric Goodness, Gartner/Dataquest's director for network and Internet services.

Emigrant Savings Bank hired CNS Group in 1999 to handle a Windows NT 4.0 rollout across the New York regional savings bank's 600 desktops. The transition from CNS to AimNet is transparent to Emigrant, says Steve De Maio, the bank's first VP of IT. The IT staff monitors its own desktops and network, but De Maio will consider outsourcing these functions to an MSP. Two AimNet consultants remain on site.

AimNet's managed internetworking services will be available in March. The average monthly cost is \$125 for network monitoring and \$200 for fault management.

 **AimNet Solutions**
empowering e-business networks

www.aimnetsolutions.com