



Pick 'n Pay, Leading South African Retail Chain, Selects NCR Point-of-Sale Software Solution

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CAPE TOWN, South Africa, Nov. 16 /PRNewswire/ -- Pick 'n Pay of South Africa has selected NCR Corporation for its point-of-sale (POS) software in all corporate and the majority of its non-corporate franchise stores throughout South Africa and other southern African countries.

Under the terms of the agreement, NCR -- through its NDS distributor in South Africa -- will install the NCR Advanced Store@Retail solution on Pick 'n Pay's existing base of more than 4,000 NCR 7452 terminals. With installation scheduled for 2001, the deal includes software licenses and software development services.

The Pick 'n Pay Group operates a number of store formats, including supermarkets, hypermarkets, franchises, and auto centers.

The NCR Advanced Store@Retail solution is designed to integrate the Internet at checkout. For example, store personnel have the ability to access real-time transaction or inventory information right at the POS workstation. Retailers can also present Web-based promotional information on consumer displays at the POS - linking messages to specific items purchased. Further, studies and experience show that Advanced Store@Retail can increase employee productivity by up to 10 percent.

"We chose NCR Advanced Store@Retail after reviewing several companies, because we expect this solution will increase productivity and improve delivery of new applications to our stores," says Ronnie Herzfeld, information systems director and CIO at Pick 'n Pay.

A multi-platform software package, Advanced Store@Retail is the cornerstone of NCR's total suite of consumer-focused retail products and services. The software is a turnkey solution for retailers - from the shelf, to the checkout, to the back office.

Advanced Store@Retail's Web-based technology allows for secure collection and easy management of complete sales transaction data. This allows for improved store-based information management of such programs as customer relationship management, which ultimately generates higher customer retention.

"Our heritage in providing retailers with leading-edge products and services is one of the key reasons why Pick 'n Pay chose NCR and the powerful Advanced Store@Retail solution. We believe that by streamlining their application development cycle, Pick 'n Pay will have the competitive advantage to deliver enhanced customer service." says Alberto Camuri, vice president of NCR's Retail Solutions Division for Europe, Middle East, Africa, South Asia and Pacific.

NCR's Advanced Store@Retail is designed for retailers in Europe, the Middle East and Africa, and is a member of NCR's Advanced Store family of point-of-sale applications. Advanced Store applications are currently installed on over 100,000 POS terminals in over 20 countries. The Advanced Store@Retail software can be adapted to country-specific requirements, including multiple languages, and can accommodate up to 40 currency options, including the euro.

About Pick 'n Pay

Established in 1967, South African-based Pick 'n Pay Group focuses on the large scale retailing of food, clothing and general merchandise. Operational responsibility lies with the respective management boards of the Retail Division and Group Enterprises Division.

The Retail Division concentrates on Pick 'n Pay's core business. This comprises hypermarkets, supermarkets, family franchise stores, auto centers and financial services. The Group Enterprises Division manages other Group activities, including Score Supermarkets, Boardmans specialty stores, RiteValu franchises, TM Supermarkets and Property. This division is also responsible for finding new investment opportunities for the Group whether in South Africa, the rest of Africa or overseas.

The holding company of the Group's activities, Pick 'n Pay Stores Limited, has been listed on the Johannesburg Stock Exchange since 1968. More information about Pick 'n Pay may be found at www.picknpay.co.za.

About NCR Corporation

NCR Corporation (NYSE: NCR) is a US\$6.2 billion leader in providing Relationship Technology(TM) solutions to customers worldwide in the retail, financial, communications, manufacturing, travel and transportation, and insurance markets. NCR's Relationship Technology solutions include privacy-enabled Teradata(R) warehouses and customer relationship management (CRM) applications, store automation and automated teller machines (ATMs). The company's business solutions are built on the foundation of its long-established industry knowledge and consulting expertise, value-adding software, global customer support services, a complete line of consumable and media products, and leading edge hardware technology. NCR employs 31,900 in 130 countries, and is a component stock of the Standard & Poor's 500 Index. More information about NCR and its solutions may be found at www.ncr.com.

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