

### Who we are

# At Xperience, we drive business efficiency through digital transformation.

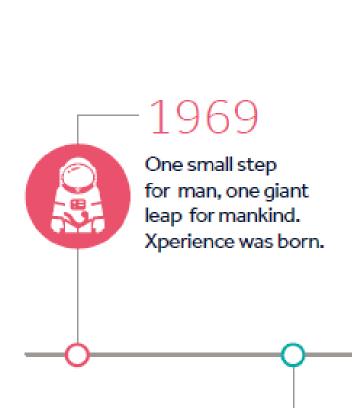
For over fifty years, we have focused on the needs of our clients, developing innovative solutions that deliver real results. Today our focus is the same, putting our people, clients and technology at the heart of everything we do.

That's why we've got over 1,000 clients who are more efficient, more productive and more profitable just because they work with us. And, it's why 95% of our clients say they would recommend us. But, really it's our people that make the difference at Xperience. They have the expertise and ambition to collaborate with our clients to guide them towards the optimum solution.



## **Our History**





-1984

In 1984 Xperience developed and built a test alarm system for the Delorean sports car. Unfortunately we missed a trick and forgot to patent the flux capacitor.

2000

MSCS rebrand to Xperience. 2003

Instrumental in the supply of one of the first wearable mobile computers used as an 'electronic sandwich board' for our client Adwalker.



Pioneered the link between computers and haematology equipment.

- Early 80s



We became one of the first authorised resellers of one of the 'Big Four' global technology companies. (Disclaimer: It's named after a fruit).

