



Teradata Announces Expanded Portfolio of Solutions for Manufacturing Industry; New Offerings Put Manufacturers on the ROI Fast Track With Data Warehousing

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LAS VEGAS, Oct 2, 2002 (BUSINESS WIRE) -- Today at the Teradata Partners User Group Conference, Teradata, a division of NCR Corporation (NYSE:NCR), announced its detailed plans to expand its portfolio of solutions specifically tailored for the manufacturing industry. New additions include a manufacturing logical data model (MLDM) and analytical applications for supply chain intelligence.

"With our new Teradata MLDM, customers can quickly implement a best-in-class enterprise data warehouse that embraces sales, marketing, financial, inventory, customer, product, trading-partner, point-of-sale and clickstream data," said Dan Odette, Teradata vice president of manufacturing industry marketing. "The MLDM also provides a skeleton for which a manufacturer's business information can be used in designing a data warehouse infrastructure that supports incremental growth and the addition of new applications when needed."

The MLDM is a picture of the data in the data warehouse and defines how different types of data relate to each other. It will be a foundational component of Teradata's solution set for manufacturing customers and provides a framework for mining information to answer business questions such as: "Which purchasing groups are better at driving down price when compared to other groups purchasing the same materials?"; "Are inventory levels optimized based on actual consumption and replenishment?"; "What shipments need to be expedited to meet changes in demand?" and "Are there cycle-time patterns by customer, by sales office, by product line?"

The MLDM is the result of many years of cataloging and capturing unique data requirements and addressing questions that require data integration across departmental silos of information. Serving as a pre-packaged blueprint, it provides manufacturers with an advanced starting point in the process of building and implementing an enterprise data warehouse. The range of analytics that can be run against this structure is virtually limitless. Examples include contract management, deductions management, new product introductions and channel profitability, along with many other views.

The Teradata Solutions for Manufacturing portfolio also includes the Teradata supply chain intelligence offering, which provides analytical software and services to support a wide range of key performance indicators reporting for procurement, production, logistics and fulfillment. The Teradata supply chain intelligence solutions allow companies to view and predict the performance of the entire supply chain to quickly diagnose problems and pinpoint opportunities in order to take fast corrective action.

The Teradata Solutions for Manufacturing expanded portfolio addresses customer needs in a range of vertical manufacturing segments, including automotive, consumer packaged goods, high tech, pharmaceutical and industrial industries. Other solutions in the portfolio include Teradata customer relationship management, Teradata financial management and a data mart consolidation solution.

About Teradata Division

Teradata, a division of NCR Corporation (NYSE:NCR), is the global leader in enterprise data warehousing and enterprise analytic technologies and services. For more information, visit www.teradata.com.

About NCR Corporation

NCR Corporation (NYSE:NCR) is a leading global technology company helping businesses build stronger relationships with their customers. NCR's ATMs, retail systems, Teradata data warehouses and IT services provide Relationship Technology(TM) solutions that maximize the value of customer interactions. Based in Dayton, Ohio, NCR (www.ncr.com) employs approximately 30,400 people worldwide.

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