

ST. LOUIS POST-DISPATCH BUSINESS MONDAY

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Phil Horstmann

Title: President, founder of Ascent Corp.

Year Founded: 1998

Company address:
9666 Olive Boulevard, Suite 500, Olivette

Sales: \$4.6 million in 2002

Employees: 88, including about 60 in St. Louis

Key customers: Savvis Communications Corp., Reuters, Sara Lee Corp., Conoco-Phillips

Previous work: Paramedic, Co-owner, Horstmann Brothers of Creve Coeur



Phil Horstmann (right), president and founder of Ascent Corp., and Mark Moffett, critical systems engineer, look over the air-conditioning units for Savvis Communications Corp.'s data center in Hazelwood. The temperature in the building stays at 68 degrees to keep the computers running smoothly. Horstmann has built Ascent into a multimillion-dollar firm that specializes in advanced technology consulting.

TIME & PLACE

A chance encounter led Phil Horstmann to open what became a multimillion-dollar technology consulting firm.

BY CYNTHIA WILSON
Of the Post-Dispatch

Talk with the average entrepreneur and you might learn that part of his or her early success came from being in the right place at the right time.

Phil Horstmann, president of Ascent Corp., fits that category. Horstmann's big break came at a social gathering in 1998 when he met Robert McCormick, the founder of Bridge Information Systems Inc. McCormick mentioned that he was having prob-

lems with the back-up generators that cool the company's data center.

Horstmann was a paramedic and co-owner of a landscaping business at the time. He was looking to start another business around construction or

Ascent milestones

June 1998 Ascent Corp. is founded by Phil Horstmann.

February 1999 Ascent secures its first long-term critical systems management contract from Bridge Information Systems.

October 1999 Ascent breaks ground on its first supersecure data-hosting center for Savvis

Communications Corp. at 587 McDonnell Boulevard.

February 2000 Ascent adds information-technology consulting, project management and network engineering to its services.

January 2001 Ascent lands its first multiyear IT consulting contract with a San Diego based financial-services company.

August 2002 Ascent designs and deploys St. Louis' first wireless roaming campus at CityPlace, a 43-acre mixed-use property being developed by Koman Group in Creve Coeur.

January 2003 Ascent launches Streamline Intelligent Technology Outsourcing, a secure remote virtual IT infrastructure and management service for smaller companies.