

# CLIENT PROFILES

## Westcon

If someone asked you to roll back the hands of time fifteen years, and then offered you a retrospective opportunity to pick a new career in any emerging industry of your choice, what would you choose to do? Probably something having to do with technology right? More specifically, you might even have suggested network technology. Well, this was the choice the three founding shareholders of Westcon made in 1985, and their story is awe-inspiring.

Started by three individuals out of Eastchester, New York, this wholesale distribution sales technology company has grown in size "like you read about". To put the rate of their growth in perspective, their first business location was in one of the founder's garage. A few years later, when McGuigan & Company conducted their first annual audit of the company in 1991, sales had already ballooned to \$14 million. The company had established success marketing and selling such products as Synoptics Communications, Eicon Technology and Madge Networks, leaders, at that time, in the field of network technology.

Over the years to follow, the company has been careful to align themselves with only premier manufacturers of network technology. This short list, which changes as technology breakthroughs occur, currently includes Cisco, Nortel Networks, Lucent Technologies and Avaya.

In 2000, the company's domestic sales exceeded \$1 billion. In addition, the company has expanded over the years to international locations in Canada, Asia, Australia, Brazil, Germany, England, Singapore and South Africa.

Despite the prestige associated with representing such an elite array of

industry leaders, the company's philosophy has always been customer, rather than product, driven.



In fact, when asked as to the keystone for Westcon's continued growth and success, John O'Malley, Chief Financial Officer, offered the following assessment, "our focus has always been anticipating the intricate needs of our customers. Technology products will always evolve in complexity and capability. Our customers know and expect that from us. In fact, our customers are well aware that the products we offer can be purchased elsewhere. However, we succeed due to the focus we apply on product support and the ability to give our customers an opportunity to work with, and understand, the products we sell, faster and more reliably than our competitors. We make their selling responsibilities easier, and that is what makes it worth their while to come to us over and over again".

McGuigan and Company continues to provide both domestic and international corporate tax planning and compliance services to Westcon and their affiliates throughout the world. In addition, McGuigan & Company is responsible for all consolidated federal and multi-state tax issues that arise in the ever-changing Westcon tax environment.