



## **Japan's Higo Bank to Implement NCR's Teradata Warehouse and CRM Solution**

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DAYTON, Ohio, June 21 /PRNewswire/ -- Teradata, a division of NCR Corporation (NYSE: NCR), announced today that Higo Bank, headquartered in Kumamoto, Japan, has selected a Teradata(R) warehouse and customer relationship management (CRM) solution to help it design and implement a state-of-the-art business intelligence program.

The business strategy has been designed to drive growth by more quickly and efficiently analyzing customer behavior information, then getting the business intelligence to management and front-line employees to better serve banking customers.

Higo Bank ranks 45th in assets among the approximately 1,800 Japanese banks, has \$29.5 billion in assets and serves businesses and consumers through 129 regional branches in and near Kumamoto.

"Our ultimate goal is to enable businesses to proactively manage their relationships with their customers," said Peter Heffring, president of Teradata's CRM division. "By utilizing both the Teradata warehouse and CRM application, Higo Bank will ensure that it is well-positioned to increase both its revenue and profitability opportunities."

When fully implemented in July, the Teradata business intelligence program will help the bank rebuild its sales and service strategy with the objective of creating stable, lasting relationships of trust with its business and consumer customers.

### **About Teradata Division**

Teradata, a division of NCR Corporation, offers powerful analytical solutions that help businesses drive growth. Teradata solutions include the Teradata database and analytical applications for customer relationship management, operations and financial management, business performance management and e-business. To learn more about Teradata Division and its solutions, go to <http://www.Teradata.com>.

### **About NCR Corporation**

NCR Corporation (NYSE: NCR) is a 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 33,200 in more than 100 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](http://www.ncr.com).

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