

To  
Distribution

From  
James S. Campbell

Xerox Business Systems  
El Segundo A3-71/1345

Subject  
XBS Organization

Date  
October 13, 1978

Consistent with our recent decision to realign the organizations of the former Office Systems and Data Systems Divisions, I am pleased to announce our organizational plan and alignment along with remaining appointments. These changes are effective immediately.

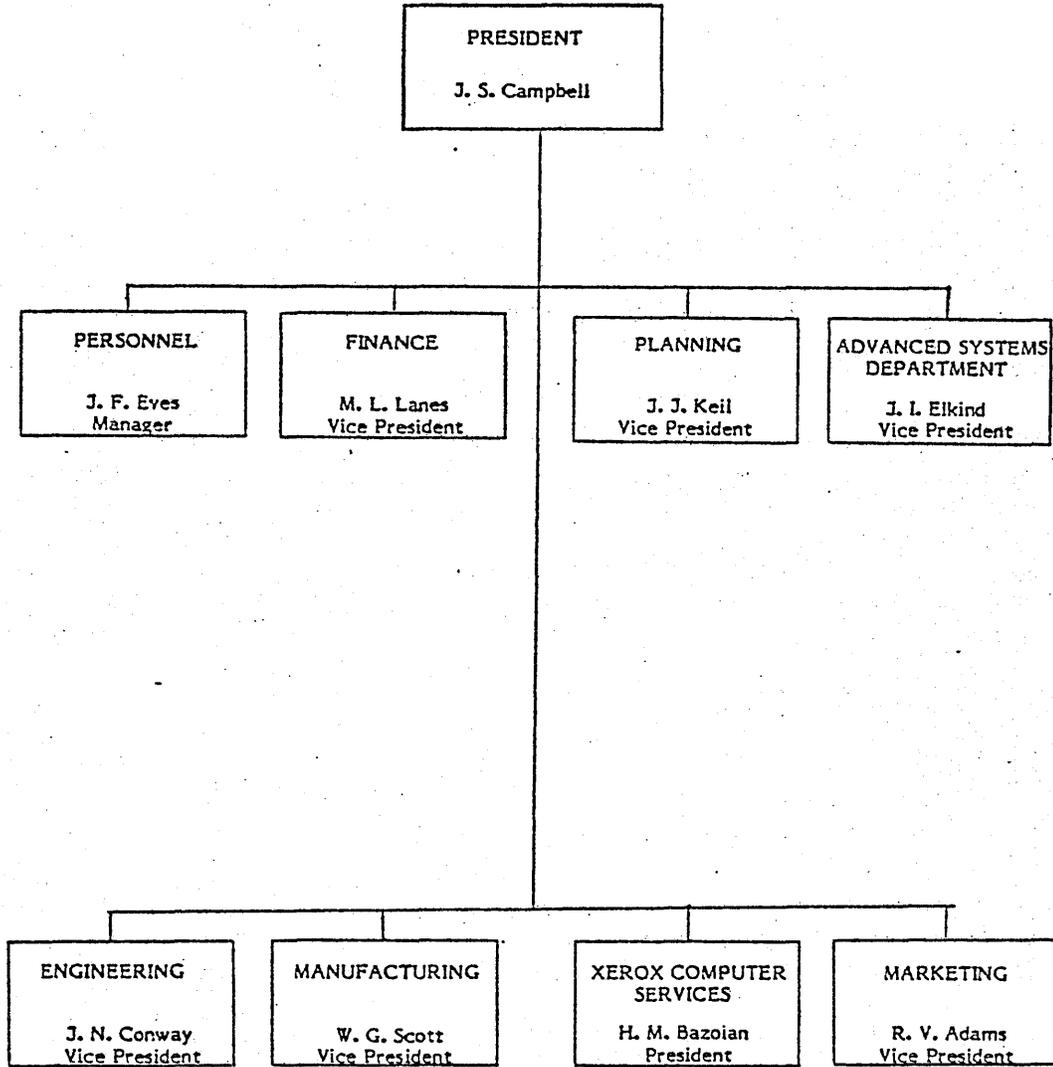
Specific management direction applied in aligning the new organization is summarized as follows:

