

BWLC – Black Women’s Leadership Council



BWLC 2012 Summit – Agenda (Gil Hatch Center location) Friday, July 20, 2012

Start Time in EDT	Event
12:45 pm	Webcast Begins Opening Remarks – Deborah Hall
12:55 pm	Uta Werner Chief Strategy Officer & BWLC Corporate Champion
1:10 pm	Keynote Address Dr. dt Ogilvie
2:10 pm	Senior Leader Panel W. Appelo, H. Fisher, K. Warren. D. Zaghouani Moderator: Deborah Hall
3:10 pm	Scholarship Awards
3:15 pm	Webcast Wrap up
	Local Chapter Activities Hosted by Regional Site

BWLC Vision

VISION

Black Women will be recognized and rewarded for their worth, knowledge, skills and successes.

MISSION

The Black Women's Leadership Council serves as a catalyst to advance professional development and address issues unique to Black women in the Xerox workplace. We work to forge partnerships with senior management that facilitate the hiring, retention, and development of Black women and satisfy business needs.

2012-13 STRATEGIC PLATFORM

- Building Networks (catalyst)
- Deploying Education & Development (advance professional development)
- Strengthening & Developing Alliances with Resources (forge partnerships)

BWLC Corporate Champion



Uta Werner
Chief Strategy Officer
Xerox Corporation

Uta Werner is chief strategy officer for Xerox Corporation. She was named to this position in February 2010.

Werner is responsible for leading Xerox's strategy development and management activities, and the market research and competitive insights group.

Prior to this role, Werner was vice president of Communications and Business Processing Outsourcing Strategy in the Xerox Global Services organization. She played a critical role in developing the initial integration strategy for the Xerox C&BPO business with the Affiliated Computer Services BPO business.

Before joining Xerox in September 2009, Werner accumulated over twenty years of experience as an advisor to large global corporations and investment management professionals. She served as a senior analyst at Sanford C. Bernstein & Co., LLC where she published research covering large-cap U.S. retail names. As a partner with Marakon Associates, she worked with many global and Fortune 200 companies, including Xerox, developing strategies for profitable growth and increased shareholder value.

Werner earned a Master of Science in mathematics and a Master of Business Administration from the Technical University of Aachen in Germany, and a Master of Public Administration from the Kennedy School at Harvard University.

Werner is a published author in Economist.com, Journal of Business Strategy and Harvard Management Update.

2012 BWLC Summit Keynote Speaker



Dr. dt ogilvie

Founding Director, Center of Urban Entrepreneurship & Economic Development
Professor of Business Strategy & Urban Entrepreneurship Rutgers Business School
Founding Director of the Scholars Training and Enrichment Program
Principal, Ogilvie & Associates

Dr. dt ogilvie earned her Ph.D. in Strategic Management from The University of Texas at Austin, her MBA in Strategic Management and International Strategic Management from the Executive MBA Program at Southern Methodist University, her BA in Sociology from Oberlin College.

She is appointed as the dean of the E. Philip Saunders College of Business, at Rochester Institute of Technology effective Aug. 1, 2012.

She joins RIT from Rutgers, The State University of New Jersey, Rutgers Business School at Newark-New Brunswick, where ogilvie serves as a professor of business strategy and urban entrepreneurship. She is the founding director of the Center for Urban Entrepreneurship & Economic Development and founding director of the Scholars Training and Enrichment Program at Rutgers.

Dr. ogilvie's research interests include executive leadership strategies of multicultural women executives, women in the executive suite, strategic decision making and the use of creativity to enhance business and battlefield decision making, and applying complexity theory to strategy and creativity, resource-based decision making by entrepreneurs, assessing environmental dimensions, strategic thinking in the 21st century, economic development of the inner-city, e-commerce business models, effective communication for women in business, and technology transfer and countertrade issues in the People's Republic of China.

Prior to her academic career, Dr. ogilvie had over 13 years experience in the corporate world. She was Business Planning Manager/Strategic Planning at The Southland Corporation. In addition to that, Dr. ogilvie owned a small jewelry manufacturing business. Dr. ogilvie is regularly quoted in the business press, including The Wall Street Journal, The New York Times, The Boston Globe, Business Week, The Economist, The Star-Ledger, and The Record, among others. She has appeared on Bloomberg TV, CNN, and NJN.

A principal of ogilvie & Associates LLC, Dr. ogilvie provides consulting services to business and industry, government agencies, and non-profit organizations in the areas of business strategy, gender & diversity, leadership, creativity & innovation, mergers & acquisitions.

Panel Member – Senior Leader



Wim Appelo
Corporate Vice President
President, Global Delivery Group
Xerox Technology

Willem Appelo is president of the Global Delivery Group for Xerox Technology, a position he was appointed to in January 2012. Appelo was named a corporate vice president of Xerox in February 2004.