80s/90s

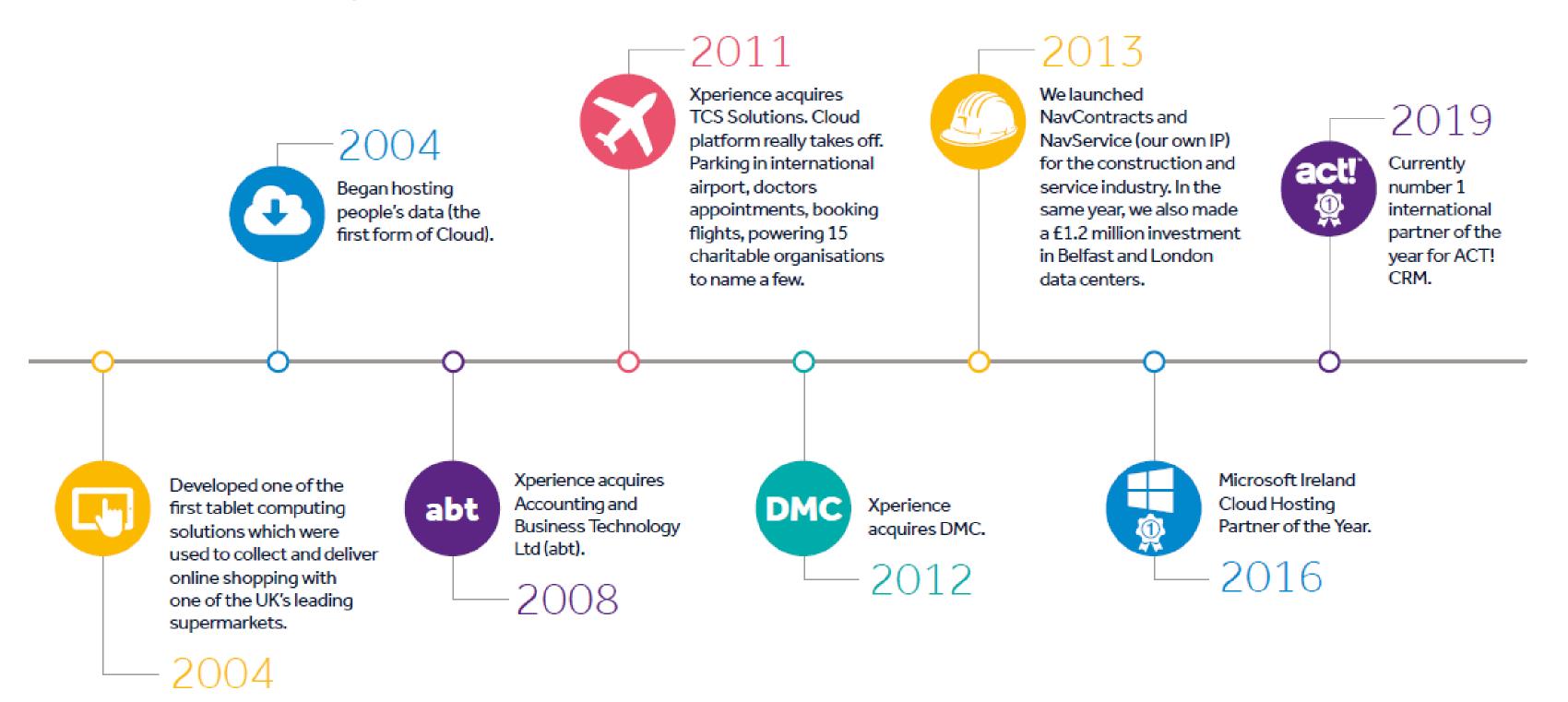


ACT! CRM number 1 business partner in the UK and Europe.

2001

## **Our History**







increasing customer engagement by

working smarter.

### **Our Solutions**

workloads and simplify costs.

#### STRENGTHEN DATA SECURITY **ERP** CLOUD . We make the cloud do more for our Grow beyond the limits of what's clients. More productive, more agile, possible. We help our clients arrive at more resilient, more accessible, more better business decisions, driving BETTER BUSINESS PROCESSES ACCELERATE PROFITABILITY efficiencies and delivering an excellent mobile, and more secure customer experience. DIGITAL **TRANSFORMATION** STRONGER CUSTOMER RELATIONSHIPS CRM **MANAGED IT** We help supercharge clients growth by As an alternative to cloud we can provide on-premise, resilient, secure and scalable promoting collaboration, enhancing solutions to meet your demanding productivity, optimising sales and



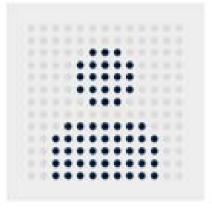
## Why Us

We deliver digital transformation solutions helping our clients to create better, faster processes, build stronger relationships, strengthen data security and accelerate profitability.



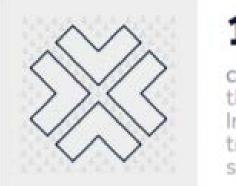
of our clients would recommend us

Experienced team. Average service 8.5 YEARS across Xperience



100+ highly experienced employees Partner with WORLD LEADERS in technology

Longest client relationship
30+ YEARS



1,000+ clients across the UK and Ireland who trust us for support





## **Our Personality**

Our personality is driven by our heritage and people and it's what makes the core difference at Xperience.

We are open and honest, we listen to ideas, we are approachable, we have a can-do attitude and we like a laugh... actually we laugh and work hard with equal measure. We are a humble bunch that don't like to shout about our achievements but we have the confidence to say, we are great at what we do. We are also committed to our communities, always keen to improve the lives of others, helping create the right environment to enable success.



## **Our Employees**



"It was the Account Manager role that really attracted me to Xperience, and I also liked the idea of working for a smaller company. Having worked here for over 10 years now, I have to say that my favourite thing about Xperience is the people – the team I work with are fantastic and always there to offer each other support."

Clare Edgar Client Account Manager, Lisburn, 12 years "Xperience is always striving to move forward for its employees, whether that's by increasing benefits or putting on more activities for staff. Hove the sense of achievement I get when I hit my targets – it's rewarding to see hard work pay off!"

Michael Austin, Client Account Manager, Peterborough, 13 years "I started with Xperience through the apprenticeship scheme, which I applied for after graduating college. I absolutely love what I do, and Xperience supports me to do just that! There are constantly new challenges to face and problems to solve, so the job definitely never gets tedious, and I get to work with some great people."

