

**William Hurley**  
Chief Technology Officer  
Executive Vice-President  
Westcon Group, Inc.

Bill joined Westcon Group as CIO in April 2008. Bill's IT strategy centers on leveraging managed services, the cloud and virtualization in order to deliver cost-effective technology solutions while retaining the intellectual capital that gives Westcon its competitive advantage. In July 2009 Bill was promoted to Executive Vice President CTO and is responsible for all internal IT services for the company as well as setting Westcon's technical strategic direction. Prior to joining Westcon, Bill was a Managing Director with Marsh Inc. of Marsh & McLennan for 5 years, where he was Global CIO/CIO Americas responsible for Sales, Marketing, and Finance systems globally. In addition, Bill oversaw the development of Marsh's global internet, intranet and extranet presence.

In his career, Bill spent more than a dozen years working for Mercedes-Benz, including 6 years "out of IT" where Bill led the effort to design and build the Mercedes Call Center and subsequently managed Direct Marketing for Mercedes-Benz in the US. While in IT, he worked on systems for Warranty, Claims, Dealer Networks, Wholesale Distribution, and Relationship Marketing. After Mercedes, Bill spent some time on Wall Street, working for Gruntal, LLC, building a global odd-lot bond trading platform. Gruntal was the largest holder of odd-lot bonds in the world. Just prior to joining Marsh, Bill worked for 3 years as Partner-Midwest Region for the management consulting organization Peppers and Rogers Group. Peppers and Rogers Group was one of the originators of many of the business concepts that became known as CRM. Bill was responsible for advising CxO's on improving business processes and profitability through detailed analysis of the firm's relationship management and product management processes – focusing on its existing customer base. Some of the clients he advised included Ford Motor Co., US Postal Service, AT&T Wireless, and ExxonMobil.

Bill received his undergraduate degree in Computer Science from SUNY Albany and has an MBA in Finance from Fordham University. He lives in New York with his wife and 2 children.