In this role, Appelo directs the centralized services of our Global Technology business to help take full advantage of standardization, control, and economies of scale with a focus on Quality, Cost, and Delivery (QCD). This organization combines equipment and consumables development, manufacturing and supply chain, procurement, supplies business, and technical services in support of a new global delivery capability and global process management.

Prior to this appointment, Appelo was president of Xerox Global Business and Services Group, responsible for the company's worldwide product strategy, marketing & planning as well as product development and engineering. He managed the company's worldwide supplies business, manufacturing, supply chain, procurement, facilities management and other core corporate functions.

Appelo joined Xerox in 1991. Since then he has held several positions in corporate audit, strategy, and finance for manufacturing and supply chain operations in Europe. In 2000, he championed the worldwide inventory reduction initiative and management process for the corporation and in 2001 returned to Europe to manage the European Manufacturing and Supply Chain.

Prior to joining Xerox, Appelo worked for seven years in the paper industry for two operating companies within Buhrmann Tetterode, NV, Netherlands. From 1984 to 1987 he was financial controller for the Levison Group b.v., and from 1987-1991 he served as director for Papierfabriek Doetinchem b.v., responsible for logistics, IT and finance.

Appelo holds a bachelor's degree in finance from HEAO in Zwolle, Netherlands and an MBA from Delta University in Utrecht, Netherlands. He is chairman of the board for Xerox International Partners, a member of the Rochester Institute of Technology board of trustees and the University of Rochester Medical Center Board.

Panel Member – Senior Leader



Helene L. Fisher
Vice President, Client Services
Federal Government Solutions
Xerox Federal Solutions, LLC

(BWLC Advisory Board Member)

Helene Fisher joined Xerox Federal Solutions, LLC (formerly ACS Federal Solutions, LLC) as Vice President in June 2009, responsible for the operations and program performance of Federal Healthcare (Health and Human Services, Military Healthcare Systems and Veterans Affairs). Helene's responsibility increased to include the operations and program performance of Department of Homeland Security, Department of Justice, Department of State and Department of Defense programs. She oversees a broad portfolio of federal business process and IT solutions.

Helene joined ACS from Northrop Grumman where she was the Senior Program Manager for the AHLTA program; the military's electronic health record program. Previously, Helene spent seventeen years with Lockheed Martin in various program management, systems engineering, information technology, customer relationship, business area management and business development roles. Helene has a strong background in program operations, process maturity, metrics, risk assessment, requirements analysis/design, software development, Tier 1, 2 & 3 help desk support, integration, test and deployment. Helene holds Project Management Professional (PMP) and Information Technology Infrastructure Library (ITIL) certifications. She is a United States Army Signal Corp Veteran, and earned a Bachelor of Science degree in Mathematics/Computer Science from Prairie View A&M University, and a Master of Arts degree in Computer Information & Resources from Webster University. Helene lives in Virginia with her husband and two children.

Panel Member – Senior Leader



Kevin Warren
Corporate Vice President
President, United States Client Operations
Xerox Technology

Kevin M. Warren is president of United States Client Operations for Xerox Technology. He was named to this position and appointed a Xerox corporate officer in July 2010.

Warren is responsible for revenue, profit and cash of USCO's \$3.7 billion dollar business.

Warren most recently served as chairman of the board, president and chief executive officer of Xerox Canada. In this role, Warren had responsibility for the business operations of Xerox Canada, including human resources, customer service, marketing, and sales. He was named to this position in December, 2007.

Prior to that, Warren led the successful integration of the \$1.5 billion purchase of Global Imaging Systems into Xerox in 2007.

Warren began his Xerox career in 1984 as a sales trainee in Washington D.C. He assumed increasingly responsible sales and sales management positions to include manager of sales operations, solutions manager for the D.C. commercial marketplace, and vice president of Federal Sales for the U.S. He also served as senior vice president of Xerox's Eastern Sales Operations, United States Solutions Group (USSG) from 2005 to 2007.

Warren earned his Bachelor of Science degree in finance from Georgetown University in 1984. He is an alumnus of the Harvard Business School, having graduated from their Advanced Management Program (AMP). He is on the National Board of Big Brothers Big Sisters of America, the Board of Directors of Illinois Tool Works and the Rochester Business Alliance. In addition, Warren is a current member of the Executive Leadership Council (ELC).

Panel Member – Senior Leader



Douraid Zaghouni
Corporate Vice President
President, Channel Partner Operations
Xerox Technology

Douraid Zaghouni is president, Channel Partner Operations for Xerox Technology. He was named to this position in January 2012, and was appointed a vice president of Xerox in February 2012.

In this position, Zaghouni has two responsibilities. The first is to accelerate the growth in the important small and medium size business marketplace through Xerox's channel partners in North America and Western Europe while continuing to implement an efficient and effective business model to meet their needs. The second responsibility is to lead the worldwide corporation's desktop printer and enterprise printing businesses with the definition, design and marketing of the related products, solutions and services. The Channel Partner Operations includes business groups as well as indirect operations.

