

EDITORS CHOICE

For Best Hosting Reseller Opportunity



Although they have been around for nearly five years and have exhibited at almost every ISPCON, there's a Canadian company providing all the back-end services to get you into the Hosting business that you may not have heard of.

Hostopia, Inc., who were recently voted as one of Canada's hottest startups by Profit Magazine, offers companies all the tools they need to be in the Hosting business and not have to worry about the technical aspects.

Their services, from the Premiere to Strategic plans have pricing that would make every CFO smile, and allow enough margins for everyone to make money.

Founded by Frank Nemanic, who foresaw the dot-com bubble bursting, he quit his job as a



Screenshot of Hostopia's W3 Control Panel

salesperson to launch the managed services company. His

vision was to provide all the back-end services required by any

hosting company, but to do so in a way that offered any Service Provider the tools to do so without having a huge learning-curve.

In fact, after Hostopia sets-up an account for their customers, they can be selling Hosting in a matter of minutes, not even hours. It's all done from their web interface which they call the W3 control Panel. Here you can manage all your customer's domains, bandwidth and services.

And they've rolled-out a whole new host of services and packages that make what they have to offer so attractive that anyone who is not currently providing web Hosting as part of their service offerings, is really missing the boat.

It's precisely because of their ease of setup and low-price

Canada's Hottest Startups

executive summary

#1 company

finance tips

5 mold-breakers

best business advice

championship teams

RANKINGS

1	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50

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Hostopia.com Inc.

www.hostopia.com

Toronto, Ont.

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Industry	Private-label Web hosting		
Chairman & CEO	Franc Nemanic		
Revenues	2001 US\$3,178,902	1999 US\$109,203	
Revenue Growth (%)	2,811%		
Profit Margin	loss		
Employees	2001 54	1999 3	
Financing	Owners, Friends and relatives		
Their Story	<p>Hostopia provides back-end Web and e-mail hosting to more than 200 Internet service providers and telcos from facilities in Toronto and Ft. Lauderdale, Fla. It also sells and hosts online-store applications for small and medium-sized retailers. Value proposition: "Hostopia lets companies offer Internet services without having to invest huge dollars in building the infrastructure, the people and the technology." Winner: Named "Best Private-Label Web Hosting Company" for 2002 by Web Hosting magazine. Pedigree: Hostopia's founding partners used to run online software distributor Tucows.com, one of the 15 most popular sites on the Net. Vision: "To be the world leader in my market within the next three years."</p>		

Screen shot of the listing on Profit Magazine's web site.

points, coupled with their completely user-friendly interfaces, for both you and your customers, that we have chosen Hostopia for our Editor's Choice, Best Reseller Opportunity Award.

Lest we should forget, you'll find their technical support staff not only responsive, but friendly and

able to solve all your problems. If you're wondering just how easy it is, hop on over to Hostopia.com and take a test drive.