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★ Google's plans for Kansas City prompt sale of local Internet company

Kansas City Business Journal by Alyson Raletz, Reporter
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An Albany, N.Y., web hosting company has purchased a local Internet service provider as a way to plug into business opportunities created by the Google Fiber project in Kansas City and Kansas City, Kan.

The coming of [Google Inc.](#) 's ultra-fast Internet network proved enough of a carrot for an Albany, N.Y., web hosting company to pick up a small Kansas City-area Internet service provider.

[Turnkey Internet Inc.](#) 's acquisition of North Kansas City-based KCNet Inc. closed Wednesday after a monthlong integration. Turnkey declined to disclose deal terms.

The acquisition allows Turnkey to enter the Kansas City market, which once the [Google Fiber network goes live](#) will have the types of business customers Turnkey is seeking.

Founded in 2003, Turnkey has shifted its focus to data center operations, specifically cloud-based solutions that need a lot of Internet speed to function properly. Those include web conferencing and other services.

Turnkey initially was interested in the broadband access KCNet sells customers in Kansas City, Turnkey CEO [Adam Wills](#) said. But Google's (Nasdaq: GOOG) presence helped seal the deal.

With Google's 1-gigabit network coming to Kansas City, Wills said the acquisition serves as a catalyst to provide direct cloud services to the business community.

"We got really interested because our

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product excels as you get more and more speed to the business premises," he said. "We can't live selling our products to people who don't have high-speed Internet."

KCNet's three employees have joined Turnkey's 18-employee team. Wills said he plans to hire more staff in Kansas City based on growth.


KCNet was founded in 1995.

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