



## Big Lots Moves to Teradata; Merchandising and Operations Benefits Expected

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DAYTON, Ohio--(BUSINESS WIRE)--March 23, 2004--Big Lots, Inc. (NYSE:BLI), the nation's leading closeout retailer, today announced the acquisition of an enterprise data warehouse and associated analytical tools from Teradata, a division of NCR Corporation (NYSE:NCR). The new system will initially manage sales and inventory analysis and reporting for the fast-growing retailer, and then expand to cover loss prevention, space planning, merchandise planning and allocation, markdown price optimization, supply-chain optimization, data mining and ad-hoc query and analysis.

The Teradata(R) enterprise data warehouse, which replaces a series of dated systems, is set to be installed and operating before the end of the year. Big Lots anticipates that the new technology will enable business users in all phases of its operation to make better decisions faster with the end result of improving both top-line and bottom-line performance.

"We are partnering with Teradata to give our team the power needed to optimize business activities throughout Big Lots. These new tools will improve our store operation efficiencies, increase our purchasing power and enhance our marketing abilities," said John Zavada, senior vice president and chief information officer, Big Lots. "As Big Lots grows, we'll continue to leverage this technology to accommodate our requirements."

"Teradata's solutions will help Big Lots meet its best-practices performance standards by facilitating ad-hoc query capabilities and will provide data-mining capabilities to address the challenges of an ever-changing marketplace," said Rob Berman, Teradata vice president of retail. "We are honored that yet another leading retailer has put its trust in the technology we create."

About Big Lots, Inc.

Big Lots, Inc. ([www.biglots.com](http://www.biglots.com)) is the nation's largest broadline closeout retailer with annual revenues exceeding \$4 billion. Headquartered in Columbus, Ohio, Big Lots operates more than 1,400 retail stores serving 46 states. Four regional distribution centers throughout the country, ranging in size from 1 million to 3 million square feet, provide the company's stores with brand-name products from more than 3,000 manufacturers. Big Lots offers merchandise at 20 percent to 40 percent below most discount retailers and up to 70 percent below conventional retailers. Founded in 1967, the company employs more than 45,000 associates across the United States. By creating excitement with brand-name closeouts and bargains through a unique shopping experience, Big Lots meets the needs of customers by providing an assortment of merchandise including consumables, seasonal products, furniture, housewares, toys and gifts. Big Lots is traded on the New York Stock Exchange under the symbol BLI.

About Teradata Division

Teradata, a division of NCR Corporation (NYSE:NCR), is the global technology leader in enterprise data warehousing, analytic applications and data warehousing services. Organizations around the world rely on the power of Teradata's award-winning solutions ([www.teradata.com](http://www.teradata.com)) to get a single, integrated view of their business to enhance decision-making, customer relationships and profitability.

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 and help organizations create a stronger competitive position. Based in Dayton, Ohio, NCR ([www.ncr.com](http://www.ncr.com)) employs approximately 29,000 people worldwide.

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