



Teradata Continues Business Momentum

March 12, 2007 at 11:02 AM EDT

Fueled by Three Primary Business Drivers - Customers, Solutions and Partnerships

DAYTON, Ohio, Mar 12, 2007 (BUSINESS WIRE) -- Teradata, a division of NCR Corporation (NYSE:NCR), the global leader in data warehouse-driven enterprise analytics, continues to expand its customer base and add to its solution portfolio and partnerships.

"What we do best is help our customers gain competitive advantage through active enterprise intelligence - which is the alignment of strategic and operational decision-making throughout an organization," said Bob Fair, vice president of business strategy and chief marketing officer for Teradata. "This customer-focused approach helped us to achieve healthy growth in 2006."

Fair said that Teradata's performance has laid a strong foundation as the division prepares for its separation from parent NCR. NCR announced on Jan. 8, 2007, that it intends to separate into two independent publicly traded companies through the spin off of 100 percent of the company's Teradata data warehousing business to NCR's shareholders.

"Organizations' critical need for leveraging data across the enterprise - and applying analytics to provide the most valuable information assets - has always been the core of the Teradata mission," said Mark Smith, chief executive officer and executive vice president of research for analyst firm Ventana Research. "Teradata's continued focus on customer success and satisfaction, along with their continued investment to broaden and deepen their solutions, has driven them to be one of the key technology suppliers in the industry."

Teradata and analysts see enterprise data warehousing as the superior data warehousing architecture that companies utilize to build their enterprise analytics infrastructure, Fair noted. "The need for analytics has never been greater. The way companies use information to drive strategic and operational decision-making is the basis for competition. Teradata will continue to increase the availability of business solutions - from Teradata and our partners - to help our customers drive more value from integrated detailed enterprise-wide data as well as to extend our technology lead in active data warehousing."

New Teradata customers and major upgrades across the world

Fair noted that Teradata's roster of world-class customers is growing across all industries, from new customers to data warehouse expansions by existing customers to orders for new analytical solutions and consulting services. Some of the business leaders placing orders with Teradata include:

-- Financial Services (Banking and Insurance): ABN-Amro (China), Argencard (Argentina), Banco Bradesco, Barclay's Bank (U.K.), BPH Bank (Poland), Caixa Galicia Bank (Spain), China Everbright Bank, Commercial International Bank (Egypt), Corona Direct (Belgium), DnB Nor (Norway), Health Care Services Corporation, Hua Nan Commercial Bank (Taiwan), Norwich Union (U.K.), Russian Standard Bank, Siam Commercial Bank (Thailand), UnumProvident Corp., and several other leading U.S. and international financial institutions

-- Retail and Hospitality: Bottega Verde (Italy), Federated Stores, Hallmark Cards Inc., hhgregg stores, Hudson's Bay Company (Canada), Iceland Frozen Foods (U.K.), Libertad (Argentina), Limited Brands Inc., Loblaw's (Canada), Mango (Spain), Meredith Corp., METRO (Germany), Overstock.com, Sears Holdings, Tesco (U.K.), The Warehouse (New Zealand), and many other premiere names in the global retail industry

-- Communications, Media and Entertainment: AEG - Anschutz Entertainment Group, Amp'd Mobile, Canal+ Group (France), eBay, Harrah's Entertainment, Mobilink (Pakistan), Mohegan Sun, Penn National Gaming, Polkomtel S.A. (Poland), Proximus (Belgium), Telecom Egypt, Trump Entertainment Resorts, VIBO Telecom (Taiwan), Xinjiang Telecom (China) - and other leaders in global entertainment, feature film companies, and the wireline and wireless industries

-- Travel: Alitalia (Italy), Continental Airlines, Lufthansa (Germany), Travelocity - and name-brand freight carriers and passenger airlines in the United States

-- Government, Public Sector: Australian Taxation Office, China Post Express Mail Service, Czech Post, La Poste Italiana, SABESP (Brazil), State of Texas, Michigan Department of Health and Human Services, Minnesota Department of Health and Human Services, U.S. Department of Defense - Transportation Command, and numerous other U.S. federal and state government organizations

-- Manufacturing, Distribution, Services: Chi Mei Optoelectronics (Taiwan), DaimlerChrysler, Ford Motor Company, 3M Corporation, Tenneco Inc., leading soft drink bottlers, and PC and chip-makers

Teradata grows solution portfolio

In 2006, Teradata introduced new analytic applications, products and acquired solutions, enhancing its portfolio and more importantly, growing the capabilities of our customers.

