Q1 2025 Media Backgrounder

At Teradata, we believe that people thrive when empowered with trusted information. That's why we built the most complete cloud analytics and data platform for AI.

By delivering harmonized data, Trusted AI, and faster innovation, we uplift and empower our customers—and our customers' customers—to make better, more confident decisions. The world's top companies across every major industry trust Teradata to improve business performance, enrich customer experiences, and fully integrate data across the enterprise.

Teradata is based in San Diego, California, with ~6,500 employees in 41 countries.

Executive leadership

- **Steve McMillan**, President and CEO
- **Sumeet Arora**, Chief Product Officer
- **John Ederer**, Chief Financial Officer
- **Michael Hutchinson**, Chief Operating Officer
- **Louis Landry**, Chief Technology Officer
- **Richard Petley**, Chief Revenue Officer
- **Scot Rogers**, Chief Administrative Officer

Teradata VantageCloud: The complete cloud analytics and data platform for AI

VantageCloud is the complete cloud analytics and data platform, delivering harmonized data and Trusted AI for all. Built for performance, flexibility, and openness, VantageCloud enables organizations to unify diverse data sources, run complex analytics, and deploy AI models—all within a single, scalable platform. With support for multi-cloud and hybrid deployments, VantageCloud empowers businesses to manage data across public clouds and on-premises environments. Its open data architecture ensures compatibility with industry-standard formats, preventing vendor lock-in and enabling seamless integration with modern data solutions. VantageCloud gives organizations the tools and confidence to unlock the hidden insights in data, power infinite innovation, and reveal new opportunities.
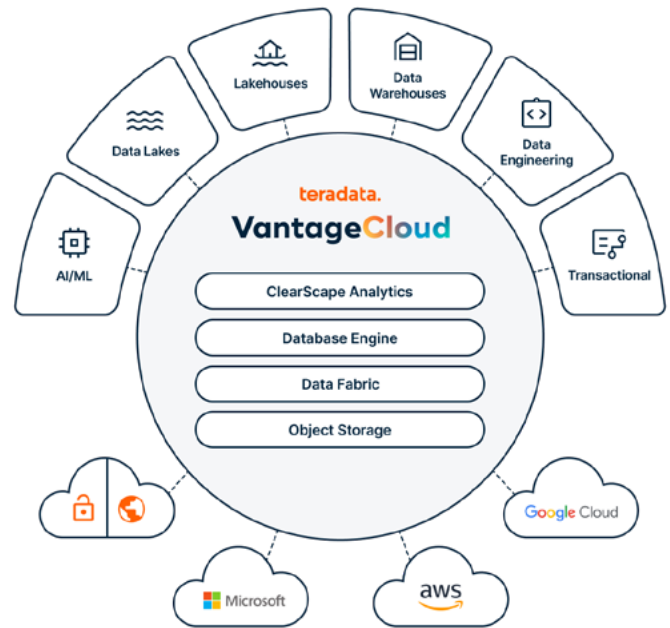

Figure 1. VantageCloud: One platform, unlimited possibilities

ClearScape Analytics™: Better answers. Faster results.

With ClearScape Analytics, organizations can scale AI/ML quicker and more effectively to solve complex challenges, reduce cost and friction, and accelerate time to value throughout the organization.

ClearScape Analytics has the most powerful, open, and connected AI/ML capabilities on the market to deliver more breakthrough performance, value, and growth across the enterprise.

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Teradata AI Unlimited: Drive faster, easier, and more cost-effective AI innovation

AI Unlimited is Teradata's on-demand AI/ML engine in the cloud that allows data scientists, data engineers, and developers to explore and discover innovative new use cases—on demand and using data at scale.

AI Unlimited brings the power of ClearScape Analytics to a low-cost environment that maximizes exploration and discovery. With high-performance, on-demand compute and in-engine analytics, AI Unlimited enables organizations to more quickly move breakthrough ideas from testing into production and activate AI at scale—without the complexity of managing infrastructure or the fear of cost overruns.

