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NEW ETC CLIENT SIGNS FIRST CUSTOMER
Hosted Solutions Draws Upon Background to Win Stegman & Company

-BALTIMORE, MD (12/02/08) – Hosted Solutions, Inc. (HSI), a full network hosting solution provider for CPA firms, announced today that Towson-based accounting firm, Stegman & Company, has successfully implemented Desktop as a Service. HSI recently became the newest affiliate of Baltimore City’s incubator, Emerging Technology Centers (ETC).

Desktop as a service offers several of the advantages of Cloud computing and makes it available through a familiar interface, the computer desktop. Through HSI’s portal, Stegman & Company employees access work through an internet portal accessible 24 hours a day and is totally managed and secured.

“For Stegman’s accountants, this means they will have access to office applications from anywhere anytime an internet connection is available, and will be equipped with consistent, timely software updates,” said Liz Gantnier, Director of Quality Control at Stegman & Company.

“We had considered other technologies, but found they could not meet our needs,” explains Gantnier. “The biggest differentiator we noticed with Hosted Solutions versus other hosting solution providers was their ability to translate the technology to CPAs and CPA to the technology.”

“We are thrilled that Hosted Solutions has signed their first contract and begun work with Stegman & Company,” notes ETC Executive Director Ann Lansinger. “The environment at the ETC is one that helps new companies move ahead as far and as fast as possible- it has been very exciting to watch Hosted Solutions mature so rapidly.”

“In the year we’ve been affiliated with the ETC, we’ve gone from only having the technology to being a viable company,” says Byron Patrick, CPA, Co-Founder of Hosted Solutions. “The ETC’s support and guidance has been critical in the launch of our business, so affiliation with the ETC simply makes sense as we create new customer partnerships and continue to grow our business.”

Co-founders Byron Patrick and Daniel Houle combined have over a decade of experience as heads of an IT department at an established accounting firm in the Baltimore-Washington region. Their experience on both the accounting side and IT allows them to close the gap that typically exists between an accounting firm’s needs and technology’s ability to deliver the right solutions.

About Hosted Solutions

Hosted Solutions provides Desktop as a Service for small to medium sized CPA firms. The Company offers both user support and technical support to enable effectiveness and efficiency for customers. For more information on Hosted Solutions, visit <http://www.goapps.us/>.

About the ETC (www.etcbaltimore.com)

The ETC, a venture of the Baltimore Development Corporation, is a non-profit business incubator focused on growing early-stage technology and biotechnology companies. The ETC promotes economic development, providing business, technical, and networking connections to help these companies grow and prosper – adding to both the job and tax base of Baltimore City. To date, ETC client companies have received over \$819 million in funding and have been issued nearly 200 patents. Since 1999 ETC has provided assistance to 153 companies. Eighty-three percent of its graduate clients are still in business.

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