- El Segundo is the Xerox Business Systems Headquarters.
- Activities will not relocate to El Segundo except where essential to longer term planning for the total business, or where major advantages in efficiency can be obtained by consolidation.
- Present strategic business areas (e.g., Communications, Document Creation, Electronic Printing) and; individual product lines will continue to be separately identifiable and measurable on a profitability basis.
- Marketing organizations remain in Dallas and El Segundo and have distinct product missions for currently announced products. Field marketing support and services to support this responsibility will report within each location.
- Marketing planning for future products, as well as some centralized staff support, are located in El Segundo to ensure a comprehensive and integrated implementation of the XBS strategy in the marketplace.
- Data Systems and Office Systems field organizations remain unchanged, reporting through their respective National Sales and Service Managers.
- Engineering and Manufacturing activities remain in Dallas and El Segundo with each location having distinct product missions. These missions will include both current and future programs.
- Personnel, Finance, and Administration remain at the Dallas and El Segundo sites and are aligned to provide direct support to the line organizations.

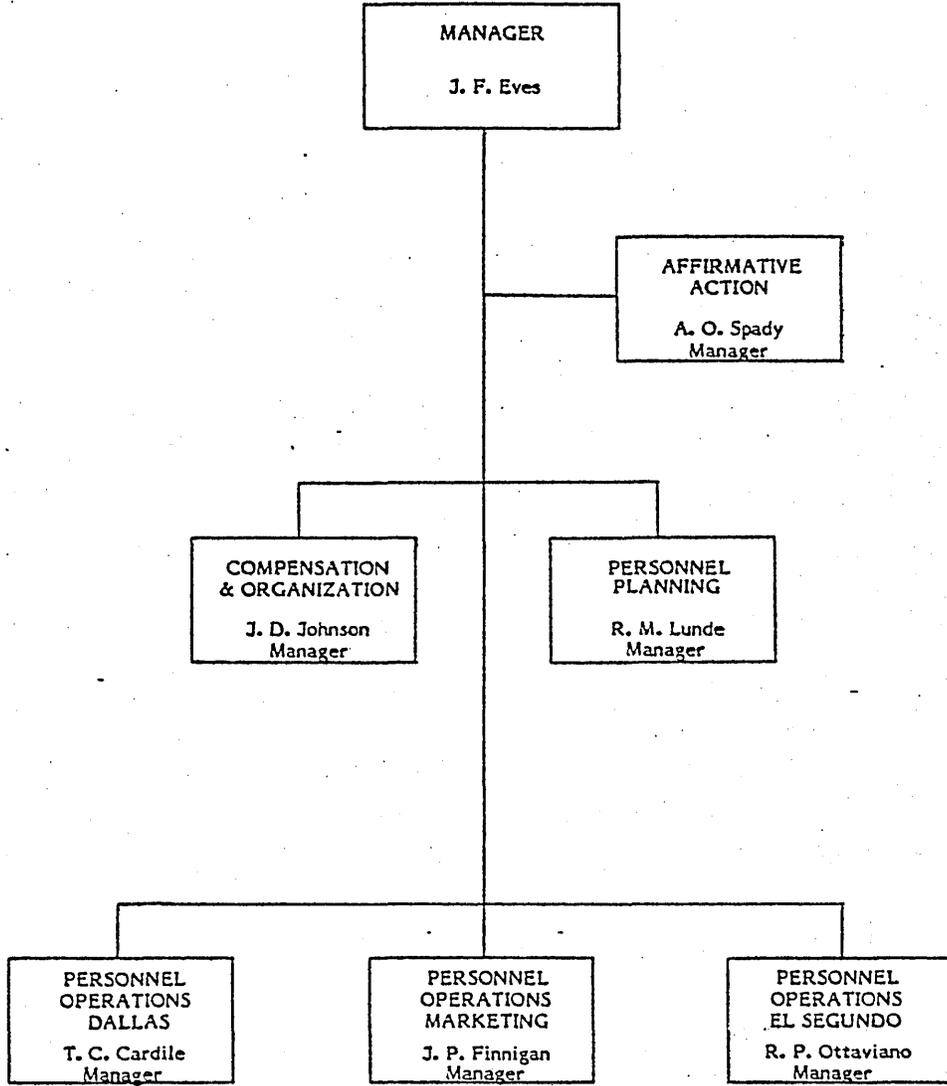
Organization charts reflecting key appointments for each department in XBS are attached. A more specific definition of responsibilities will be announced as appropriate by each department.

