

CORPORATE PROFILE

Xerox H.S (Nigeria) Limited

Xerox H.S (Nigeria) Limited came into being on 1st January, 1996, as a result of the need for Xerox to maximize local market opportunities and become more responsive to customer requirements. Prior to this, Xerox business had been managed by Rank Xerox (Nigeria) Limited for over twenty-two (22) years.

Xerox H. S. (Nigeria) Limited has her Head Office in Lagos at No 12/14 Fatai Atere Way Matori, where a stream of trained experts are located, able to work with customers to provide the exact solution to their document management requirements. There is also a full-fledged training school to cater for all training needs. The company's business is supported by branches in Victoria Island, Apapa, Abuja, Port-Harcourt, Warri and Aba as well as a dealership network spread across the country. Xerox has continued to carefully select its partners and actively seek individuals and businesses that can demonstrate a commitment to its values of customer satisfaction and quality.

Xerox employees are passionate about customer satisfaction- the company's top priority. Customer satisfaction is the key measure of business performance in all Xerox operations around the world and employee satisfaction is the second most important management measure.

Xerox currently sells a vast range of products in Nigeria, from personal, low volume and high volume engineering drawing equipment and multifunction products to printing and publishing equipment, capable of producing documents both in monochrome and colour. Xerox also sells a range of supplies including machine consumables, high quality copying/printing paper and other Xerox specialty media, through its direct as well as dealership network. There is also a comprehensive machine exchange programme in which customers' old generation Xerox and competitive products are exchanged for the latest Xerox's state of the art equipment.

The portfolio of products now includes digital copiers and multifunction systems, which on its own has the capacity of totally revolutionizing document management requirements. The company also has a very good after-sale service scheme backed up by well-trained Engineers and spares availability. Apart from the usual walk-in copy shop, Xerox also runs a Facilities Management (FM) unit, which enable dynamic organisations to outsource their document needs (Copying, Printing, Faxing, Laminating, and Plan Printing) to Xerox on a contractual basis for a period of time. This could be on the customers' premises or on Xerox premises thus allowing the customer adequate time to focus on its own core business. All these are complemented by the newly established Xerox Digital Press which caters for all types of printing requirements both in colour and black-and- white.

In September 2003, Xerox was certified for ISO 9001: 2000 by Standards Organization of Nigeria

BOARD OF DIRECTORS

Chief (Dr) Oladele Fajemirokun - Chairman
Mr Femi Okunade - Managing Director/CEO
Alhaji Rilwanu Lukman
Alhaji Ahmed Maiyaki
Mr Joe Anyigbo
Mr Deji Akinyanju
Mr James White

MANAGEMENT

Engr Femi Okunade (Managing Director / CEO)
Mr. Yomi Iseyemi (Finance Controller)
Mr. Kola Adekunle (General Manager, Sales)
Mr. Dare Olaoye (General Manager, Customer Service)
Mr Femi Abidoye (General Manager, Marketing)
Mr Adewunmi Adeola (Manager, Human Resources)

OFFICES

HEAD OFFICE

12/14, Fatai Atere Way,
Matori Scheme, Oshodi, Lagos
P.M.B. 21314, Ikeja, Lagos
Tel: 01-4521500, 4521514, 4521532, 4521543,
2790780, 2790781
Fax: 01-2790782
E-mail Address: xhs@xhsnigeria.com

WESTERN OPERATION

Lagos Island

Plot 174B Ozumba Mbadiwe Street,
Victoria Island, Lagos.
Tel: 01-2616263, 2610222, 2621356,
2623770, 2621357, 7731866
Fax 01-2621357
Email: victoriaisland@xhsnigeria.com

Matori

12/14 Fatai Atere Way,
Matori Scheme, Oshodi, Lagos
Tel: 01-4521500, 4521514, 4521532,
4521543, 2790780, 2790781
Fax: 01-2790782

Apapa

33 Calcutta Crescent, Apapa, Lagos
Tel: 8042923, 8042928
Email: apapa@xhsnigeria.com

Ikeja

48, Oba Akran Avenue
Ikeja

EASTERN OPERATION

Port-Harcourt

Plot 282B Aba/Port Harcourt Exp. Way
Port Harcourt
Tel: 084-335221, 231784, 231785, 487184
Fax: 084-230458
E-mail: portharcourt@xhsnigeria.com

Warri

Edewor Shopping Centre
Warri/Sapele Road
P.O.BOX 3606, Warri
Tel: 053-253772, 250571
E-mail: warri@xhsnigeria.com

Aba

238 Aba –Owerri Road
Aba
Tel: 082-311210

NORTHERN OPERATION

Abuja

Cooper House
Plot 1950, Michael Opara Way Wuse, Zone 5
P.O. BOX 2032, Garki, Abuja.
Tel: 09-5234968-70, 5234219, 09-6717191, 09-6717192
Fax: 09-5234983
Email: abuja@xhsnigeria.com