-- Teradata(R) Warehouse 8.2, a comprehensive suite of high-end hardware, software and consulting services for managing active enterprise intelligence

-- Teradata Warehouse Miner 5.0, a comprehensive suite of data-mining software that significantly automates data preparation and dramatically accelerates performance of partners' data-mining tools

-- Teradata Finance and Performance Management, Teradata Master Data Management, Teradata Enterprise Risk Management, a new version of Teradata Customer Relationship Management, and new SeeChain capabilities in Teradata's Demand and Supply-Chain Management solution for greater visibility and traceability in supply-chain management

New and evolving partnership activities enhance Teradata customer capabilities

Teradata continues to add, develop and expand partner relationships and partner analytic solutions optimized for Teradata.

-- In January 2007, Microsoft and Teradata announced they are working together to optimize interoperability between Microsoft(R) business intelligence solutions and Teradata(R) Enterprise Data Warehouse to help information workers gain access to, analyze and report on critical data more quickly, and help streamline the delivery of business intelligence applications.

-- Teradata continues to extend its set of SAP NetWeaver-certified integration tools through partnerships, expanding its SAP commitment.

-- Many of Teradata's other core data warehousing partners continue to optimize their solutions for joint customers including Ab Initio, Attensity, Business Objects, Cognos, Compudigm, Computer Associates, Fair Isaac, Goldengate, Hyperion, IBM IIS, Informatica, KXEN, Microstrategy, Oracle Business Analytics (formerly Siebel), Oracle Data Integrator (formerly Sunopsis), SPSS and Trillium. Also growing is Teradata's portfolio of industry partners including vendors such as Datavantage, Mantas, Retaligent, Scorecard, Sungard and Thomson Medstat.

-- Teradata's systems integrator partnerships with Accenture, BearingPoint, Capgemini and Deloitte continue to lead to new joint solution opportunities.

Analyst reports and industry recognition continue

The information technology analyst community has reported extensively on Teradata. For example, Teradata is positioned by Gartner in the leaders quadrant in three categories: the worldwide market for Data Warehouse DBMS Servers (DBMS Report); the worldwide market for Data Warehouse DBMS Systems (DW Systems Report); and the Multichannel Campaign Management (CRM) applications marketplace ("Magic Quadrant for Multichannel Campaign Management, 1Q06" by Adam Sarner, published March 30, 2006).

Teradata customers also earned global recognition for leadership in analytics, operational excellence, and data warehouse-driven business performance. These include prestigious awards from The Data Warehouse Institute, which presented "Best Practices Awards" to Royal Bank of Canada (for best Enterprise Data Warehouse); Nationwide Insurance (for best Master Data Management); Pannon GSM - (for best Predictive Analytics); and BNSF Railway, Inc. (for Business Performance Management). In August, Ventana Research named Teradata customer BNSF Railway Company the winner of the 2006 Award for Finance and Performance Management.

Chinatrust Commercial Bank won a FinTech Asia Award for outstanding Customer Analytics. Ford Motor Company had the winning case study in the 2006 Supply and Demand Chain Executive 100. Nationwide Insurance won the Technology Managers Forum Best Practice Award for Technology Innovation. BNSF was the Best Practice Winner in the InfoWorld 100 for Data Consolidation and Business Forecasting. National Australia Bank (NAB) was the winner for Most Effective Customer Segmentation Strategy in the "ifs" Financial Innovation Awards - NAB was also named the DMA's Financial Services Company of the Year.

Winners of the DM Review World-Class Solution Awards included the RBC Financial Group (for enterprise data warehousing), Airlines Reporting Corporation (for business intelligence) and Nationwide Insurance (for data management).

In December, the National Center for Database Marketing honored Overstock.com - together with Teradata - with the DMA Platinum Award for overall information technology excellence - plus a Gold Award for superior Technology Applications (CRM).

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. As a growing business, Teradata is always looking for outstanding talent. To learn more about Teradata career opportunities, visit www.teradata.com/careers.

About NCR Corporation

NCR Corporation (NYSE:NCR) is a leading global technology company helping businesses build stronger relationships with their customers. NCR's Teradata(R) data warehouses, ATMs, retail systems, self-service solutions and IT services provide Relationship Technology(TM) that maximizes the value of customer interactions and helps organizations create a stronger competitive position. Based in Dayton, Ohio, NCR (www.ncr.com) employs approximately 28,900 people worldwide.

The Magic Quadrant is copyrighted August 2006, September 2006, and March 2006 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

NCR and Teradata are trademarks or registered trademarks of NCR Corporation in the United States and other countries.

SOURCE: NCR Corporation

Teradata Division

NCR Corporation

Mike O'Sullivan, 937-445-7152

mike.osullivan@teradata-ncr.com