Please join me in wishing and working for the success of these people in their assignments.

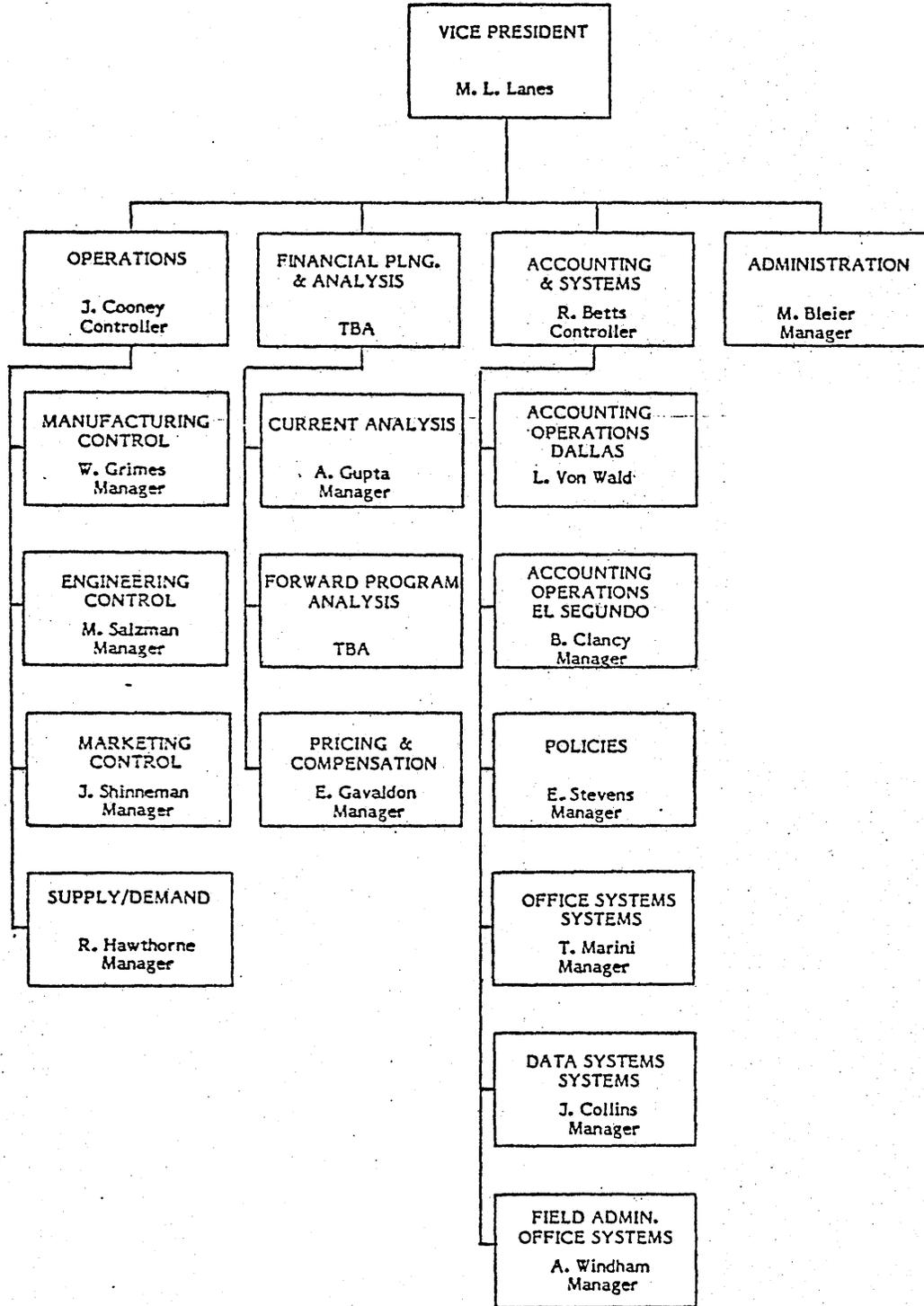
