

EchoStorm, a homegrown success story.

This is the classic success story of a guy with a unique product setting up shop in his garage with his brother.

The guy is David Barton. His brother is Jason, both local boys. The year was 2003.

"They built a 'better mousetrap.'" That's how Economic Development Director Tom O'Grady characterizes their invention. The "mousetrap" was peer-to-peer data delivery in near real time. The "better mousetrap" was that Barton built it faster and more secure, using any network. Nobody had delivered full-motion video quite like this before.

EchoStorm moved to the Hampton Roads Technology Incubator in Hampton with less than 1,000 square feet of space and a handful of workers. They benefited from mentors who guided them in the right direction. The U.S. Joint Forces Command (USJFCOM) was intrigued with their technology and became their client.

EchoStorm was off and running. They



Think on your feet: EchoStorm's *Adlib Product* allows near real-time delivery of video information for tactical, health care or entertainment purposes.

moved into Harbor Breeze Professional Center in Suffolk with about 6,000 square feet of space and grew their staff to 35 employees.

In September 2006, EchoStorm announced their next big move—into a 15,000-square-foot lab at the new Bridgeway Technology Center III in northern Suffolk's "Technology Corridor." "This project brings new capital investment of over \$4 million to Suffolk and creates 100 highly-skilled engineering jobs," O'Grady said.

EchoStorm has become a pioneer and innovator in the media distribution industry by winning some of the biggest contracts in video data delivery, providing technology for U.S. forces in Iraq. Also, Barton's company has found applications for its solutions across a range of commercial industries, including entertainment, health care and education. ■