

Todd Grannis (right), CEO & Founder

A Wholesale ISP & Systems Provider

Started - Spring 1996

Full-Time employees - 15

301 NE 6th St., Grants Pass, OR 97526

(541) 955-6904

Our Greatest Success - "Developing and bringing to market ISP In-A-Box in 1998"

Visp.net is a locally owned and operated, traded sector company. They offer wholesale ISP connectivity and a complete back office systems solution for small independent Internet Service Providers through their ISP In-A-Box product line. They market their products to the entire U.S. through the Internet via their website at www.visp.net.

History

In 1989, founder Todd Grannis and his business partners took a small bulletin board service (BBS) called Public Data Network nationwide using packet-switched X.25 networks. They later co-invented Chatlink!, which had become the world's largest BBS chat network by 1993. When the Internet became publicly accessible in 1994, Todd and his partners bought one of Oregon's first Internet circuits and upgraded Chatlink! to use TCP-IP. In the spring of 1996, Todd developed the idea of offering wholesale, private-label ISP services through retail computer stores, enabling stores to have the presence of a full-service, facilities-based ISP without the extensive investment in equipment, circuits, and administration staff. Todd called this service "**VISP**" for Virtual Internet Service Provider, and thus the world's first wholesale ISP company was born.

Partnership with BDC

The BDC's Next Level Plan (NLP) counselors, Steve Spilker and Dave Ellison, met with **visp.net** ownership and management to review their corporate vision, as well as long and short-term strategies. To establish a basic business understanding of **visp.net**, the counselors worked with the management team, touring its facilities, attending sales and board meetings and reviewing financials. Impressed with how **visp.net** had generated considerable cost savings through application of lean principals, Next Level proposed that focusing on sales could lead to a marked improvement in revenue. The result of these refocused efforts, in Todd's words was, "We've just had a record breaking month. Some months we've had no new wholesale customers, and in our best month we got four new customers. But last month we got 10, worth tens and hundreds of thousands of dollars in contract value."

Looking forward, the NLP counselors plan on continuing to work with Todd Grannis and his team on potential new markets where **visp.net** can apply their existing technologies.

"Working with the SBDC has provided rejuvenated focus and new market and product possibilities."

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