Recent news

Teradata Appoints Scot Rogers as Chief Administrative Officer

Scot Rogers has joined Teradata as Chief Administrative Officer where he will oversee the company's worldwide legal and human resources operations. In this newly created role, Rogers reports directly to Steve McMillan, President and Chief Executive Officer at Teradata, serving as both a key strategic advisor and member of the executive leadership team, driving greater efficiency between these two closely connected organizations and enterprise-wide initiatives in legal matters, corporate governance, compliance, talent strategy and culture.

Teradata and Fivetran Collaborate to Transform Data Pipelines for Rapid AI Insights

Teradata and Fivetran, the global leader in data movement, have partnered to simplify data integration for customers by automating the movement of data from hundreds of sources across the enterprise into Teradata. By enabling data from disparate sources to seamlessly centralize on the Teradata VantageCloud platform, Teradata and Fivetran empower customers to leverage all their data for complex AI workloads and drive trusted AI at scale.

Teradata and ServiceNow Partner to Empower AI Agents & Enable Autonomous Workflows at Scale

Teradata's integration with ServiceNow's Workflow Data Fabric connects, understands, and activates customer data on the single ServiceNow AI Platform to fuel AI agents, autonomous workflows and analytics at scale. As part of this integration, Teradata's hybrid, multi-cloud analytics and data platform for Trusted AI is now part of ServiceNow Workflow Data Network - an ecosystem of more than 100 enterprise data partners that enables unparalleled continuity and flexibility for joint customers.

Teradata Appoints Sumeet Arora as Chief Product Officer

Sumeet Arora, former Chief Development Officer in charge of global engineering and product at data analytics company ThoughtSpot, has joined Teradata as its Chief Product Officer. In this role, Arora is responsible for defining and executing the strategy and roadmap for Teradata's evolving product portfolio, while leading the product and engineering teams to ensure maximum innovation, performance, and efficiency.

Teradata Appoints John Ederer as Chief Financial Officer

John Ederer has joined Teradata as Chief Financial Officer. Drawing on his extensive expertise as a strategic finance leader with deep knowledge of the software industry, Ederer is responsible for leading Teradata's financial organization – including accounting and reporting, corporate development, financial planning and analysis, internal audit and controls, investor relations, tax, and treasury.

Public Relations

Teradata's global public relations is managed from its headquarters in San Diego, with support from PR managers around the world Members of the media may contact the PR team.

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Company Financials

Non-GAAP*, In millions	2025 Q1	2024 FY
REVENUES		
Recurring	$ 358	$ 1,479
Perpetual software licenses,hardware and other	10	23
Consulting services	50	248
Total revenues	418	1,750
GROSS PROFIT		
Recurring	252	1,049
Perpetual software licenses,hardware and other	1	0
Consulting services	(1)	31
Total gross profit	252	1,080
% of Revenue	60.3 %	61.7 %
EXPENSES		
SG&A	101	474
R&D	60	250
TOTAL OPERATING INCOME	91	356
% of Revenue	21.8 %	20.3 %
Other Expense, net	(8)	(43)
Income tax expense	19	75
Net income	$ 64	$ 238
% of Revenue	15.3 %	13.6 %
Shares outstanding (diluted)	97.4	98.2
EPS (diluted) non-GAAP	$ 0.66	$ 2.42

* See the Reconciliation of Results - GAAP to Non-GAAP on the Investor Relations page of the company's website at investor.teradata.com

Industries served

- Retail
- Financial services and insurance
- Government and public services
- Healthcare
- Life sciences
- E-commerce
- Digital media
- Entertainment
- Manufacturing
- Oil and gas
- Hospitality
- Telecommunications
- Travel
- Transportation
- Utilities

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Partnerships (selected)

