



NCR Appoints Howard L. Lance President of NCR and COO of the Retail and Financial Group

July 9, 2001 at 9:48 AM EDT

DAYTON, Ohio, July 9 /PRNewswire/ -- NCR Corporation (NYSE: NCR) announced today that Howard L. Lance has been named president of NCR and chief operating officer of its Retail and Financial Group, reporting to NCR chairman and chief executive officer Lars Nyberg.

Lance joins NCR after 17 years with global electrical and electronic equipment maker Emerson, having held increasingly senior management positions since joining the company's Copeland division in 1984. Most recently, he served as executive vice president with responsibility for much of Emerson's electronics and telecommunications segment, a \$4 billion business providing a broad range of power, electronic and connectivity products for the information technology and telecommunications markets.

Lance, whose appointment is effective immediately, will be responsible for four of NCR's five businesses -- Retail Store Automation, Financial Self Service, Worldwide Customer Services and Systemedia.

"Howard has proven ability growing technology-related businesses both organically and through acquisition. His extensive sales and marketing experience, operational capabilities and technology expertise are an excellent fit for NCR, and I'm excited about bringing his business acumen and leadership to NCR and our Retail and Financial Group," said Lars Nyberg, chairman and CEO of NCR.

Lance began his career in an engineering co-op program with Caterpillar, Inc. while attending Bradley University in Peoria, Illinois. Upon graduation he moved into sales and marketing assignments at Caterpillar, and eventually was appointed marketing director for the Towmotor division.

Following two years at the Scott-Fetzer Company as national sales and marketing manager, he joined Copeland Corporation in Sidney, Ohio in 1984 as manager of its product service business and later became vice president of sales and marketing for the company. Copeland was purchased by Emerson in 1986. Lance's success increasing sales revenue earned him a general management role in 1993 as president of Copeland's refrigeration division.

Prior to his most recent role as executive vice president of Emerson's electronics and telecommunications segment, Lance was group vice president responsible for five of the segment's business units. Prior to that, he was chief executive officer of Astec plc, at the time a 51 percent Emerson-owned power supply and electronic components business based in Hong Kong.

Lance holds a M.S. in management from Purdue University, and a B.S. in industrial engineering from Bradley University.

NCR's fifth business -- Teradata, a global leader in data warehousing and analytical solutions -- continues to be led by chief operating officer Mark Hurd, also reporting to Nyberg. Hurd will assume the title of president of NCR, along with his current title of chief operating officer of the Teradata Division.

"Since assuming responsibility for our data warehousing business in 1999, Mark has continued to demonstrate strong leadership in this space," said Nyberg.

Along with Nyberg and chief financial officer David Bearman, Lance and Hurd are members of NCR's Executive Committee. NCR is led by this four-person committee, responsible for establishing company direction and setting strategies and objectives in support of that direction.

About NCR Corporation

NCR Corporation (NYSE: NCR) is a leader in providing Relationship Technology(TM) solutions to customers worldwide. NCR's Relationship Technology solutions include the Teradata(R) database and analytical applications for customer relationship management (CRM) and business performance management, store automation systems 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.

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