Access to Experts

Russ Buchanan , Vice President , Worldwide Alliances Xerox Corporation

As vice president of worldwide alliances for Xerox Corporation, Russ Buchanan develops strategic partnerships with some of the world's best-known IT services and product companies. He and his team have extensive experience in creating collaborative solutions for improving document-driven business processes designed around delivering measurable results for clients.

Buchanan has more than 20 years of experience in information technology, general business and consulting with clients. He spent five years with Xerox Connect before joining Xerox Global Services in 2003, most recently as a vice president charged with managing the national Office Document Assessment, Document Engineering and Document Management practices. In that role, he was instrumental in supporting the successful launch of Xerox Office Services and signing contracts with major global clients to help them reduce costs and improve office worker productivity.

Before joining Xerox, Buchanan served as vice president and general manager for the eastern United States region of XLConnect, a publicly traded systems integration company that was acquired by Xerox in 1998. From 1981 until 1987, Buchanan worked with International Business Machines Corporation (IBM), where he served as an internal consultant and also worked in sales and sales management.
Buchanan has been very involved with the Association of Strategic Alliance Professionals. He currently serves as the Co-Chairman and on the Executive Committee.

Buchanan received a bachelor's degree with Highest Honors from the Georgia Institute of Technology.

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