Teradata and MicroStrategy Strengthen Alliance with Renewed Partnership Agreement; Teradata to Resell MicroStrategy Software and Services

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DAYTON, Ohio--(BUSINESS WIRE)--March 10, 2005--MicroStrategy(R) Incorporated (Nasdaq:MSTR), a leading worldwide provider of business intelligence software, and Teradata, a division of NCR Corporation (NYSE:NCR), today announced a renewed alliance. Under the terms of the agreement, Teradata will resell MicroStrategy software and services, making it easier for Teradata customers to take advantage of end-to-end business intelligence (BI) solutions built on the MicroStrategy platform.

"I am excited to learn that two of our valued business intelligence vendors are announcing a new partnership. Both Teradata and MicroStrategy have been integral parts of the BI effort for Ace Hardware Corporation," said Tom Ruvoli, technology business manager, Ace Hardware Corporation. "Utilizing the systems and computer hardware and software provided by both these companies, Ace Hardware has been able to continue our migration to achieve the status as 'the most helpful hardware company on the planet.' This alliance will only strengthen the product mix that can be offered to customers such as ourselves and help us to reach the desired growth results that we are looking to achieve in the future. Our relationship with these vendors has been strengthened by this alliance and will continue to offer Ace the best in business intelligence tools."

This agreement strengthens the existing marketing and technology relationship between Teradata and MicroStrategy, which includes MicroStrategy's participation in Teradata's beta program over the past 10 years. In addition, the agreement builds on an already significant joint customer base of 175 accounts, approximately a third of which are in the retail industry and running on Teradata's Retail Decisions solution. The rest of the joint customers span a wide range of industries including financial services, communications, manufacturing, transportation and government.

"Teradata's continued goal is to provide our customers with market-leading tools that augment our proven power and world-class scalability," said Scott Collins, vice president of global alliances, Teradata. "We are pleased to continue such a valuable relationship with MicroStrategy, where our joint customers can benefit from its exceptional scalability and Teradata-specific optimizations."

"MicroStrategy's innovative business intelligence technology serves the reporting, analysis and monitoring needs of industry-leading companies worldwide," said Tom Villani, MicroStrategy's vice president of global alliances. "We are pleased to enhance our already strong relationship with Teradata to serve the needs of organizations that require enterprise-grade business intelligence and data warehousing solutions."

About MicroStrategy

Founded in 1989, MicroStrategy is a global leader in business intelligence (BI) technology. MicroStrategy provides integrated reporting, analysis and monitoring software that helps the world's leading organizations make better business decisions every day. Companies use MicroStrategy to transform vast amounts of data into actionable information that enhances their performance, productivity and competitive edge. MicroStrategy's customers include the top twelve Fortune 500 global telecommunications companies, the top eight global pharmaceutical companies and nearly two-thirds of the top 50 global retailers. MicroStrategy has relationships with systems integrators and technology partners, including IBM, HP, PeopleSoft, Sun and Teradata. More information about MicroStrategy (Nasdaq: MSTR) is available at www.microstrategy.com.

About Teradata Division

Teradata (www.teradata.com), 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 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) employs approximately 28,500 people worldwide.

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MicroStrategy is a registered trademark of MicroStrategy Incorporated in the United States and certain other countries. Other product and company names mentioned herein may be the trademarks of their respective owners.

Note to Investors

This press release may include statements that may constitute "forward-looking statements," including its estimates of future business prospects or financial results and statements containing the words "believe," "estimate," "project," "expect" or similar expressions. Forward-looking statements inherently involve risks that could cause MicroStrategy's actual results to differ materially from the forward-looking statements. Factors that could contribute to such differences include: the ability of MicroStrategy to implement and achieve widespread customer acceptance of its software on a timely basis; delays in MicroStrategy's ability to develop or ship new products; market acceptance of new products; competitive factors; currency fluctuations; and other risks detailed in MicroStrategy's periodic reports filed with the Securities and Exchange Commission. By making these forward-looking statements, the Company undertakes no obligation to update these statements for revisions or changes after the date of this release.

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CONTACT: Teradata Division
         NCR Corporation
         Marchela Roca, 770-623-7024
         marchela.roca@teradata-ncr.com
         or
         MicroStrategy Incorporated
         Wende Cover, 703-770-1646
         wcover@microstrategy.com

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