

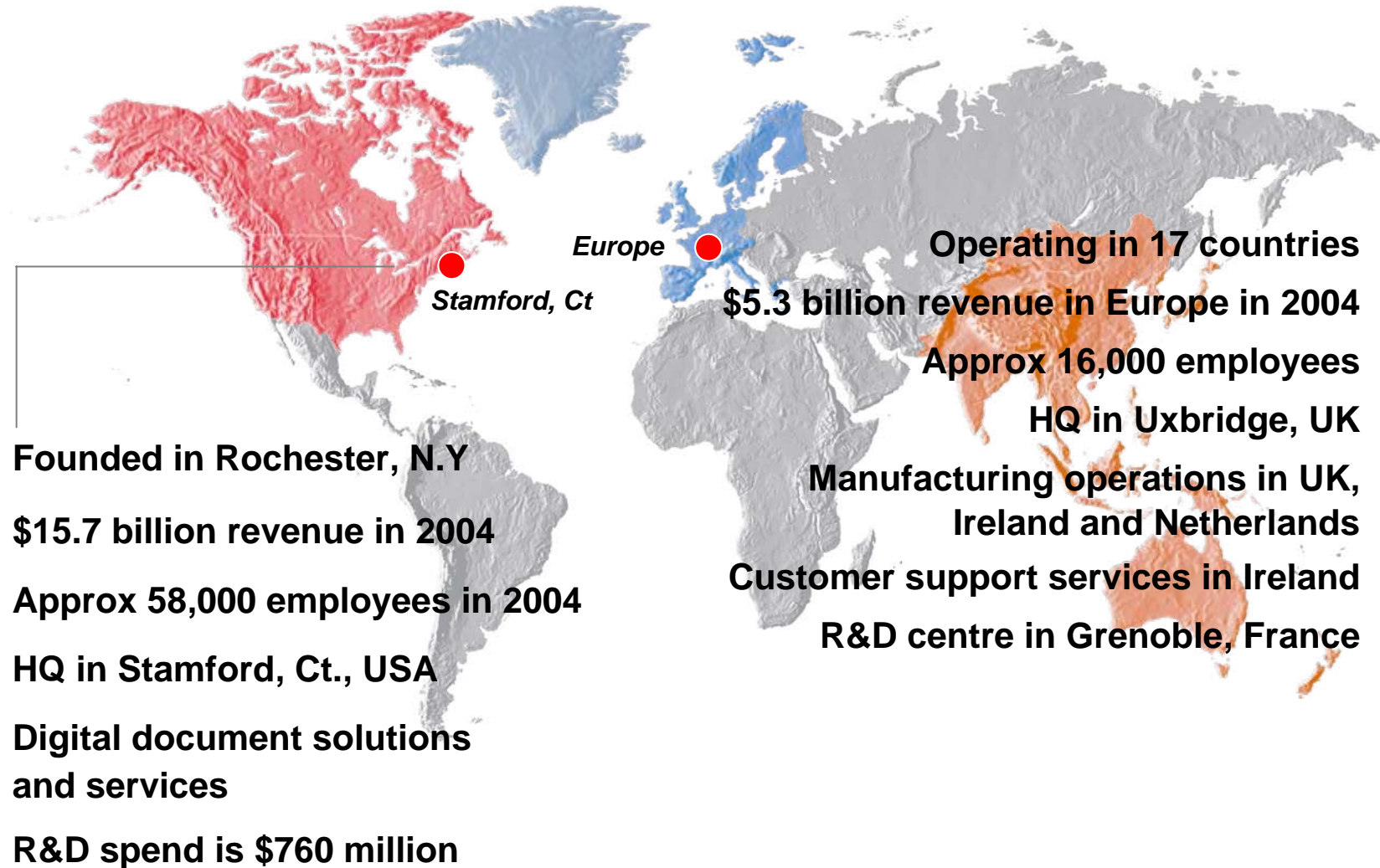


Xerox in Europe

Julie Sparks, Xerox Europe, Office Group

A global company

XEROX®



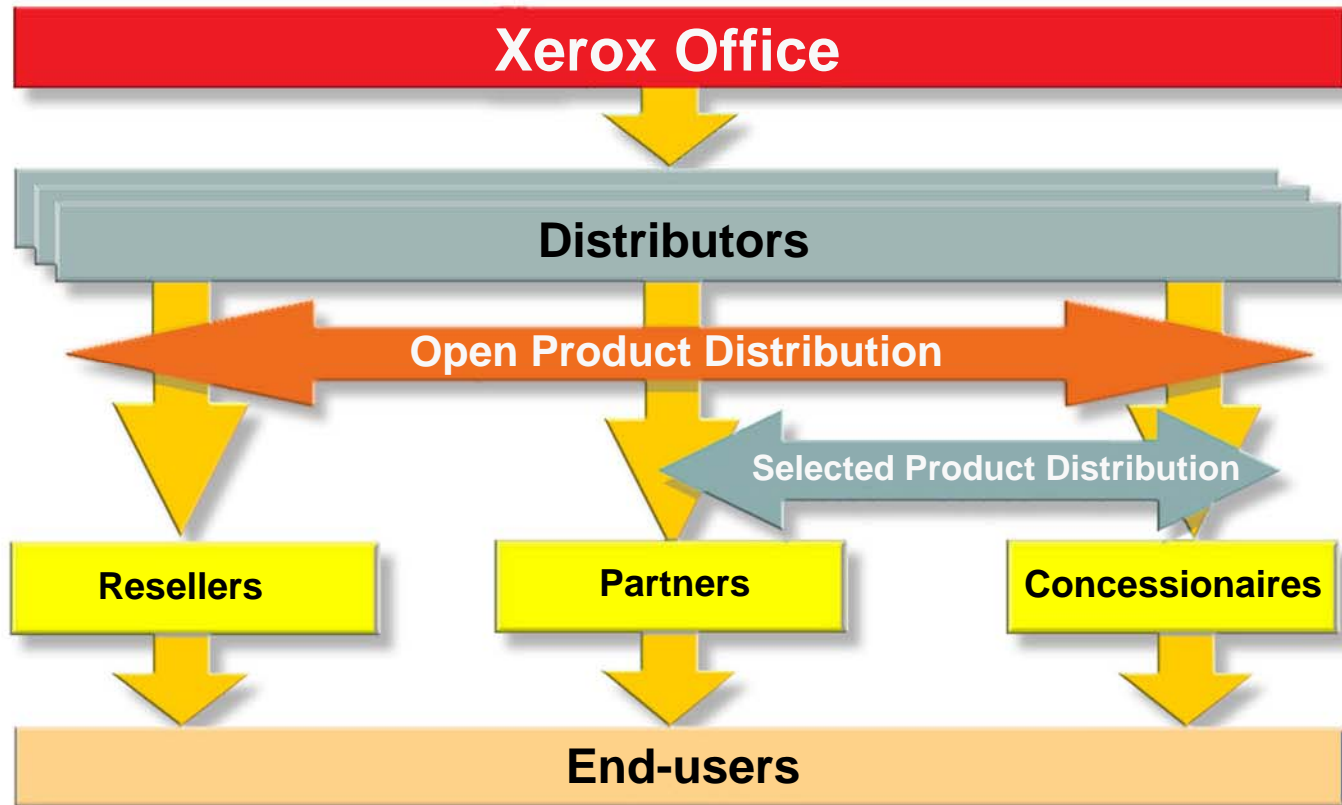


- 900 employees
- Multi billion €business
- SMBs = 75% of Office's market
- 90% of all Office revenue via our channel
- 3000 corporate accounts
- 8000 channel partners