Andrew Smith, IT/Support Manager, Peterborough, 20 years

## **Our Employees**



"I felt comfortable at Xperience straight away: the Managing Director Iain always says hello, everyone gets along really well, and we just have a laugh with each other. I like that I have the freedom to manage my own workload, and there is good worklife balance. On the business side, we're always kept up to date with how the company is performing and I feel like I'm part of a stable organisation. On the social side, Xperience puts on lots of cool company events and activities to get involved in!"

Ashlee Teeson, CRM Support Analyst, Peterborough, 4 years

""I was really glad that Xperience allowed me the opportunity to change industry, as I didn't have any previous experience within the IT market.

Xperience were able to see in my previous career as a Strategic Account Manager the skills I had developed were very transferable and in line with their core values for client focus and relationship building, and it has been amazing working with the whole team to help me build my IT knowledge and develop key relationships with my clients."

Michelle Muise, Client Account Manager,

Lisburn, 2 years





### **Our Values**

Our values reflect how we work individually and collectively. They are a set of guiding principles that shape our culture and community within Xperience to transform the relationships we build with our clients in a meaningful way. Our people are the core of who we are.

From trusted expertise to emerging talent, Xperience people instinctively bring fresh game changing views to the table that consistently add value to our clients.



#### Integrity

We believe stronger and longer relationships are forged when they are built on integrity, trust and respect.



#### **Success**

Being successful is based on creating the right environment in which everyone has a role to play and every role matters.



#### **Collaboration**

We are one team, working to one goal. When we work together great things happen.



#### **Ambition**

We are ambitious, pushing boundaries and adding value in everything we do for our employees and customers,

### **Our Benefits**

- Enhanced Annual Leave
- Private Health Insurance
- Contributory Pension Scheme
- Death in Service Benefit
- Cycle to Work Scheme
- IT Purchase Scheme
- Bereavement Leave
- Enhanced
   Maternity/Paternity/Adoption Leave
- Company Sick Pay
- Employee Assistance Programme
- Access to Financial Advisory Services
- Free On-site Parking
- Social and Team Events
- Free Hot Drinks and Fresh Fruit



### **Our Recruitment Process**

#### **Job Adverts**

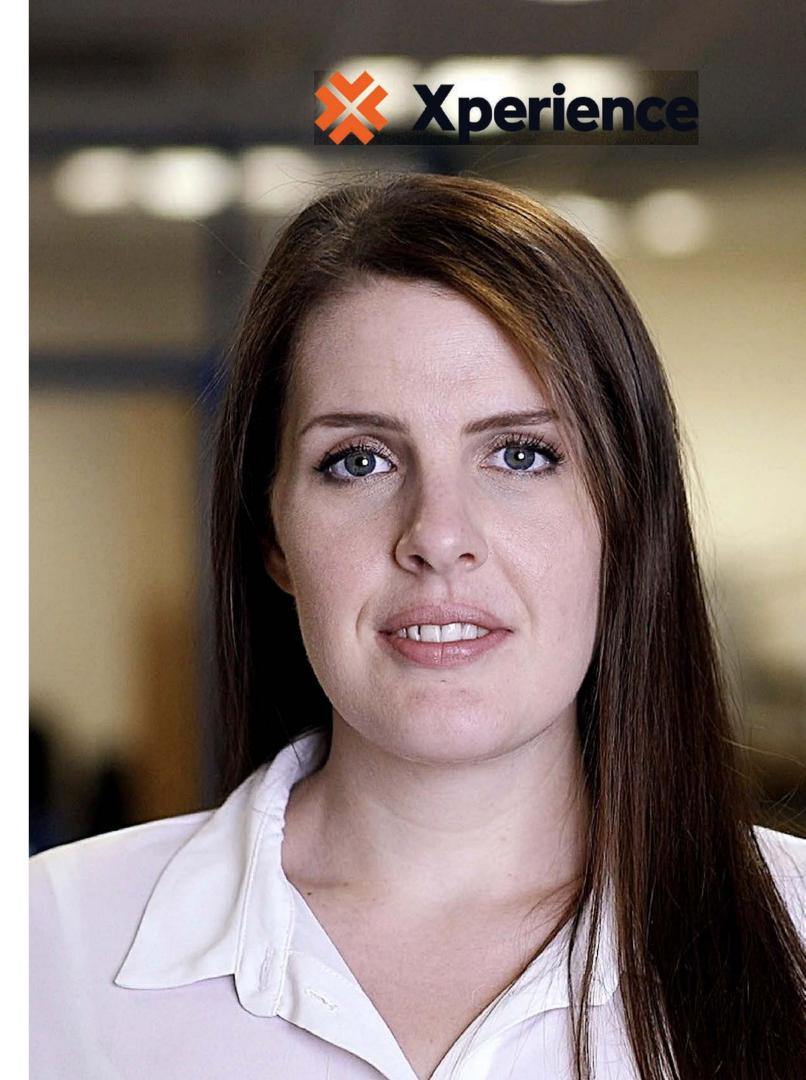
Current vacancies will be advertised on our website, as well as on job search sites such as Glassdoor/Indeed. The Role Profile outlines the key duties of the job as well as the skills, qualifications, and competencies we are looking for in a successful candidate.

