

Latham company expands data center, eyes new Albany area location

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While competing with Amazon to provide cloud-hosting services is a daunting prospect, [TurnKey Internet](#) is seeing rapid growth and adding 1,400 square feet to its Latham data center.

"I call us the brick and mortar version of the cloud," CEO Adam [Wills](#) said. "The reason the local clients like us so much is our location. We provide the same level of support as these big name companies but we do it right in your backyard."

The company started to add on to its 2,600-square-foot data center earlier in the summer and has also made five new hires in the past month, growing its staff to 20. The expansion of the data center is about a \$1 million investment, Wills said.

TurnKey provides data and web-hosting services and support. Its clients include the state's Department of Motor Vehicles, reel maker Hannay Reels, document management software company DocSTAR and, recently, Stewart's Shops.

At the same time, TurnKey is expanding with a location in California to offer cloud services and backup recovery. That's a smaller investment Wills said will be ramped up in the future. He also has an eye on some acquisitions in the next 18 months as smaller players in the industry face challenges.



DONNA ABBOTT-VLAHOS

Adam Wills is the CEO of TurnKey Internet in Latham.

“There’s an economy of scale in this industry, and the people that don’t own the infrastructure are getting squeezed out by Amazon and players like us,” Wills said.

The company owns the real estate its data centers are on and emphasizes the end-to-end service and support it offers. Wills said TurnKey's focus on energy efficiency, with solar panels and other design elements that result in zero carbon emissions, also keeps costs lower.

"We operate at a cost efficiency level far superior to our competitors," he said. "Those investments in green technology give us a leg up."

Besides expanding the current data center space and into California, Wills said the company will buy another building in the Albany area in the next two to three years. He wants space within 25 miles of Albany with good fiber optic connectivity. He said the search for that has not yet started.

Wills, 41, was an *Albany Business Review* [40 Under 40 winner in 2013](#). He graduated from Rensselaer Polytechnic Institute.

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