



## **Cole National to Improve Forecasting with Teradata's Demand Chain Management Solution and Data Warehouse**

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DAYTON, Ohio--(BUSINESS WIRE)--Jan. 15, 2003--Teradata, a division of NCR Corporation (NYSE:NCR), today announced it has entered an agreement to provide Cole National's optical business with an enterprise data warehouse that will run its demand chain management (DCM) solution along with other software and professional services.

With the new Teradata DCM solution, Cole National will utilize two years of detailed sales history to better forecast future stock keeping unit (SKU)/location demand and tailor local store assortments. This will add an important tool that will enable Cole National to evaluate customer demand and deliver the right products to the right place at the right time, resulting in improved customer satisfaction.

"We're anticipating significant business-process improvements and improved decision support from running the DCM forecasting engine on the Teradata warehouse," said Louis Penny, vice president and chief information officer for Cole National.

The Teradata DCM solution has a track record of improving inventory turnover and reducing the occurrence of stock-outs through more effective forecasting and replenishment techniques.

"Cole National will be the first retailer to implement our newest version of Teradata DCM, benefiting from the added capabilities of the solution," said Darryl McDonald, retail industry vice president for Teradata. "The forecasting accuracy and Web-enabled, integrated design of the application makes it a must-have in driving improved results for the retail demand chain."

### **About Cole National**

Cole National Corporation's vision business, together with Pearle franchisees, has 2,178 locations in the U.S., Canada, Puerto Rico and the Virgin Islands, and includes Cole Managed Vision, one of the largest managed vision care benefit providers to approximately 94 million members with multiple provider panels and 20,000 practitioners. Cole's personalized gift business, Things Remembered, serves customers through 781 locations nationwide, catalogs and the Internet at [www.thingsremembered.com](http://www.thingsremembered.com). Cole also has a 21 percent interest in Pearle Europe, which has more than 1,145 optical stores in Austria, Belgium, Estonia, Finland, Germany, Italy, the Netherlands, Poland, Portugal, Russia and Sweden.

### **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](http://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(R) 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](http://www.ncr.com)) employs approximately 30,100 people worldwide.

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