



DEPARTMENTS



INVESTING IN THE REGION

By Debra Solomon Baker



DAVID BROWN
founder and president,
Datotel LLC

The keys to the executive washroom? A reserved parking spot closest to the entrance? The corner office with a panoramic view?

These have long been privileges reserved for chief executives.

But not if David Brown is running the show.

As founder and president of Datotel LLC, Brown has created an open working environment, where all voices are valued, where no employee, not even the boss himself, can boast about the size of



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Cover Story: The Lou's Got a New Urban Attitude



ULI's Young Leaders Group



Richard Ward & Dick Shepard

his or her workspace. Why? They are all identical. Brown would have it no other way.

Founded in 2004, Datotel is a carrier-class data center facility complemented with a full suite of information-technology services to manage technology systems.

The \$7 million, 30,000-square-foot collocation facility provides companies with a place to store data off-site, with disaster recovery services, and with options in case of a network outage. In addition to collocation, the company also offers managed services, proactive monitoring, and insourcing resources.

Prior to Datotel, Brown, 30, spent five years working in the United States and the United Kingdom as a consultant for Oracle, specializing in large-scale enterprise systems integration.

Now, Brown has been focusing on the expansion of services for both existing and prospective clients, and he anticipates the addition of at least 10 new employees (up to 40) by the end of the year.

More than anything, Brown is passionate about delivering high-quality services to his clients and expects those with whom he works to share that energy.

“On a daily basis, we have the ability to see the difference that we are making for our clients,” Brown says. “In a larger organization, it can be difficult to actually see how you have an impact.”

Passion is, indeed, one of Datotel's core values. Others include integrity, fun, teamwork, superior business value, and improving the community.

A native of Scotland, Brown never imagined that he would settle in St. Louis. However, he takes his commitment to this community seriously. Using his talents and resources to give back, he is an active board member of South Side Day Nursery and other non-profits such as St. Patrick's Center, Catholic Charities, and Kids in the Middle all benefit from Brown's expertise.

LEADERSHIP CIRCLE **INSIGHTS**

Architecturally, what is your favorite building in St. Louis?

“My answer is: The Villa Duchesne/ Oak Hill School twin towers. “Why?.” My answer: These twin Norman towers, built in 1929, embody the French Chateau influence with an image of strength and permanence that will never go out of style.”

Gil Bickel
Senior Vice President,
Morgan Stanley

“My favorite building is the Old Courthouse. The magnificent architecture combined with its historical significance make it an



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important part of our City.”

W. Patrick McGinnis
President & CEO
Nestlé Purina PetCare Company



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"The arch!"

Tracy Hart
President
Tarlton Corporation

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