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★ TurnKey now selling Internet access

The Business Review by Pam Allen, Reporter
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Web-hosting company [TurnKey](#) Internet in Latham, New York, is offering customers Internet access for the first time.

[Adam Wills](#), TurnKey's president and CEO, said the acquisition of KCNet Inc. in Kansas City, Missouri, gave TurnKey a new product to sell independently or bundled with its cloud-based, managed web-hosting services.

TurnKey's Broadband, DSL, dial-up and web hosting services went live last month in 38 states.

KCNet also offered some web hosting services, but the bulk of its business came from providing dial-up and high-speed broadband internet access to commercial and residential customers.

"KCNet is kind of the legacy regional powerhouse in Kansas City," Wills said.

The acquisition also opens the Kansas City market to TurnKey's managed web hosting, which is more advanced than what had been offered by KCNet.

TurnKey employs 16 at its offices and a [new 12,000-server data center](#) at 175 Old Loudon Road. Five new positions were filled in December and two more employees, who are starting next week, will bring the total number to 18.

Wills, a graduate of [Rensselaer Polytechnic Institute](#) in Troy, said TurnKey plans to add another five to 10 data center technicians as well as sales and customer service representatives over the next couple of years.

The acquisition is the company's third since its founding in 1999. TurnKey acquired web-hosting companies Voxwire Systems Inc. of Ohio in August 2009, and Host PC in Schenectady in January 2011.

Details of the recent deal, which closed in early January, were not disclosed. Wills said the acquisition was not announced until the services of both companies were fully integrated.

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