XEROX BUSINESS SYSTEMS



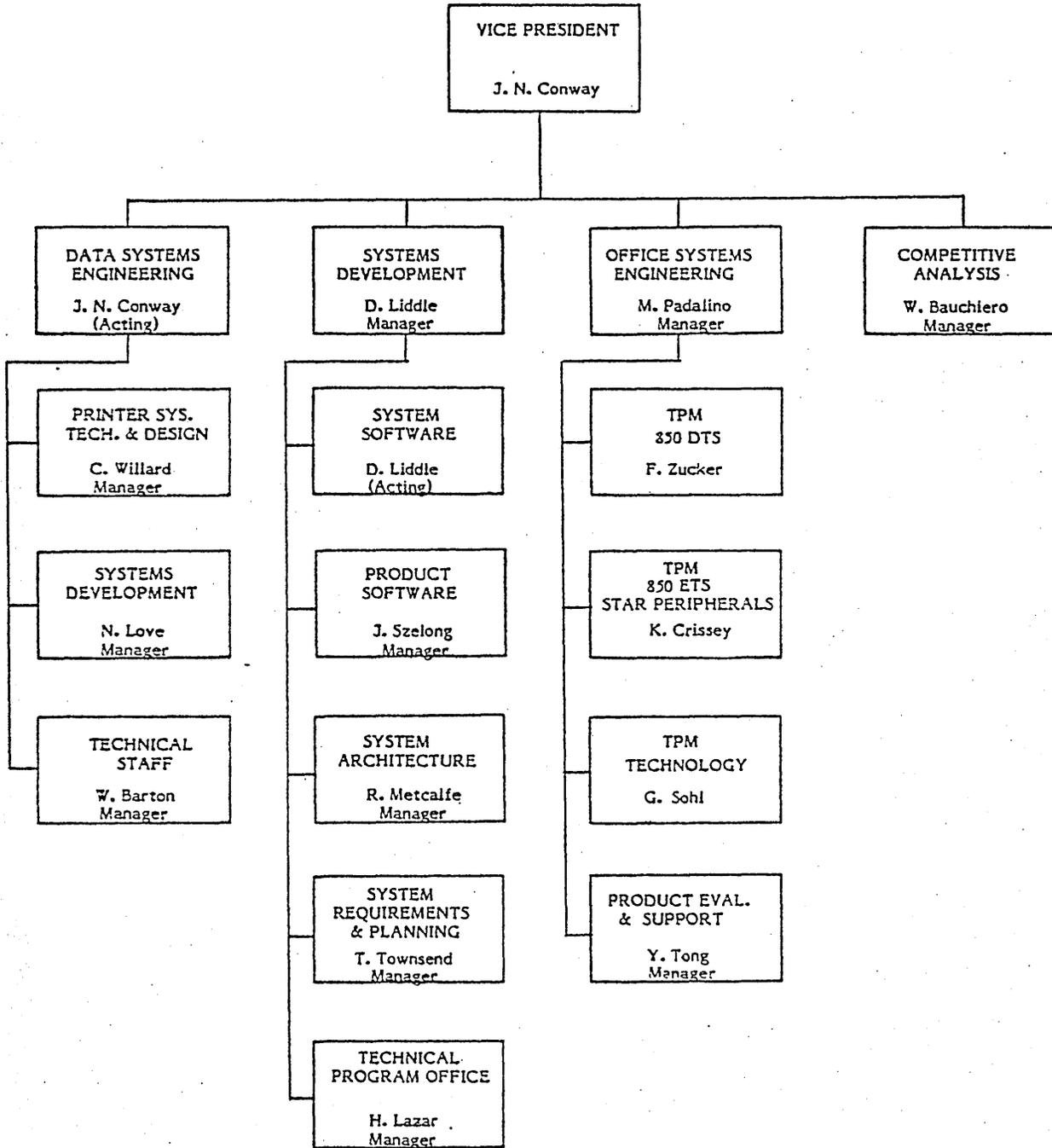
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PERSONNEL



