



## WHERE ARE THEY NOW?

The 10 companies that made *Network World's* 10 start-ups to watch list for 2000 all continue to operate successfully. They've refined their strategies, improved product lines, extended their customer bases, forged strategic alliances and strengthened their financial positions. Two companies, Loudcloud and RiverSoft, went public, while Quantum Bridge filed a registration for its IPO. Most have received additional funding, save for ePeople (formerly NoWonder) and Network ICE, which say they're doing just fine on the revenue they're earning. They're all still interesting young companies worth keeping on eye on.

Company	Market	Funding status	Highlights of the last 12 months
<b>2nd Century Communications</b> Arlington, Va. www.2c2.com	Managed services	Raised \$75 million in fourth-round funding, bringing total to \$155 million.	Now concentrates on managed applications, e-commerce and voice services for small and midsize businesses in Atlanta, Houston, Miami and Tampa (fewer cities than originally planned); rolled out OfficeXpress, an outsourced desktop management service.
<b>Adero</b> Boston www.adero.com	Content delivery services	Raised \$72 million in third-round funding, bringing total to \$105 million.	Partnered with Inktomi and AOL to form Content Bridge, an alliance for cross-network content distribution; expanded the GlobalWise content distribution service to enable carriers, ISPs and Web hosts to enter content distribution market; partnered with resellers in Asia/Pacific, Europe and Israel.
<b>Bowstreet</b> Portsmouth, N.H. www.bowstreet.com	Business-to-business e-commerce	Raised \$112 million in third- and fourth-round funding, bringing total to \$140 million.	Signed on Fortune 500 customers, including insurers CNA and MetLife; formed a strategic alliance with Sun to integrate technologies and services; released Business Web Factory (formerly Web Automation Factory) Version 3.0, a compilation of commonly used XML components including wireless device support.
<b>Loudcloud</b> Sunnyvale, Calif. www.loudcloud.com	Outsourced Web operations	Listed on the Nasdaq March 8; reported \$15.5 million in revenue for the fiscal year, ended Jan. 31, 2001, and a pro-forma net loss of \$94.7 million.	Increased customer base from seven to 42, including Blockbuster, Britannica.com, Fannie Mae, Ford and Nike; forged strategic partnerships with Accenture, AOL and Oracle; rolled out Version 2 of its Opsware automation technology and new Opsware modules for performance-monitoring, user authentication, server clustering; expanded into Europe with offices in London, Paris and Munich.
<b>Network ICE</b> San Mateo, Calif. www.networkice.com	Security	Financials undisclosed, but company says it's remained cash-flow positive for the past five quarters.	Signed on more than 250 corporate customers and shipped 250,000 copies of BlackICE Defender; partnered with Nortel Networks on VPN security and CyberSafe on internal intrusion detection; updated existing BlackICE and ICEcap intrusion-detection software with major releases; pushed into enterprise server security with Gigabit BlackICE Sentry, BlackICE Guard and a Solaris server agent.
<b>ePeople (formerly NoWonder)</b> Sunnyvale, Calif. www.epeople.com	Online technical service and support	No investment funding since January 2000; says it doesn't need additional funding to maintain operations.	Evolved from tech support site for consumers to an online marketplace of IT support and services; increased its network of service providers to more than 20,000; created several co-branded support sites.
<b>Quantum Bridge Communications</b> North Andover, Mass. www.quantumbridge.com	Optical networking	Filed registration for IPO in December, but has not released pricing, share volume or date. Prior to the IPO registration, received \$102 million in third-round funding, bringing total to \$124 million.	Inked first two contracts; updated the QB5000 Optical Access Switch with full ATM switching, an OC-3 interface and an ATM/TDM gateway; forged strategic partnerships with a number of ATM integrated access device and broadband services equipment vendors, as well as an outside plant components and fiber vendor.
<b>RiverSoft</b> San Francisco www.riversoft.com	Systems and network management	Listed on the London Stock Exchange on Dec. 13; reported revenue of \$7.4 million for the fiscal year 2000.	Brought on at least 42 new customers, including Sun, British Airways, Deutsche Bank and Level 3 Communications; inked a deal through which Hewlett-Packard will integrate the Network Management Operating System (previously called i3 philOSopy) into the next OpenView release; partnered with Cisco for integration of NMOS and the Fault Manager application into future mobile wireless products; signed Intel as a reseller; expanded its Alliance Program with partners such as Predictive Systems, Cap Gemini and Callisma; joined the TeleManagement Forum, a global consortium of service providers and suppliers.
<b>SilverBack Technologies</b> Billerica, Mass. www.silverbacktech.com	Hosted network management services	Received approximately \$18.5 million in second-round funding, bringing total to \$25 million.	Signed on 25 subscribers to test or use its InfoCare network management application service; forged technology partnerships with companies such asBindView and RSA Security; named new CEO – Dan Phillips, formerly executive vice president and COO at Concord Communications; expanded InfoCare to support Solaris, Windows NT and more applications, such as e-mail, FTP and HTTP monitoring.
<b>Top Layer Networks</b> Westborough, Mass. www.toplayer.com	Enterprise switching	Raised \$25.7 million in fourth-round funding, bringing total to \$57.5 million.	Increased number of customers from 10 to 195, including Hewlett-Packard, EDS, University of Texas and NASA; forged alliances with security vendors, including Internet Security Systems and VeriSign; upgraded AppSwitch product line with 3500 series, featuring distributed denial-of-service attack defenses and other advanced functionality.