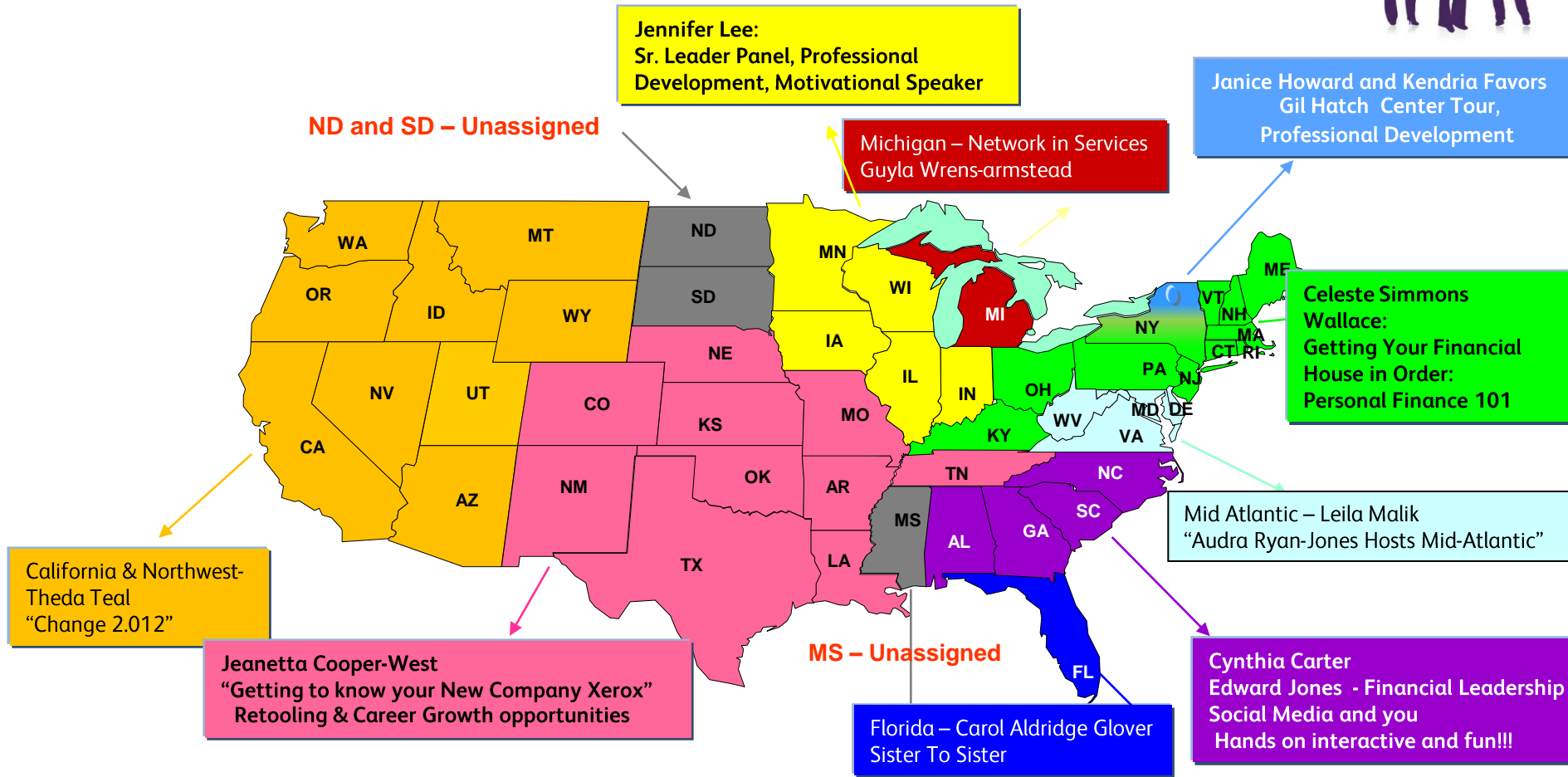
In combining these organizations, Zaghouni leads a structure with a strong speciality and competency in the indirect channel with a full integration of operations, marketing and products and solutions to support our channel partners in order to differentiate Xerox in the marketplace.

Prior to his current position, Zaghouni was president of Xerox's Indirect Channels Group where he was responsible for driving the company's indirect channels business across the United States and Western Europe and leading the company's desktop printer business.

Previously Zaghouni was senior vice president, European Channels Group, Xerox Europe. Prior to this he held a number of general management, senior sales and marketing roles in both Europe and North America; among them senior vice president for Office Europe, entity general manager for Northern and Southern countries in Europe and senior vice president for Xerox Europe Production Systems.

Zaghouni holds a degree in civil engineering from Ecole Nationale des Travaux Publics de l'Etat in France and is also a graduate in business administration from the ESSEC Business School in Paris.

BWLC Chapter Local Activities...



“Driven by Purpose, Principles, Power, and Passion”

Please let us know if you would like additional information.

Thank you!

