

## Toshiba America Boss Adds Duties in NC

TECHNOLOGY: Takes on oversight, board seat for TGCS  
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Scott Maccabe

Scott Maccabe will oversee a big strategic shift that aims to leverage two of Toshiba Tec Corp.'s largest U.S. business units under a new leadership role.

The 13-year company veteran, who serves as president and chief executive of Irvine-based commercial electronics products marketer Toshiba America Business Solutions Inc., was tapped by Japanese brass to take on the same roles for Toshiba Global Commerce Solutions Inc., which specializes in point-of-sale systems for retail.

"We have an immense opportunity," Maccabe told the Business Journal three days into the new job. "It's been a whirlwind."

Maccabe also will take a board seat at TGCS.

He replaces Steven Ladwig, who held the post top post at TGCS since 2012. That's when the unit was formed after Tokyo-based Toshiba Tec's \$850 million acquisition of IBM's Retail Store Solutions business.

Toshiba Tec is publicly traded on Japan's Nikkei exchange and posts annual sales of more than \$5 billion. Toshiba Corp., which posted sales of nearly \$64 billion last year, is its primary stockholder, with about a 51% majority stake.

Aligning resources, supply chain, and sales channels of two distinct units that have served separate customers for years will be a challenge for Toshiba America and TGCS.

"More synergistic activity between the two companies and leveraging those synergies of both those organizations really allows us to have broader reach of our products," said Maccabe, who plans to split his time between Irvine and TGCS' headquarters in the Research Triangle near Raleigh, N.C. "That exponentially increases our exposure and ability to bring solutions to those market segments."

TABS is among OC's largest private companies, with about \$1 billion in annual sales. It employs 2,700 companywide in more than 100 U.S. offices and a toner plant in South Dakota. The unit has long served small and midsize businesses with its suite of scanners, printers, copiers and digital displays, among other products. It has some 165,000 U.S. customers.

TGCS sees more than \$2 billion in annual sales and targets Fortune 500 companies. It employs about 2,300 companywide and has operations in 44 countries.

Maccabe confirmed that the management change had been in the works for the better part of a year and had nothing to do with a recent shake-up at parent Toshiba Corp.'s Tokyo headquarters.

"It wasn't a reaction by any means," Maccabe said. "It was more about proactive planning."

An accounting scandal and recent disclosures that senior management overstated profits by some \$1.2 billion over seven years has rocked one of the most established consumer electronics brands in the world. The public fallout led to the resignation last month of Chief Executive Hisao Tanaka, Vice Chairman Norio Sasaki and eight board members.