



Corporate Bios

Hosted**Solutions**

Rich Lee

Founder / Chief Executive Officer

Rich founded Hosted Solutions in June of 2001 and has led the company to become one of the fastest growing and profitable data center and managed services providers in the United States. Under Rich's leadership, Hosted Solutions executed a methodical growth strategy and strategically expanded the company's leadership position in the markets in which they serve through continued focus and unwavering commitment to delivering the best customer experience in the Data Center and Managed Services sector.

With over 20 years of passionate entrepreneurial experience, Rich has continued to innovate while keeping the company focused on strong business fundamentals and operating results. Prior to forming Hosted Solutions, Rich founded MPInet in 1996, which quickly grew to become the largest privately held ISP in Florida. MPInet was acquired in 1999 by Duro Communications, and Rich was responsible for acquiring, integrating, and managing over 15 acquisitions for the company.

Rich has led Hosted Solutions to a variety of industry accolades, including 4 consecutive Triangle Business Journal Fast 50 awards, a 2007 Inc. 5000 award, and was recently awarded one of the Triangle Business Leader's "Impact Entrepreneurs" in January 2008.

Rich holds a B.S. degree in Building Sciences from Auburn University and sits on the board of FISPA, the Federation of Internet Solution Providers and the Council for Entrepreneurial Development (CED).



Don Clow

Chief Technical Officer

With more than 20 years experience implementing and managing computer technology solutions, Don Clow possesses a wealth of practical experience in operating complex data center environments.

Prior to joining Hosted Solutions, Clow worked with several industry leaders. At @stake, a digital security consultancy, Clow built @stake's Mid South region into a multi-million dollar operation in just over 2 years. He brings 9 years of operations and management experience from both Interpath and MCI. While at Interpath, he was responsible for operations and customer support for Interpath's ASP, ISP and data services. At MCI, Clow ran data centers in Colorado, Illinois, Maryland and Virginia, providing the corporation's Internet, commercial and internal messaging services, switching more than 4 million messages daily.

He additionally spent 9 years with Digital Equipment Corporation supporting Digital's internal data centers and working within Digital's industry leading customer support center.

Brian Baker

Vice President Sales

With more than 14 years of experience providing clients technology solutions, Brian brings an excellent sales and sales management background to the Hosted Solutions team.

Brian joined the Hosted Solutions team as Sales Manager for Raleigh, NC and was promoted to Vice President Sales in February 2006. Prior to Hosted Solutions, Brian had an illustrious career with AT&T's Enterprise Sales division. Responsibilities with AT&T included sales of MPLS, E-VPN, Frame Relay, VoIP and Voice network solutions to key Fortune 500 accounts. Additionally, Brian held leadership sales positions while at NuVox Communications providing clients with integrated voice and data solutions. Brian began with NuVox as Manager of Sales and Development. In this role Brian was responsible for sales training of a 200 person sales force across 15 cities. As Sales Manager for NuVox, he led his team to great success and profitability for the Raleigh, NC market.



Christopher “Kip” Turco
Chief Operating Officer

Kip Turco serves as Chief Operating Officer for Hosted Solutions. In this role he is responsible for overseeing the company’s operations.

Before joining Hosted Solutions, Kip served on the Motricity executive team as the Senior Vice President of Operations and Engineering. While at Motricity, Kip restructured all engineering and operations elements to successfully scale the business from \$ 35 million to over \$100 million over a two year period while standardizing and centralizing critical business elements.

Prior to Motricity, he was the Director of Sales for the Mid Atlantic region of SunGard Availability Services, a provider of information availability solutions. As director of sales, Kip managed and led the sales activity for new and existing business accounts, developed account strategies, pricing, budget expenditures, customer satisfaction , and training. Prior to that he was a General Manager, where he was responsible for business profit and loss, regional sales and marketing, providing datacenter and managed services. Under his leadership, the Raleigh IDC constantly operated as one of the fastest growing and most profitable markets within the company.

Kip is a graduate of the United States Military Academy at West Point and was commissioned as an Infantry Officer. He later became a Platoon Leader and Rifle Company Commander with the United States Army for the 10th Mountain Division and 25th Infantry Division respectively.