



## NCR and Alcatel-Lucent Agree to Expand Global Managed Services Reach

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*New relationship strengthens each company's position and presence worldwide in managed services, reducing time-to-market and generating new revenue opportunities*

DULUTH, Ga.--(BUSINESS WIRE)--Oct. 12, 2015-- [NCR Corporation](#) (NYSE: NCR), the global leader in consumer transaction technologies, today announced that it is teaming with Alcatel-Lucent, a leader in IP networks, cloud and ultra-broadband access to expand their global reach in managed services. The relationship will strengthen each company's position and presence worldwide in managed services by reducing time-to-market and generating new revenue opportunities.

Under the agreement NCR will provide services including site surveys, deployment and maintenance projects, where speed and quality of service are critical to quickly ramp-up and ramp-down new Alcatel-Lucent technology implementations. NCR's role encompasses high-volume projects where services are required across multiple countries and regions, including small cells, IP/MPLS, GPON and Wi-Fi® deployments. Additional managed services functions and technologies will be provided to support innovation, quality and agility.

Alcatel-Lucent customers will benefit from NCR's global footprint and expertise, and a consistent, high quality experience across multiple geographies and vertical markets. Meanwhile, NCR will benefit from Alcatel-Lucent's network experience and broad knowledge of communication technologies.

"The global agreement between Alcatel-Lucent and NCR strengthens each company's unique capabilities to provide customers with great services and innovative technologies," said Friedrich Trawöger, President Managed Services at Alcatel-Lucent. "By integrating capabilities, we can further reduce time-to-market and leverage economies of scale to improve cost competitiveness. These enhancements to our Managed Service portfolios enables both companies to attract and reach new customers in new markets."

With a global footprint of 17,000 service professionals in more than 180 countries, NCR is well positioned to work with Alcatel-Lucent around the world. NCR provides maintenance, deployment and managed services through a specialist team of project management and technical professionals to enable technology providers, like Alcatel-Lucent, to operate more effectively and efficiently, and grow their businesses. The result is customer projects that are delivered with the highest levels of global consistency - on time, on plan and on budget and with the flexibility that customers expect of global technology companies, such as NCR and Alcatel-Lucent.

This is extremely powerful when combined with [Alcatel-Lucent's extensive managed services capabilities](#) in the networking space managing more than 100 engagements globally, which includes 300,000 network elements and 100 million subscribers.

"Innovative technology, industry experience and strong partnerships are fundamental for technology and telecom providers, such as Alcatel-Lucent, to differentiate them in today's competitive global market," said Sophia Williams, vice president and general manager, Telecom & Technology division at NCR. "This agreement allows both companies to grow by leveraging each other's best resources and practices, as well as opening up new customer opportunities that can benefit immediately from our combined expertise."

NCR responds to 22 million service actions per year and maintains more than three million devices and points of service worldwide. This includes provision of value-added services to eight of the top 10 telecoms and network technology OEMs, 19 of the world's top 20 banks, seven of the top 10 retailers and three of the top five airlines.

### About NCR Corporation

NCR Corporation (NYSE: NCR) is the global leader in consumer transaction technologies, turning everyday interactions with businesses into exceptional experiences. With its software, hardware, and portfolio of services, NCR enables more than 550 million transactions daily across retail, financial, travel, hospitality, telecom and technology, and small business. NCR solutions run the everyday transactions that make your life easier.

NCR is headquartered in Duluth, Georgia with over 30,000 employees and does business in 180 countries. NCR is a trademark of NCR Corporation in the United States and other countries.

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