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IN DEPTH: TECHNOLOGY STATUS REPORT

From the September 24, 2004 print edition

Boeing, Microsoft, NASA sign on with World Wide Technology

Margaret Jackson

World Wide Technology continues to expand its business with new customers such as Boeing, Microsoft and NASA and new partnerships with companies such as IKON Office Solutions, EDS and Software Spectrum.

The company is projecting its 2004 revenue will exceed the \$1.2 billion in sales it recorded last year, said Bob Olwig, vice president of business strategy.

In June, the company acquired selected assets of ECS Technologies, including a contract awarded in connection with NASA's Scientific and Engineering Workstation Procurement III (SEWP) program. SEWP is a governmentwide acquisition program consisting of 23 contracts that enable purchasers to buy a wide selection of technology from Unix, Linux and Windows-based workstations and servers to peripherals, network equipment, storage devices and other products. Terms of the deal were not disclosed.

As IKON went through major expansions in the 1990s, it acquired some businesses it wanted and others it didn't, so it transferred the computer businesses it didn't want to World Wide. The companies now have a direct relationship with World Wide, which works with salespeople at each IKON office to provide computer solutions to customers.

Founded in 1990 by David Steward, World Wide Technology Holding Co. Inc. consists of two operating companies: World Wide Technology and Telcobuy.

World Wide Technology specializes in helping its government and Fortune 500 and automotive customers rapidly build and deploy information technology infrastructure, Telcobuy specializes in helping its

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telecommunications customers, including SBC, Verizon, BellSouth, Sprint, Verizon Wireless and Cingular, build and deploy information technology and network infrastructure.

Earlier this year, World Wide Technology was named the largest black-owned business in the United States by Black Enterprise magazine.

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