Two tier distribution model

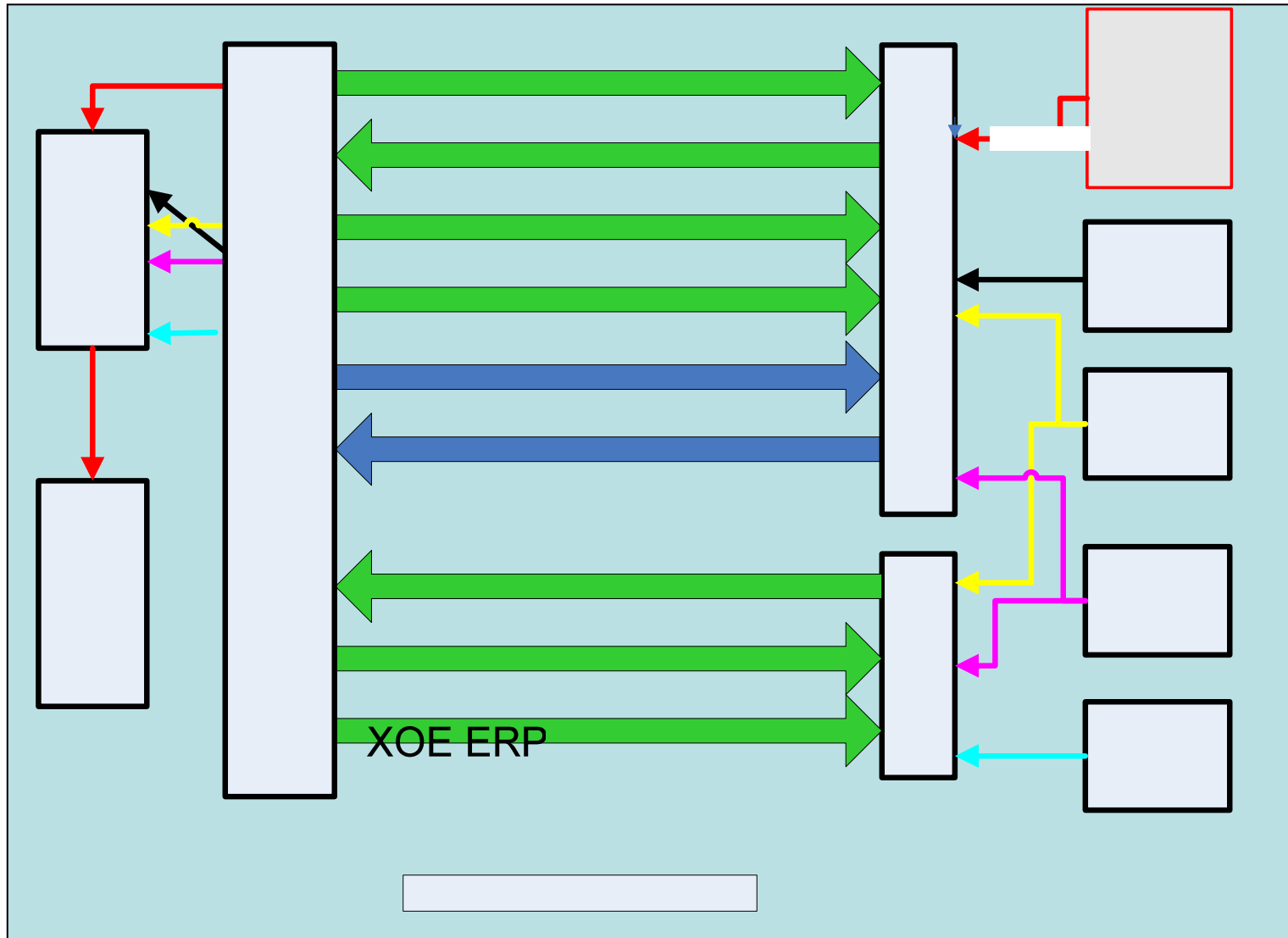
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Channel access to selected products via accreditation

Xerox Office Europe - EDI Programme

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Price

Sale

Order

Shipping

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