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From the January 7, 2000 print edition

# Al Hirabayashi

39, Vice president, E-business SWAT Team World Wide Technology Inc.

Al Hirabayashi, formerly with Digital Equipment Corp. for 14 years, joined World Wide Technology in March 1997. Since then, Hirabayashi has developed an e-business strategy for the company that is projected conservatively to generate \$50 million in its first year of implementation -- more than 10 percent of World Wide Technology's estimated \$400 million in revenue for 1999.

Under his guidance, the e-business division has commercialized seven "solutions" products and has three business-to-business portals, or stores, up and running to serve the company's main markets: Telcobuy.com, for telecommunications customers; Fedbuy.com, for federal clients; and UCSource.com for the commercial market.

"I came to World Wide Technology to commercialize products in terms of e-business solutions. Going forward, there will be a more focused effort to make these portals stand-alone businesses and to drive more revenue through those stores," Hirabayashi said.

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The e-business products -- which are sold to customers and used by the company to serve customers -- already have spawned a whole division of developers, consultants and other specialists at World Wide Technology. Hirabayashi sees the e-business segment as the engine that will drive World Wide Technology to become a billion dollar company.

Hirabayashi earned an undergraduate degree in math and computer science and an MBA from Saint Louis University.

"The opportunity (at World Wide Technology) to be entrepreneurial and to utilize both my technical and business background was very exciting," he said.

Hirabayashi, who is married and has a 6-year-old son, lives in Chesterfield.



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