



Meeting to discuss Atlanta Technology Center

October 3, 2013
1:00-1:45 PM

Location:

Georgia State Capitol, Office of the Governor
206 Washington Street, SW

Objectives:

- Further discuss creation of technology center located in Atlanta
- Consider potential partnerships and collaboration between NCR, the State of Georgia, the City of Atlanta, and Georgia Tech to achieve this vision
- Explore next steps for key stakeholders

Participants

- Bill Nuti, Chairman and CEO, NCR Corporation
- Governor Nathan Deal, State of Georgia
- Mayor Kasim Reed, City of Atlanta
- Dr. Bud Peterson, President, Georgia Tech
- Andrea Ledford, SVP and Chief HR Officer, NCR Corporation

Contacts:

Courtney Brown, Office Governor Deal:
Debra Alberts, NCR, Office of Mr. Nuti:

(w) [REDACTED]
(w) [REDACTED]

Zimbra [REDACTED]

RE: Large Company HQ Relocation

From : Bud Peterson <[REDACTED]> Thu, Feb 13, 2014 07:59 PM
Subject : RE: Large Company HQ Relocation
To : 'Al Trujillo' <[REDACTED]>, Bud'
'Peterson' <[REDACTED]>

Al,
Thanks!

Regards,
BP

G.P. "Bud" Peterson, President
Georgia Institute of Technology
225 North Avenue
Atlanta, GA 30332-0325
Ph: [REDACTED]
Fax: [REDACTED]
<http://www.gatech.edu/president/>
<http://www.me.gatech.edu/faculty/peterson>

From: Al Trujillo [mailto:[REDACTED]]
Sent: Thursday, February 13, 2014 4:02 PM
To: Peterson, Bud
Subject: Re: Large Company HQ Relocation

... Jim Lientz reminded me that NCR was a tough negotiator when they moved down from Ohio. Jim might have been with the State at the time.

Sent from my iPhone

On Feb 13, 2014, at 2:02 PM, "Peterson, Bud" <[REDACTED]> wrote:

John,
Thanks, good response! Given the situation, your response was entirely appropriate. I suspect that they think the GT Foundation is a not-for-profit foundation given to the support of local entities rather than one specifically directed towards helping the Georgia Institute of Technology and as such, essentially an extension of the Institute. I have never heard of a University giving a gift to a company to locate close by.

Any gift. Let alone a \$5 Million gift would require a significant commitment that would clearly offset the costs by some pledge of a significant partnership.

Regards,
BP

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From: John Majeroni [mailto:[REDACTED]]
Sent: Thursday, February 13, 2014 2:00 PM
To: Steve Swant; G.P. "Bud" Peterson
Subject: Large Company HQ Relocation

Pres. Peterson, Steve:

Regarding the large company that we've been talking about, their broker called me today looking for feedback. They are very interested in the Centergy North site but it is expensive. The company is considering asking the GT Foundation for financial support for the project. Specifically, they are thinking of asking GTF to acquire the site (\$25-30 million) and gift it to them.... :)

The feedback I gave him was:

- We are the non-profit and are usually the ones making such requests. :)
 - They should not speak directly with GTF but rather have the conversation with Pres. Peterson.
-
- In my mind, a request that large had little chance for success.
 - If they were to request something much smaller, say \$5 million, it should be for some tangible benefit for GT, in addition to the benefits of a deeper and broader partnership with the company. For instance, if the company was going to build the project in stages, the money could buy GT the right to participate in a future phase (basically, we'd be buying a share in the dirt to build on in the future, or perhaps to sell in the future). I didn't think it was consistent with our mission and history to take contributions alumni had made to GT and use it to make the company's project cheaper, so any funds had to benefit both the project and GT directly.

He appreciated the feedback and thought it made sense. If you'd like me to pass anything else along, please advise.