HISTORICAL MARKET HIGHLIGHTS

- 1949** INTRODUCED THE FIRST PRODUCTION COPIER, MODEL A
- 1955** XEROX INTRODUCED THE FIRST SEMI- AUTOMATIC XEROGRAPHIC PRINTER TO MAKE CONTINUOUS COPIES ON ORDINARY PAPER.
- 1959** INTRODUCED THE FIRST AUTOMATIC OFFICE COPIER TO MAKE COPIES ON PLAIN PAPER
- 1963** XEROX INTRODUCED THE FIRST DESKTOP COPIER
- 1963** XEROX INTRODUCED LDX (LONG DISTANCE XEROGRAPHIC)- FIRST SYSTEM FOR HIGH SPEED DOCUMENT FAX TRANSMISSION USING SCANNERS, NETWORKS AND PRINTERS
- 1968** XEROX INTRODUCED THE FIRST PLAIN PAPER FAX MACHINE
- 1970** XEROX INTRODUCED THE FIRST COPIER TO PROVIDE AUTOMATIC DOUBLE-SIDED COPIES
- 1974** RANK XEROX ENTERED THE NIGERIAN MARKET
- 1975** XEROX INTRODUCED THE FIRST COMMERCIALY AVAILABLE LASER PRINTER
- 1977** XEROX INTRODUCED THE FIRST COMMERCIALY AVAILABLE COLOUR COPIER.
- 1977** ETHERNET- FIRST LOCAL AREA NETWORK (LAN) FOR CONNECTING WORKSTATIONS, PRINTERS AND OTHER OFFICE EQUIPMENT.
- 1990** XEROX INTRODUCED TOTAL SATISFACTION GUARANTEE SCHEME
- 1990** XEROX INTRODUCED THE DOCUTECH- THE MOST COMPLETE DIGITAL PRINTING PRODUCT
- 1991** XEROX INTRODUCED THE FIRST XEROX DIGITAL COPIER
- 1990** XEROX INTRODUCED THE FIRST FULL COLOUR NETWORK LASER PRINTER
- 1990** XEROX INTRODUCED THE FIRST SERIES OF DIGITAL COPIER/DIGITAL SYSTEMS
- 1996** THE BIRTH OF XEROX H.S NIGERIA LIMITED
- 1996** XEROX INTRODUCED FIRST COLOUR – ON- DEMAND SYSTEM
- 1996** XHS LAUNCHED"EMPRESS"- A FULL PROCESS DIGITAL COLOUR COPIER/PRINTER
- 1996** XHS LAUNCHED DIGITAL BLACK AND WHITE COPIERS
- 2000** LAUNCHED XEROX DIGITAL ENGINEERING DRAWING EQUIPMENT
- 2004** XHS LAUNCHED DOCUTECH EQUIPMENT WITH FULL FINISHING CONFIGURATIONS.

OUR OFFERINGS

We offer an array of digital office products as follows:

- Copier/Printers
- Multifunction Devices delivering photocopying, printing, faxing and scanning services
- Wide Format Printers and Printer/Copiers
- Production/Publishing Systems
- All the above in Monochrome, Highlight Colour and Full Colour.
- All our products are backed up by Comprehensive After-Sale Maintenance

Apart from the above products, we equally offer the following services:

- Photocopying and printing services in our Business Centres
- Printing services including pre-press and post-press at the Xerox Digital Press
- On-site and Off-site Facilities Management (Xerox Global Services- XGS)

OFFICE SYSTEMS

In the Office systems group, we have photocopying machines with capability for producing copies from as low as 4 copies per minute (ppm) to as much as 110 ppm. Many of these double as printers and can be upgraded to or are presented in the form of MULTI-FUNCTION PRODUCTS (MFP) that can also take care of your scanning and faxing requirements. What is more... Our products in this category can be either monochrome only or colour-capable devices which produce both monochrome and colour documents. Equipment in this group produce documents of sizes up to A4 or A3.

XEROX WIDE FORMAT SYSTEMS

The Xerox Wide Format (XWF) products take care of documents with size above A3. These are suitable for engineering and architectural drawings as well as indoor and outdoor advertising materials. We are thus capable of taking care of your Point Of Sale displays as well as billboards. We currently have in our stable high resolution equipment that will give you full graphics of up to 90-inch width. We also have monochrome only products in the range.

The digital nature of these products enable them deliver prints of almost limitless length. This is further enhanced by their capability to take both cut-sheet and roll media. They also take media of various types such as bond paper, film, vinyl etc. Our XWF printers often have the capability to copy as well. You can even scan your hard copy documents for digital storage.

PRINTING SYSTEMS

Our Printing Systems products take care of your high-volume printing requirements. Equipment in this range are capable of working at speeds between 50 and 180 ppm in monochrome and full colour respectively. These equipment will take care of your billing, statements, personalized mail, manuals, reports, books, pamphlets, catalogues, newsletters, financial reports etc. In fact, the capabilities are limitless. They can however be configured just to meet your current requirements and can be upgraded as the need arises, growing with your business. You have the option to go for monochrome, highlight colour or full colour depending on your document requirement.

No matter the industry you are in , you have an ally in our Printing Systems Products. From Banking to Insurance, Education to Government, Legal to Healthcare, Utilities to Telecommunication, Oil & Gas to Manufacturing, Advertising to Commercial Printing, we are always there to provide you with **PRINTING SOLUTIONS** tailored to your need.

Our products in this range are equipped with a variety of finishing options such as stapling, stitching, perfect binding, booklet creation etc.

XEROX GLOBAL SERVICES (XGS)

At Xerox Global Services, we offer Facility Management and Business Centre support functions.

FACILITY MANAGEMENT

Our Facility Management services take care of your out-sourced reprographic and printing Needs both on-site and off-site. We equally support conferences and other special meetings.

XEROX BUSINESS SERVICE

Xerox Business Service offers reprographic services in each of our branches as well as other satellite locations.

XEROX DIGITAL PRESS

The Xerox Digital Press is a state-of –the art digital printing press established to take care of your commercial printing needs. Here we handle printing jobs of various sizes and types both in black-and-white and colour. Our wide format printer is there to take care of your materials for your Point Of Sale displays and billboards. If your printing needs do not justify owning our equipment, then the XDP can take care of your printing needs.