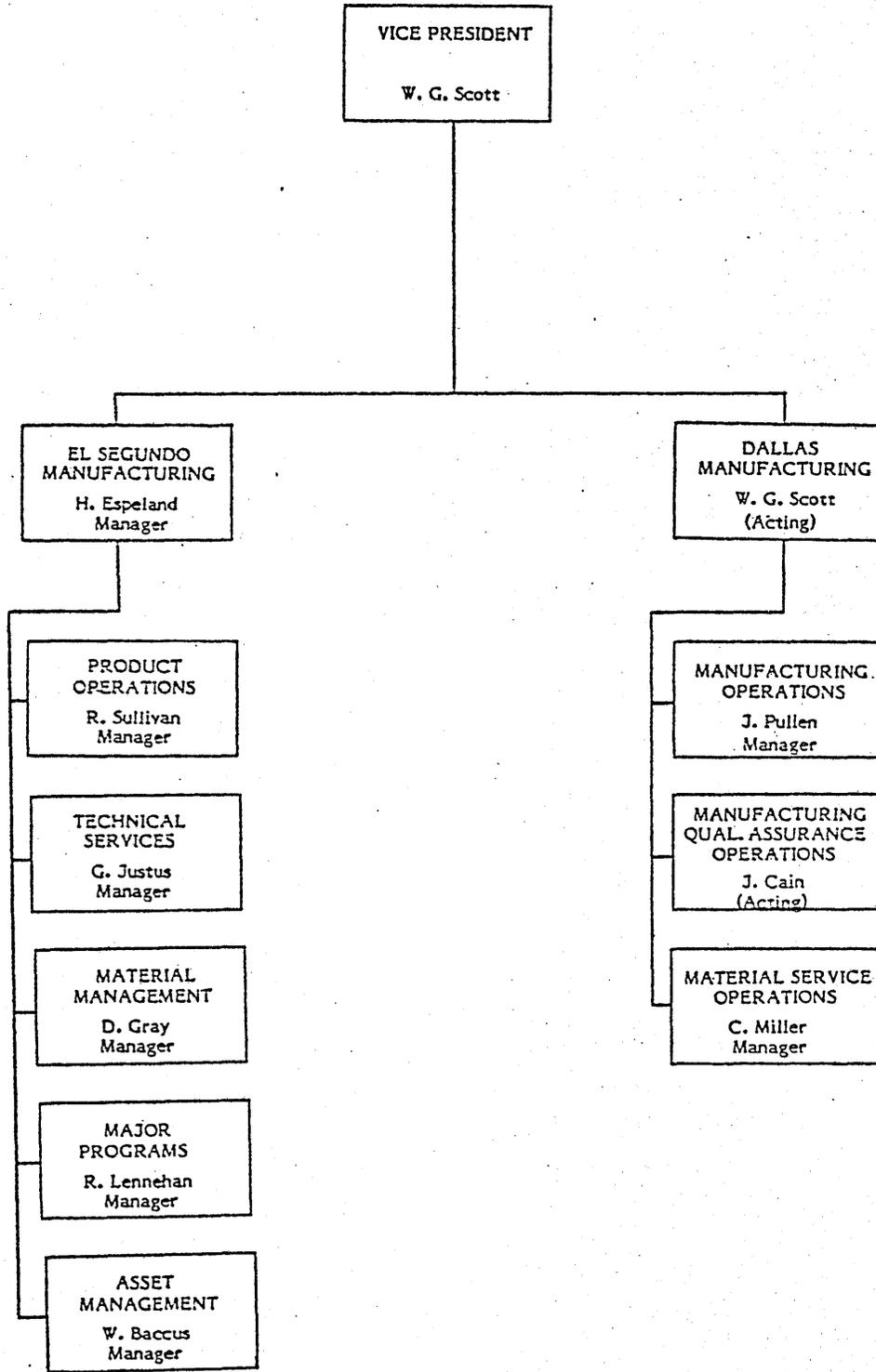
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