#### **How to Apply**

Apply for a current vacancy by sending us your CV, ensuring that it is tailored towards the role you are applying for and highlights your relevant knowledge/skills. The closing date for applications will be clearly stated on the advert, and please make sure you have included your contact details so we can get in touch!

#### **Shortlisting**

We will shortlist candidates for interview based on how well they meet the essential and desirable criteria set out within the Role Profile. If your application has been shortlisted, you will be contacted by our HR team to arrange an interview (normally a phone call followed up by an email). If you have not been successful this time, we will let you know via email.



### **Our Recruitment Process**

#### **Interviews**

All our interviews are competency-based and typically last around an hour. An interview panel normally consists of two people: the hiring manager and a member of the HR team, and depending on the role you have applied for there may be multiple interview stages. Second interviews will sometimes involve a presentation, or perhaps meeting some other members of the organisation. We will always give you full details of what to expect on the day and can hold interviews virtually/arrange special requirements where needed. We are always happy to give interview feedback, so please just ask us!

#### Offer of Employment

If you have been successful, we will contact you shortly after interview to make a verbal offer of employment, which will be followed up by an offer letter and contract. We will then complete the necessary pre-employment checks and references, and agree a start date with you.

\*We are an equal opportunities employer and strongly welcome applications from anyone who meets the role requirements, regardless of age, gender, race, disability, religion/belief, sexual orientation, or other personal circumstances.





- Make sure to visit our website regularly so you don't miss out on a role that's perfect for you!
- We want you to really showcase your skills, so update your CV and tailor it towards the role you are applying for (details of what we are looking for will always be outlined in the Role Profile, so don't forget to take a look!).
- Keep your CV clear and concise (1-2 pages in length) and ensure to proof-read it for spelling/grammar mistakes.
- In order to perform your best at interview, take the time to prepare. Practice answering typical interview questions (the STAR technique is useful to structure your answers) and think of some questions that you want to ask us!
- Plan what you're going to wear to interview and map out your travel route (or set up your IT equipment in a quiet room if the interview is being held virtually). Remember to leave some extra time for unexpected traffic/IT issues.
- During the interview, take your time when answering questions and tie your answers back to your skills and accomplishments. Try to use a variety of different examples throughout the interview (remember, examples don't all have to come from previous jobs, they could be things you do outside of work or whilst studying).
- Most importantly, be yourself! We want to see your personality shine through, and remember it's ok to be nervous, we've all been there! We want to see the best of you, so take your time in answering the questions.







#### Lisburn

Knockmore Hill Industrial Park, 11 Ferguson Drive, Lisburn, Co.Antrim, BT28 2EX Telephone: 028 9267 7533

E: <u>jobs@xperience-group.com</u>
W: <u>www.xperience-group.com</u>

#### Peterborough

Churchill House, Isis Way, Minerva Business Park, Lynch Wood, Peterborough, PE2 6QR Telephone: 01733 362 120

#### Glasgow

Nasmyth Building, Nasmyth Avenue, East Kilbride, Glasgow, South Lanarkshire, G75 0QU Telephone: 013 5581 3185