AIT, Inc. Company Overview

Advanced Internet Technologies, Inc.
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Company Overview

Advanced Internet Technologies, Inc., (AIT) is a privately-held North Carolina based minority firm specializing in Internet based business solutions. Founded as a garage enterprise in 1996 by Clarence Briggs, a service disabled veteran (and minority businessman), AIT is one of the largest web hosting firms in the world, maintaining more than 200,000 active domain businesses for clients in 137 countries around the globe. AIT's core market is small to medium sized businesses that require private labeled solutions.

AIT has a fourteen-year track record of unblemished profitability, a major reason why AIT is the only hosting provider to have earned a place on the Inc 500 list two times.

AIT was founded with the commitment of providing our customers with the best possible solutions and services. Our core values and technology were built from the ground up and forged on the basis of putting the customer first. For over 10 straight years AIT has helped millions of businesses grow, improve and profit. Our vision is simple – put our customers first every single time and exceed their expectations at every opportunity. **AIT has followed a proud tradition with humble beginnings from a garage startup to a two time INC 500 Company. We work with projects of any scale, from small business to major companies such as Time Warner, Microsoft, U.S. Federal Government, United Nations, State of North Carolina, Department of Defense, Pizza Hut, Goodyear, Discover Radio and many more have benefited from AIT's products and services.** We exist to provide heroic customer service to our clients, and achieve this by reminding ourselves of our five core values each and every day.

In the past 5 years alone, AIT has taken significant steps to upgrade its technological backbone, improve its customer service department, and meet a self-imposed mandate of contributing to our hometown economy: AIT has:

- made a direct capital investment of $5,800,000 on its data and customer care center
- made a payroll investment of $22,000,000 dollars
- made direct purchases of $8,200,000 from state and local vendors
- generated more than $111,000,000 in revenue

AIT maintains a 93,000 Square Foot data center in our Corporate Headquarters in Fayetteville, NC. Our core business is web site and application hosting. We also provide software development, IT solution design, systems integration services, VoIP network design and implementation, networking, security, database applications and development of custom applications.

AIT is financially solvent and has never taken outside funding. The company remains privately-held, is not for sale, and has a fourteen-year track record of profitability.

Corporate Officers

Clarence E. Briggs, III founded AIT in 1995, and through his strategic vision and focus on customer service, the company has gone from a garage startup to one of the world's most prominent, privately held hosting providers. AIT has achieved 15 straight years of profitability as a two-time INC 500 company & three-time Deloitte & Touche award winner with no outside funding under Briggs. He is the recipient of several local and natio nal awards for economic achievement as an entrepreneur to include Entrepreneur of the Year for the state of North Carolina. He has served for several years on the Board of Directors for the Reeves School of Business and was a member of the Board of Trustees for the FTC College Foundation. . For several years, Briggs was on the board of the former Fayetteville Partnership, a community economic development agency. Prior to starting AIT, Briggs served as an infantry officer in the United States Army for 12 years as an Airborne Ranger, reaching the rank of major. His military service includes duty with the 82nd Airborne Division, 24th Infantry Division as a company commander, and the U.S. Army Special Operations Command. He is a two time combat veteran of Operation Just Cause in Panama and Desert Storm in the Persian Gulf. Briggs graduated with honors from the University of Nebraska/Lincoln. He later earned an M.A. in Strategic Studies and Public Policy Analysis from The Ohio State University and was also named the Distinguished Military Graduate. He has published several articles and a book on his Army experience in Panama. He speaks Mandarin Chinese and Spanish, and holds a secret security clearance. Hobbies include coaching wrestling, boy scouts, outdoor activities, and online gaming.

Michael J. Roberts is responsible for daily operations of AIT, including technical infrastructure and systems, customer support, sales, marketing, systems administration, engineering, and programming. Roberts is a graduate of Methodist University in Fayetteville, North Carolina where he earned a Bachelor's Degree in Business Administration. He began working at AIT in 1998 as a Customer Service Representative, and has moved to many different positions in the company through the years, including Customer Service Manager, and also Sales Department Manager. He also holds several technical industry certifications to include his CCNA, CCNP, MCP, COMPTIA A+, Network+, Security+, and Linux Certified Administrator. While at Methodist, Roberts played on the baseball team. He is a 2nd Degree Black Belt in Taekwondo. His hobbies include cycling, and traveling.

