

Management Excellence Award

Eligibility:

Any Xerox Manager

Purpose:

Recognizes role model management behavior in the advancement of Xerox Black employees and support of the Rochester Community.

The process identifies managers /organizations who have a high percentage of Black employees within their organization, hired several Black employees in the past year, promoted Black employees to key positions within their organization or within Xerox, created an atmosphere where Black employees are achieving, obtaining professional growth, and supports community service activities.

Nomination Selection Process:

Candidates for this award were nominated by Xerox employees who documented the organization's demonstrated commitment to diversity and the advancement of Black employees in their organization.

The award recipients were selected from nominations submitted to the RBEA MEA Committee.

2007 Recipient, Mike Salfity

2007 Recipient, Mike Zimmer

Mike Salfity

Mike Salfity joined Xerox in 1984 and has held a number of design and system engineering, program management, and technical staff positions. Mike has been involved with the Freeflow platform since 2001. His most recent assignment was VP, Platform Development for Workflow. Currently, Mike is Vice President of the Workflow Business Unit for Xerox Corporation's Production Systems Group (PSG). He was appointed to this position in July of 2005. PSG has worldwide responsibility for production monochrome and color systems for the publishing and transaction printing environments, including the DocuTech, DocuPrint and DocuColor product lines.

Mike earned a BSEE in System Design from Cal State at Long Beach and an MBA from the University of Southern California, as well as a Computer Engineering program at UCLA. Also, Mike's family has been in the printing industry for more than 50 years, he grew up changing ink and paper, burning plates, type setting, etc. , Mike is still active in the printing community in Los Angeles.

Mike Zimmer

Mike Zimmer is the Senior Vice President for Public Sector Sales Operations. He was appointed to this position in July 2003. In this role Mike is responsible for sales, marketing, customer satisfaction and

distribution of all products and services for the United States Public Sector marketplace. He manages 700 employees, and his organization has P&L accountability for \$1B in annual revenues.

Mike joined Xerox 23 years ago in 1983 as a sales representative in Columbus, Ohio. In addition to direct sales, Mike led a 700+ Telesales organization that operated out of three call centers in the US and Canada. Mike also held some key marketing positions where he was responsible for bringing new products to markets in the US, Canada, South America and Europe. He has held a variety of senior leadership positions to include; Vice President for the Mid-Atlantic Customer Business Unit, Vice President and National Sales Manager, and Vice President of the North American Tele Web organization.

Mike was on the Board of Directors of the Children's Museum in Baltimore and chaired the Workforce Development Committee for Washington, DC's Technology Council. He earned a Bachelor of Science degree in civil of engineering at the University of Dayton in 1982.

Mike, his wife Jeannine, and their two children reside in Pittsford, a suburb of Rochester, NY.