

BUSINESS PROFILE

Hinsdale firm is proof that big things come in small packages

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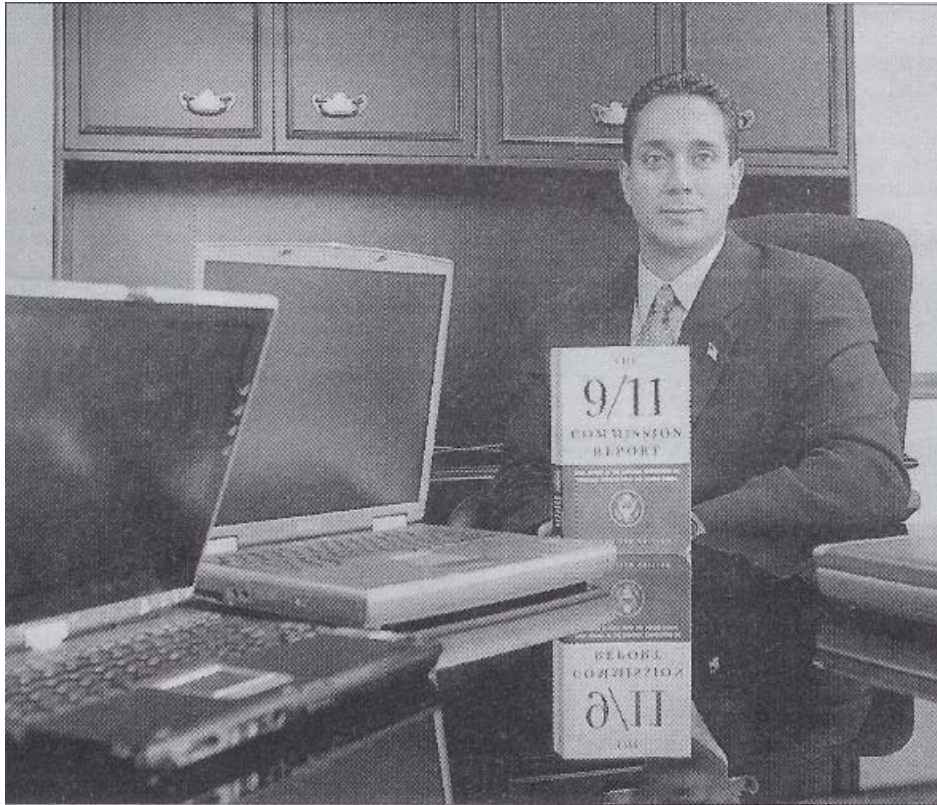
EWSolutions is a big operation housed in a relatively small office on the third floor of 15 Spinning Wheel in Hinsdale. Fitting big things into small, accessible spaces is the reputation of this company, a world leader in data warehousing and meta data management.

"We're known all over the world as the top expert in the field," said David, Marco, president and owner of the firm. Marco explained that today's companies are required to obtain and hang on to huge amounts of data. His company's job is to take that data — numbers, names, dates and figures — and design a system that turns it into useful, accessible information. Marco said it's something every company can use.

"Meta data is turning data into information. That's a huge issue today," Marco said.

One of Crain's Chicago Business' 40 Under 40 list of young leaders in 2004, Marco has enjoyed much success since earning his master's of business administration from DePaul University. The Crain's report compared Marco to Melvil Dewey, inventor of the system still used for keeping track of books. EWSolutions, short for Enterprise Warehousing Solutions, has developed ways to keep track of the kind of information we keep today.

The Hinsdale resident spent years working for other consulting companies before establishing his own in 1997. Since then he's built a client base that reads like the Fortune 500 and includes the FBI and the U.S. Department of Defense. The development of central database to keep track of the military's \$85 billion in supplies has been in the works since 2002 and involves linking information gathered and stored on 3,000 different computer systems.



David Marco of Hinsdale, 36, is president of EWSolutions and one of Crain's Chicago Business' 40 Under 40. The list of young leaders includes people in business, health care and politics who are considered rising stars in their field. (Doings photo by Mike Johnson)

From nuts and bolts to planes and tanks, the EWSolutions plan lets the government know where its supplies are all over the world. It's the firm's biggest undertaking.

Another big job came after 9/11. The FBI needed a way to link and access its vast amounts of information to protect the country from terrorism. After a yearlong search, the FBI hired EWSolutions for the job.

"Before 9/11, the FBI was largely reactive," Marco said. The system designed by his company has helped the FBI become proactive in its approach to terrorism. "We've effected a lot of change."

Marco said he only hires people

who will take care of his clients and design for them the warehousing applications that will fit their needs.

"We build the system," Marco said. EWSolutions experts then train the client's staff to use the system in order to leave them with a relatively simple means for organizing huge amounts of information.

Most of the 35 people who work for EWSolutions are technical consultants with proven track records in the data warehousing field.

"I hire only the best," Marco said. There's also a sales staff and office support. EWSolutions is growing quickly, but no matter how large the company becomes, Marco said he has

no plans to leave the Chicago area.

"This is home. Chicago will always be my home," said Marco, who was born on the city's southwest side.

Marco, who moved to Hinsdale a couple of years ago with his wife, Melinda Kollross, moved his company to the village about a year ago. He travels the world speaking about his area of expertise, and his corps of data warehousing experts spends a lot of time traveling to clients' places of business. Hinsdale's proximity to O'Hare and Midway airports makes the village a good choice. And Marco certainly can't complain about his commute to the office.

He's simplified that, too.