Bikash Roy, J.D., Ph.D., is AIT's Chief Legal Officer and General Counsel. In addition to heading the legal department, Bikash advises the CEO and Board of Directors on legal strategy and issues including corporate, employment, and intellectual property law matters. Bikash earned his Juris Doctor degree from the University of California--Davis School of Law, his Ph.D. from Rutgers University, and his B.A. (Hons.) from the University of Calcutta. Before taking on his current role, Bikash worked at noted law firms in the Triangle and in New Jersey representing institutional and individual clients. He recently won a ruling from the North Carolina Court of Appeals limiting the types of fees payable to court-appointed experts. His scholarly contributions include an article in the peer-reviewed *Journal of Peace Research*.

Richard Kirby is responsible for AIT's sales, marketing and customer service teams. Kirby grew up in Marion, Virginia and attend Virginia Tech and was a member of the Corps of Cadets and enrolled in the Army ROTC program, and held numerous leadership positions during his time in the Corp. Kirby graduated from Virginia Tech in 2005 with a Bachelor's Degree in Geography and was commissioned as a 2nd Lieutenant in the US Army. Richard's military training includes graduating from Armor Officer Basic School and Scout Leaders Course at Fort Knox and Airborne School and Reconnaissance Surveillance Leaders Course at Fort Benning. Upon completion of his military training he was assigned to 3-73rd

Cavalry Squadron, 1st Brigade, 82nd Airborne at Fort Bragg. Through his five and half years at Fort Bragg, Richard held several leadership positions. Richard began working at AIT in 2011 and has held several positions including Customer Service Manager. He spends his spare time riding bicycles and is President of the Cross Creek Cycling Club.

Overview of Products and Services

Approximately 80% of AIT's current revenue comes from private labeled solutions. AIT has released a steady stream of products in the past 18 months, answering a variety of customer demands and industry trends that speak to security, commerce, marketing, and convenience. AIT knows that web hosting solutions alone will not provide any partner with the products to be successful. AIT has a full product suite that consists of simple and complex technology solutions. We believe that these services provide a comprehensive toolset for technology partners can utilize to become successful.

1. Shared Web Hosting
2. Dedicated Fully Managed Web Hosting
3. Dedicated Managed Web Hosting / Colocation
4. Messaging and communication products
    a. Microsoft Hosted Exchange
    b. Conferencing Services
    c. Email Marketing Services
5. Domain Registration and Brand Management Services
6. Internet Access nation wide
7. E-commerce and payment solutions
    a. Point of sale
    b. Merchant Accounts
    c. Payment Gateways
8. Voice over IP telephony systems
9. Security and monitoring systems
10. Technology and Specialized Training in our Microsoft and Cisco certified training center.

Strategic Partners

AIT has been a Microsoft Certified Partner since 1999 and routinely works with Group Managers from the Office, Windows, and SharePoint divisions of Microsoft to help mold the new technologies. AIT was a Microsoft Certified Training & Education Center (CTEC) from 1999 through 2006. Working in conjunction with Microsoft, we have developed a streamlined four-week course utilizing Microsoft Official Curriculum, which allows AIT Acclaim students to gain the hands-on real world skills needed to pass the Microsoft Certified Systems Engineer battery of tests. In the early 2000, AIT was also selected by a team at Microsoft to host the bCentral SharePoint offering, which was SharePoint 1.0 at the time. Since then, AIT customers, and staff members have used all versions of SharePoint, and have even instructed members of the U.S. Military on the functions and features of Microsoft SharePoint offerings.

AIT has been a Cisco Certified Partner since 1999. AIT, with close proximity to Cisco's headquarters in the RTP area of North Carolina, routinely works with Cisco engineers on new technology such as Voice over Internet Protocol (VoIP) and new switching and routing equpiment. AIT's network is 100% powered by Cisco equipment.

AIT has been a Sun Certified Partner since 1999. Sun has positioned itself as a leading provider of industrial-strength hardware, software and services that power the Internet and allow companies worldwide to dot-com their businesses. With $15.7 billion in annual revenues, Sun can be found in more than 170 countries. It's stable 64-bit platform allows open source developers a Unix environment for ecommerce solutions and beyond. AIT utilizes Sun equipment since early 1998, and still utilizes Sun architecture today, both hardware and operating systems alike.

AIT has built a partner relationship with EMC over the last 7 years with their storage infrastructure technologies. EMC Corporation is the world leader in products, services, and solutions for information management and storage. We are a trusted provider of information infrastructure, helping organizations of every size around the world keep their most essential digital information protected, secure, and continuously available.

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