



Teradata Delivers Added Forecasting Strength with DCM 3.1

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Retailers Reporting Sales Increases of up to 8 Percent, Higher
Inventory Turns and Improved in-Stock Positions by Using DCM

Teradata, a division of NCR Corporation (NYSE:NCR), today announced the release of Demand Chain Management (DCM) 3.1, designed to help leading retailers increase sales and decrease inventory through the most accurate forecasting solution on the market. Teradata(R) DCM 3.1 delivers several significant new and enhanced capabilities, including Order Forecast Optimizer, which provides retailers and suppliers with an optimized order forecast based on predictive consumer demand down to the level of store/SKU/day, and the Allocation Module, which has been enhanced to provide eight robust allocation methods for store-level product fulfillment.

Order Forecast Optimizer provides a time-phased purchasing forecast by calculating a long-range order forecast (for 65 weeks) for every location/SKU that can be used for planning and ordering and shared with vendors via Web access for collaboration. Order Forecast Optimizer provides full simulation capability to help planners decide on future inventory and help buyers see the effect on open-to-buy to accurately consider the impact of long-range orders on their budgets for the appropriate periods. Order forecasts can be used by vendors to improve production planning and distribution internally and to facilitate inventory optimization throughout the demand chain.

"Release 3.1 builds on our already proven best-in-class forecasting solution. The Order Forecast Optimizer capabilities will facilitate more accurate ordering and better communication between retailers and vendors, continuing to optimize inventory levels for both," said Ed Dupee, director of Teradata's DCM Center of Expertise.

The new Allocation Module supports pre-allocation, purchase order allocation and distribution center allocation, and provides eight robust allocation methods to manage each allocation type, enabling optimized store-level product inventories. This module utilizes intelligent forecasting methods to accurately allocate merchandise to match the effective inventories with demand, for each store.

Teradata DCM 3.1 also delivers other enhancements such as Vendor Web Access and Vendor Minimum/Truck Rounding. Vendor Web Access allows vendors secure access throughout the DCM solution to view only their product forecasts, contribution performance, profile seasonality and promotional activity, facilitating vendor collaboration. Truck Rounding limits the release of suggested order quantities to full truckloads per location, as is often mandated by vendors based on units, dollars, volume or weight.

"The Teradata Demand Chain Management solutions drive significant return on investment through improved customer service levels and inventory reductions," said Dupee. "Results achieved by our current clients include sales increases of up to 8 percent through improved customer service levels and reduced out-of-stocks and increases in inventory turns of up to 40 percent through decreased investments in unproductive items and unneeded safety stock."

About Teradata Division

Teradata, a division of NCR Corporation (NYSE:NCR), is the global leader in enterprise data warehousing and enterprise analytic technologies and services. For more information, visit www.teradata.com.

About NCR Corporation

NCR Corporation (NYSE:NCR) is a leading global technology company helping businesses build stronger relationships with their customers. NCR's ATMs, retail systems, Teradata(R) data warehouses and IT services provide Relationship Technology(TM) solutions that maximize the value of customer interactions. Based in Dayton, Ohio, NCR (www.ncr.com) employs approximately 29,500 people worldwide.

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