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From the October 20, 2000 print edition

World Wide Technology boots up \$70 million deal

Contract with state could be worth up to \$100 million over year

[Larry Holyoke](#)

[World Wide Technology Inc.](#) has landed a contract worth an estimated \$70 million to \$100 million over the next year to to supply computer hardware and software to the state of Missouri.

Carl Medley II, buyer for the state of Missouri and administrator of the contract, said GE Capital IT Solutions, which had won the contract, asked for it to be re-assigned to World Wide. That request came as a result of restructuring at GE Capital, he said.

Medley said he's hoping to work with World Wide Technology to make it easier for state agencies to buy equipment under the contract and allow state agencies to do more of the clerical work of buying their equipment online.

"One of the things we are enthusiastic about is World Wide's past involvement in e-business," said Medley. World Wide took over the

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contract on Sept. 1. The contract will run through Sept. 30, 2001.

The state bought about \$36 million in computer hardware, software and services via the contract in 1999, said Medley.

Jim Mazzio, whose full time job at World Wide is to manage the contract, said the state's purchasing is likely to stay roughly the same in coming years. But World Wide, with the state's blessing, is trying to convince more municipalities and schools to buy via the contract, and via the password-protected Web site World Wide has set up.

In 1999, municipalities and schools bought about \$29 million worth of equipment, according to



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Medley.


World Wide, which is a re-seller of computer equipment, software and peripherals from numerous makers, was 14th on this year's list of the fastest-growing technology companies in St. Louis. Its sales doubled from 1998 to 1999 to \$413 million.

David Steward, chief executive of World Wide, said he expects all the order-takers that buy via the contract will use the new Web site at some point. They may not make payment via the Web site, but they may either start by getting a price off the site, or later check on the status of their order.

World Wide's experience getting Web sites to perform such functions for more than 30 federal contracts with the General Services Administration, was one reason the state was willing to go with World Wide, said Steward.

Mazzio, who oversees a staff of about 20 for the contract, said he hopes to increase sales of services, such as help getting computers set up and contract maintenance.

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