

Biography



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Richard Baily

Vice President of Business Development – Global Manufacturing
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Richard Baily serves as the Vice President of Business Development, supporting Xerox's global manufacturing clients as they collaborate to explore trends and implement solutions to enable global expansion and drive more efficient business processes.

As a member of the acquisition team that facilitated the integration of ACS, A Xerox Company (\$6 Billion Business Process Outsourcing business) into Xerox, Baily was able to bring a broader set of services and a unique perspective to clients - eager to solve their most pressing business challenges.

Baily's former role as Vice President and leader of Xerox Imaging & Document Management Services focused on North American clients in six major industries: financial services, manufacturing and energy, retail, healthcare, government and high-tech. He and his team provided services that improve the employee and personnel records management process, manage engineering drawings, mine research documentation to better leverage intellectual property, and manage the legal discovery process to better prepare clients for litigation.

Baily's experience with document management and information systems dates back to 1991, when he left Arthur Anderson and Company to help form XLConnect, a systems integration consulting business. When the company went public in 1997, he managed operations in the mid-Atlantic region, including marketing, alliance and training programs. When Xerox acquired XLConnect and renamed the division, Xerox Connect, he helped to successfully integrate the two companies, which then became Xerox Global Services.

Baily holds a Bachelor of Arts degree in chemistry from West Virginia University and a Master of Business Administration degree from the University of Pittsburgh.

To learn more about Richard's work, visit www.xerox.com/thoughtleadership_baily