

Made in Oklahoma: UpTime

■ **Address:** 2948 Via Esperanza, Edmond; officials located in Tulsa, Overland Park, Kan., and Baton Rouge, La.

■ **Web site:** www.uptime.net.

■ **Employees:** 15.

■ **Key executives:** Merrill Likes, president; Mark Rush, vice president of sales; David Byte, technical services manager; Rolf Strasheim, marketing.

■ **Founded:** 1980.

■ **Key services:** UpTime provides business services for clients centralized around their data. The company provides a broad range of data storage, data security, data movement and data management services. It features partnerships with Network Appliance, Overland Storage, Juniper Networks and Spectra Logic.

■ **Background:** Merrill Likes founded UpTime in

1980, and since its inception the company has helped clients keep up with the rapidly changing world of data collection and storage.

"UpTime has always remained focused on our customers and giving them the best and most dependable data solutions," Likes said. "At UpTime, we take time to learn about our customers' business. Our recommendations respect the investment."

Clients include Pre-Paid Legal, CapitalOne (formerly Hibernia Bank), Chesapeake Energy and ConocoPhillips.

UpTime also holds a contract with the state



Merrill Likes

of Oklahoma for data security equipment and has worked with almost 100 government agencies providing services in data security and accessibility.

UpTime delivers products from a variety of manufacturers, as well as providing on-site service for its clients, Likes said. "UpTime is an advocate for our clients — we aren't beholden to a single 'one-size-fits-all' product. We aggregate the optimal solution for our clients based upon their unique environments."

UpTime recently partnered with MIDCON to provide a state-of-the-art facility that ensures clients their data will be protected through any adverse event, whether it is weather-related or manmade, Likes said.

The company recently was named to the "Dynamic Dozen" of the VAR Business 500 industry award list, and had 2005 revenue of nearly \$20 million, Likes said.

Business Writer Jim Stafford