News

Turnkey's multi-million dollar green data center unveiled

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LATHAM — A rooftop fitted with solar panels that provide up to 75 percent of the energy used to run the high-tech business it shields is something worth a double-take – and apparently also worthy of a pair of sizable grants because of its energy efficiency.

Turnkey Internet, housed at the site of a former US Post Office at 175 Old Loudon Road, recently unveiled a multi-million dollar data center that is perhaps one of the most environmentally friendly businesses in the area.

The 12,000-square foot facility has been home since Nov. 2011 to a business owned by Rensselaer Polytechnic Institute alum Adam Wills, and it provides hosted IT solutions and cloud computing services to businesses and individuals in more than 100 countries.

"Data centers use massive quantities of energy," said Wills, noting that the new facility consumes more than 1.5 MW electricity. "Without companies like us taking the initiative, studies have shown that by 2020 our industry will be as big of a polluter as the airline industry. By producing our own clean power on site, we've been able to double the size of our local workforce over the past 18 months."

National Grid and the New York State Energy Research & Development Authority (NYSERDA) awarded Wills a total of $183,000 toward the project in its design phase. And Turnkey in April was awaiting approval on hydropower from the Niagara Falls hydro project through Gov. Andrew Cuomo's "Recharge New York" power program.

An additional $375,000 in funding came from the Albany County Business Development Corporation's (ACBDC) Technology Acceleration Fund.

Wills, who earned a Bachelor's of Science Degree as a computer systems engineer from RPI in 1997 started another Internet business in the 1990s, which ultimately evolved into Turnkey Internet.

"In 1999 we were Information Technology consultants and since 2003 we've hosted Internet solutions," he said.

Wills must be doing something right. Turnkey Internet sales grew by 67 percent in 2010 and has experienced overall double-digit growth in the last five years. In fact, last year prior to relocating Turnkey to its present facility, Wills found it necessary to turn clients away.

"The main reason we decided to make this investment was to take the business to the next level. We had outgrown our space. But in order for that to happen in this new facility we would have to grow 12-fold," Wills said.

Wills discovered his business niche while a student at RPI as the field of Information Technology was blossoming. As an IT consultant, he realized that the demand for data centers would grow exponentially as more and more people came online.

"It is much more cost-efficient and cost-effective for most businesses and individuals to come to Turnkey Internet for their IT services," he explained. "We can provide the most up-to-date or newest versions of office software, can turn their computers into virtual desktops and provide web-hosting and even telephone systems at prices that are more affordable than if they went out and bought these services on their own. This lowers their operating cost significantly."

For example, if a potential client is running Windows XP or Vista on three computers in their home or business, Wills can upgrade all three to Windows 7 for one affordable price.

"We've achieved more global recognition. Innovative green technologies at our new facility in New York's Tech Valley have not only helped us become more environmentally responsible, but also placed us on the cutting edge as a cloud services provider offering low-cost, energy efficient green IT services and solutions," Wills said.

For more information visit **www.turnkeyinternet.net** or call (518)618-0999.

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