John

Zimbra

RE: NCR Summary

From : Bud Peterson <[REDACTED]> Mon, Sep 30, 2013 04:45 PM
Subject : RE: NCR Summary
To : Greg 'King' <[REDACTED]>, Bud 'Peterson' <[REDACTED]>
Cc : Dene' 'Sheheane' <[REDACTED]>, Lynn M' 'Durham' <[REDACTED]>

Greg,

This is great, thanks. No need for you to join us for the meeting, I think it is just going to be the four of us!

Regards,
BP

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From: King, Greg [mailto:[REDACTED]]
Sent: Monday, September 30, 2013 2:58 PM
To: 'Peterson, Bud'
Cc: Sheheane, Dene; 'Durham,Lynn M'
Subject: RE: NCR Summary

President Peterson,

Please see the summary below. Also, I'd be happy to join you and Dene at the Capitol to support your meeting in whatever way you might need.

1) What they have in Ga.

- a. Duluth: HQ (some C level leaders) and their line of business leadership as well as new product development, HR, Government affairs and applied research/engineering - approx. 3000 people.
- b. Biltmore (Tech Square): Mobile technology center – 50 people

- c. Peachtree City: Service support group, Training site for all of NCR technicians North America, parts distribution center about 1000 people.
- d. Alpharetta: NCR acquired Radiant Systems – software and other mobile solutions. Their new POS solution “Silver” is being developed here. Approx. 700 people
- e. Columbus – Manufacturing site of about 800 people (they moved several hundred supply chain types of positions from a Gwinnett County site and added to the mfg operations so the total here may be up to 1400.)

2) What they have in other locations:

- a. New York: Office with about 100 people which include Bill Nuti, Andrea Ledford and about ½ of the C-level officers. Also at this office are legal and other typical corporate functions.
- b. Maryland: Public Sector solutions group with about 100 people.
- c. Tennessee: Consumables Division (Interactive Printer Solutions) – manufacturing site(not sure about headcount here)
- d. They have sales and services offices in about every state and around the world.

3) Joint activities: We are working on a number of areas together:

- a. Hiring graduates and interns from GT. Most recently they hired a cohort of about 8-10 interns for an interesting special project with NCR and the Falcons around consumer transactions and technology.
- b. Looking at plans with Andrea Ledford's Talent Planning team to use Biltmore location to enhance recruiting and collaboration on campus.
- c. Research projects with the Scheller COB around Big Data.
- d. Research projects with ECE around Fraud Detection (moving into a second phase)
- e. Senior design projects in ME, ECE and COC.
- f. Working more closely with their research and Office of Disruptive Innovation (ODI) – three key interest areas are: big data, security and mobile technology. Planning a day for them on campus this fall to include Ron Hutchins, Beth Mynatt, Richard Fujimoto and Wenke Lee.
- g. Working with them to become more involved with ATDC companies and those from Venturelab to support their technology roadmap.
- h. We had discussed either helping them enhance their Biltmore site or possibly create a small new specialty site that would let them better take advantage of the innovation ecosystem at Tech Square.

Please let me know if you have any questions or need anything else.

Thanks,
Greg

From: Peterson, Bud [mailto: [REDACTED]]
Sent: Monday, September 30, 2013 11:30 AM
To: [REDACTED]
Cc: Dene Sheheane; 'Durham M'
Subject: NCR

Greg,

Please see the attached. This has all been kept very quiet and confidential, but I am meeting with the Mayor, the Governor and Bill Nuti from NCR on Thursday. The discussion will center on NCR moving their entire operation to Atlanta in Nuti's words "either on or immediately adjacent to the Georgia Tech campus." This could entail on the order of 4,000 employees.

Can you give me a summary of

- 1) what they have already moved to Georgia
- 2) where other operations are currently located and
- 3) a summary of our joint activities either planned or in place?

Thanks!

Regards,
BP

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Zimbra 

NCR

From : Bud Peterson < > Mon, Sep 30, 2013 11:29 AM
Subject : NCR  1 attachment
To : greg king < >
Cc : Dene Sheheane
< >, 'Durham M'
< >

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Meeting Information Oct 3.doc 26 KB
