

Xerox Kickstarts Employment Opportunities for Young People

A success story of private and public collaboration through the Kickstart Scheme, as part of the Government's Plan for Jobs.

Ingrained into our policies, we are a proud promoter of building trusting and open working relationships with our trusted suppliers to deliver better public services. As leading corporate citizens, we encourage our suppliers to participate in social value initiatives that support key government corporate social responsibility policy such as the Kickstart Scheme that aimed to provide equal opportunity and support the drive to tackle economic inequality.

One success story is Xerox's involvement with the Kickstart Scheme, which provided funding to create new jobs in response to the impact of Covid-19 on the job market for entry roles, particularly for 16 to 24 year olds on Universal Credit who were consequently at risk of long-term unemployment.

Through this initiative, Xerox had welcomed an initial intake of 20 individuals across their organisation in September 2021 and had continued this recruitment drive until the closure of the Kickstart Scheme on 30 April 2022. This offered these individuals an opportunity to gain invaluable experience within a leading multinational tech company and similarly, provided Xerox with an injection of new energy from diverse perspectives.

Elaborating on this point, Stephen Y., Frameworks Manager at Xerox explained, *"In addition to providing employment opportunities for young people, this programme allowed them to get involved very quickly in an activity that is directly benefiting customers as well as our relationship with ESPO, CCS and YPO through supporting this government initiative."*

With the successful implementation of the Kickstart Scheme, Xerox fast-tracked the establishment of a new Digital Sales Team to retain the rising talents identified from this programme. Offering several individuals full-time positions, the Digital Sales Team has been mobilised to support and service small to medium sized public bodies through the recently launched CCS Framework RM6174 - Multifunctional Devices (MFDs), Print and Digital Workflow Software Services and Managed Print Service Provision.

To view the framework, [click here](#)



“Generating positive actions for customers signing up to the latest live agreements.”

Zoe Morgan-Kriek

Customers can take advantage of the benefits provided through ESPO/CCS/YPO’s centrally negotiated frameworks and stay on-top of procurement compliance.

Making an immediate impact since the start of their activities, Zoe Morgan-Kriek commented *“Here at YPO, I have received calls from customers who have been contacted by the Xerox team wanting to discuss their routes to market under the new Framework which supports the programme. This is generating positive actions for customers signing up to the latest live agreements.”*

With plans to successfully transition the current cohort of Kickstart individuals nearing the completion of their programme with Xerox, we are excited to hear more about the success of these future leaders in the future.

**Quote from Maryan I:
Digital Sales Executive - Kickstart intake
(November 2021)**

“From the interview process to joining the program, the Xerox Kickstart Team provided incredible support and guidance which I have massively benefited from.

I joined the program straight out of university and spent 6 months working as a Sales Enabler, which built a strong foundation and helped me learn a lot about the business. After completing the program, I was glad to receive an offer for a full-time position as a Digital Sales Executive to support our public sector bodies.

I am excited to continue my journey and look forward to furthering my professional development within this space.”

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