

SIMNET – Paper Edit

Ted DeVos - President

Here at Simnet we are an online hosting and services company, so our business is driven mostly for clients that want to connect to internet based services, so our primary goal is to offer high-end online services and facilitate in-house services for consulting ...

What we do is get an idea from a client as to how they want to use technology, what their end game looks like, and then we try to bring in various components to make that happen. Most of those components resolve around hosting, providing them high-end internet-based products that they probably couldn't afford, but because we have an enterprise system online, we can partition that and offer them a discounted price that's available to them.

Simnet has been here for two years now, and we are enjoying the Durham community and we are trying to grow further into the Durham community, so we are building a data centre here, which will give us a third point of presence for our business, which is important and it gives clients the ability to say, 'we have our service hosted in the community as well, so it is a nice offering to have.

Our business is the Internet, so it's one of the most important things we can have. In order to have the Internet, you have to have good power, so we're lucky to have both. So we have high-end fiber Internet connection here, over 100 megs of bandwidth, and we have good, reliable power, which is the two pieces that make our business success.

Our business wasn't initially in Whitby, it was in Toronto, and I used to commute ... and it was more convenient for me to not spend the three hours on the road to be in downtown Toronto, something more central and close to home, so I could enjoy my time at work, spend more time at work and more time with my family. It's a good balance.

Simnet is lucky to be between two exits on the 401. It's turn right or turn left and we're in Toronto within half an hour, which is convenient for us because a lot of our clients are in the GTA. And then we have a second point of access which is the GO Train, which is a really nice, relaxing way to get into Toronto. We can do work on the train and be at the data centre within 45 minutes, which is nice.

Part of the reason why I am in Whitby is I wanted to live close to where I worked. So when it came to hiring, I wanted to hire the resources that were like-minded, that didn't want to commute far distances, so when it came to hiring, I was pleased to find lots of IT people in the area. So it was a quite a challenge to pick who I wanted to work with because there were a lot of resumes that were brought in.

Most of our technology comes from our vendors that are in the GTA, but we were happy to find marketing companies and advertising companies local to Whitby that we built relationships with and we're using them right now and it's working out quite well. The prices are better than Toronto and the quality is the same or better.