



NCR to Focus on New Indirect Channel Growth

April 14, 2011 at 8:15 AM EDT

David Wilkinson Announces Plans to Aggressively Grow Indirect Business to Support NCR's Global Reach

ORLANDO, Fla., Apr 14, 2011 (BUSINESS WIRE) --

[NCR Corporation \(NYSE: NCR\)](#) today announced a new expansion strategy for its indirect business, taking it from "good to great" across the retail, financial services, travel and healthcare sectors and extending its global reach. The plan was unveiled by David Wilkinson, NCR's newly appointed vice president of global channel sales, at the company's global partner conference in Orlando, Florida, on April 12-15.

NCR's existing partner network resells NCR's self-service and assisted-service solutions worldwide, giving NCR market coverage in over 120 countries. NCR plans the aggressive growth of its channel business by recruiting new partners and increasing the range and value of NCR solutions they are certified to sell and support.

"Our indirect partners are vitally important to NCR's global business strategy," said David Wilkinson. "We are working closely with them to build a world-class indirect organization. This will help deliver profitable growth not only for our partners, but NCR and our global customer base as well."

NCR offers a holistic combination of innovative products and services, designed with its indirect partners in mind. NCR will be making further announcements about additions to its indirect business over the coming months.

"As a long-standing NCR distribution partner, we look forward to working with NCR as they expand their focus on the indirect channel, delivering added value and potential new opportunities for our reseller partners," said Jeff Yelton, president, ScanSource POS and Barcoding, a value-added distributor of point-of-sale (POS) and automatic identification and data capture (AIDC) systems and solutions.

"NCR is investing in innovation and growth on a region-by-region basis and building out a world-class partner network is critical in extending our global reach," said Peter Leav, senior vice president, global sales. "NCR's solutions and services are driving productivity improvement for companies and a better consumer experience in both mature and fast-growing emerging markets. Our partners have a major opportunity to extend and empower NCR's customer bases through added-value solutions, and we are committed to helping them be successful."

Before joining NCR in November 2010, David Wilkinson held senior leadership roles in the channel organizations of Avaya, Nortel and Verizon, where he was recognized for building strong, results-focused teams.

About NCR Corporation

NCR Corporation (NYSE: NCR) is a global technology company leading how the world connects, interacts and transacts with business. NCR's assisted- and self-service solutions and comprehensive support services address the needs of retail, financial, travel, healthcare, hospitality, entertainment, gaming and public sector organizations in more than 100 countries. NCR (www.ncr.com) is headquartered in Duluth, Georgia.

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