



NCR Ready to Fill Gap in Convenience Banking Market

September 27, 2001 at 11:03 AM EDT

DAYTON, Ohio, Sep 27, 2001 /PRNewswire/ --

Unique partnership approach underpins business model

NCR Corporation (NYSE: NCR) today confirmed its commitment to the convenience banking market and unveiled the partnership approach that will give it an edge in the provision of additional self-service transactions such as check cashing, money orders and money transfer to the growing, under-served, under-banked section of the U.S. market.

Recognizing early on the challenges of commercializing this exciting, new self-service opportunity, NCR invested in a standards-based, open-solution platform that enabled many "blue chip" companies to combine their efforts in this space. This partnership approach, known as the "Convenience Connexions Alliance," leverages the capabilities and investments of all members, while enabling the focus to be on the customer transaction instead of the underlying technology.

Brad Lozier, vice president, NCR Financial Solutions Division, Americas region, explained, "We are in a unique position to develop this market opportunity. Our objective is not to try to be everything to everybody, but rather to bring the best companies together in shared, open architecture that allows terminal deployers to offer the new transactions their customers want from the providers of their choice. NCR's APTRA(TM) Edge software provides the common framework that allows all of our partners to plug in and share the combined resources of the Alliance."

Commenting on the recent closure of InnoVentry, he added, "InnoVentry should be commended for advancing this market and proving that consumers do want these transactions. NCR has a viable business model to serve InnoVentry's customers. We believe that our approach and experience will enable us to help these customers recover from this setback and develop successful programs."

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 33,300 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.

NCR and Teradata are trademarks or registered trademarks of NCR Corporation in the United States and other countries.

MAKE YOUR OPINION COUNT - [Click Here](#)

<http://tbutton.prnewswire.com/prn/11690X71487676>

SOURCE NCR Corporation

CONTACT: Wynne Evans of NCR - London, +44 0 20 7725 8997, or wynne.evans@ncr.com, or Lorraine Russell of NCR Corp - Dayton, OH, +1-937-445-3784, or lorraine.russell@ncr.com