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From the January 7, 2000 print edition

# World Wide Technology doubles to \$400 million

[Larry Holyoke](#)

A slew of big contracts with phone companies helped [World Wide Technology](#) double revenue in 1999 to more than \$400 million.

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Joe Koenig, corporate vice president and general manager for the company, said he is expecting great things from telecommunications customers again in 2000. The company is aiming to reach \$600 million in business this year, he said.

Chief executive David Stewart founded World Wide Technology in 1990 as a reseller of computer gear. In the early days, 99 percent of revenue came from hardware, according to Koenig. But the company has been adding more value to the gear it sells.

These days, about 20 percent of revenue comes from the consulting and other services World Wide provides to its customers, and the

percentage is rising.

The company hired about 230 people over the past year, 75 percent of them computer consultants of various kinds, from network engineers to software developers.

"The plain value-added reseller business is becoming more and more competitive and margins are eroding, so we are trying to add more and more services," said Koenig.

In telecommunications, major new customers include Bell Atlantic, which spent \$60 million on World Wide Technology's hardware and services in 1999, and GTE, which spent \$50 million. Southwestern Bell signed a number of contracts with World Wide Technology, worth a total of about \$70 million. Altogether, about \$200 million in new telecommunications business came the company's way in 1999.



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That's not the end of it, said Koenig. World Wide hopes to grab more business this year with the phone companies springing up around the country to compete with Baby Bells in local phone service. Internet service providers are also spending fast to build up their networks, and the ISP are also looking at offering phone service.

Among local customers is Primary Networks, a fast-expanding phone and data communications company.


The company is also setting up Web sites to allow customers to both buy equipment and monitor projects World Wide consultants are performing for them.

For example, at FedBuy.com, buyers at major branches of the U.S. military can use their government-issued credit cards to purchase everything from PCs to additional memory, to cables. Contracts between World Wide and the military allow users to put in a password and use the credit card for purchases of up to \$2,500.

World Wide Technology had similar agreements with various Federal civilian agencies, such as the Department of Transportation and the Department of Agriculture.

But when World Wide is working on a major contract for a branch of the military, the customer can use a password to log onto the site and check into the project's progress.

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