Ab Initio • Accenture • Anaconda • ActionIQ • Alation • Amazon Web Services (AWS) • Antuit.ai • Capgemini • Celebrus • Cisco Systems • Cloudera • Cognizant Technology Solutions • Dataiku • Dell-EMC • Deloitte Consulting • DeLorean AI • Deutsche Telekom • DotData • ESRI • FICO • Fivetran • GE Aviation • Google Cloud • IBM, including Services, Data & AI (InfoSphere DataStage, Cognos Analytics, Watson Studio, and SPSS) and Security Guardium • Informatica • Intel • Looker • Microsoft • MicroStrategy • MinIO • NetApp • Nvidia • Oracle • Protegrity • Qlik • RStudio • SAS • ServiceNow • Synscort • Tableau • Tata Consulting Services • Thales • ThoughtSpot • TIBCO • UiPath • Vcinity • VMware • VoltDB • Wipro • WhereScape

Recognition

Teradata has been recognized as a Leader in the Forrester Wave™: Data Management for Analytics Platforms, Q2 2025. Teradata believes this recognition reflects the Company's commitment to delivering harmonized data and Trusted AI at scale through its powerful hybrid cloud analytics and data platform, Teradata Vantage®, which enables organizations to drive faster innovation and accelerate business value from AI initiatives.

Teradata has also been recognized by customers on Gartner® Peer Insights™ as a Customers' Choice for 2024 in the Cloud Database Management Systems category.

Teradata's innovations in AI, data platforms, and MLOps were recognized in multiple 2024 Ventana Research Buyers Guides. These evaluations highlight our leadership in analytic data platforms, generative AI, and MLOps. Teradata was named an overall leader in the Analytic Data Platforms Buyers Guide, excelling in product capabilities and customer experience. In the AI Platforms, GenAI Platforms, and MLOps Buyers Guides, Teradata was positioned as Exemplary for advancements in AI.

Customers (selected)

ABANCA • Air France KLM Group • Air Miles • American Airlines • American Red Cross • Arcos Dorados • Aviva • Banco Bradesco • Banco de Credito e Inversiones • BevMo! • BlueCross BlueShield of North Carolina • NP Paribas • Boeing Company • Bouygues Telecom • Brinker International • Bunnings Warehouse • Cars.com • Caesars Entertainment • Cencasud • China Merchants Bank • Chugai Pharmaceutical • Cisco • CK Hutchison Holdings Limited • Codelco • Credit Saison • CSS Insurance • Dell • DHL Express • Enedis • Enterprise Holdings • Etisalat Egypt • Eva Air • Gates Corporation • G-Foot • Grainger • Groupon • Hertz Corporation • HSBC • Intertoys • JCB • Jibun Bank • Juniper Networks • Kobe Steel • KPN • LCL • Lowe's • Lufthansa Group • Maersk Line • McCain Foods • Medibank • Mercado Libre • METRO AG • MS & AD Insurance Group • National Hockey League • NCR • Norfolk Southern Corporation • New York Giants • O2 Czech Republic • Optus • Papa Gino's • Perum Peruri • Polkomtel Poland • Raiffeisen Bank • Rakuten • Rogers Communications • Royal Bank of Canada • Sainsbury's Bank • Sanofi • SASOL • Saudi Telecom • Siemens Healthineers • SiriusXM • Standard Chartered Bank • Swedbank • Swisscom • Tabcorp • Telefonica Spain • Tesco • Texas Health Resources • The Very Group • Ticketmaster • T-Mobile • Trinity Health • Unilever • UnitedHealth Group • Verizon • VIVO • Vodafone • Volvo Cars • Wells Fargo • Yahoo! Japan • Yodel • YPF

About Teradata

Every day we drive positive impact for hundreds of millions of people around the world with faster, flexible data integration and trusted, cost-effective AI innovation. By delivering harmonized data and Trusted AI, we enable more confident decision-making, unlock faster innovation, and drive the impactful business results organizations need most. **See how at Teradata.com**.

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