

CEO Commitment to the Xerox Minority/Women Supplier Diversity Program



A Message From Ursula Burns

“This program is about opportunity for suppliers, for Xerox, and –ultimately—for our customers who benefit by being offered the best possible quality at the best possible price.”

Xerox Corporation is committed to purchasing products, supplies, and services from qualified minority-owned and women-owned businesses. The Xerox leadership team and I fully support this commitment. We realize it will mean increased efforts in identifying and qualifying new suppliers rather than drawing exclusively from our current supplier base. There are several reasons why Xerox is committed to supporting minority- and women-owned businesses.

First, the Minority/Women Supplier Diversity Program represents an opportunity for Xerox. Any corporation that wants to stay competitive must constantly seek new markets, new technologies, new products and new alliances. The energy and creativity provided by young, expanding firms could make them valuable business alliances for Xerox through their ability to quickly adapt to specific business needs. It makes good strategic sense to form alliances with new and promising businesses.

Second, the Minority/Women Supplier Diversity Program provides the access to support the efforts of federal, state and local governments to promote business opportunities for minority-owned and women-owned business enterprises. This is a strategic business decision for gaining market access, growing our current base and pursuing new business through broader supplier participation.

Third, the Minority/Women Supplier Diversity Program provides supplier-sourcing opportunities for qualifiable minority-owned and women-owned businesses. The goal of the program is to facilitate minority and women suppliers to enter the global economic environment and assist them to compete successfully with quality performance at competitive prices.

This program is about opportunity for suppliers, for Xerox, and—ultimately—for our customers who benefit by being offered the best possible quality at the best possible price. Because we believe that quality suppliers are a crucial part of that objective, the Minority/Women Supplier Diversity Program has our complete support.

Sincerely,

Ursula M. Burns
Chief Executive Officer
Xerox Corporation