



## Financial & Business Services

### Greensboro = Energy, Connectivity & Security

Excellent power reliability, dual feed capacity, low utility costs, a mild climate, low risk of natural disasters and multiple network/communications providers are only a few of the reasons why Greensboro has been named one of the best locations on earth for mission-critical facilities. Dozens of world-renowned information-sensitive companies have banking, credit, financial services, and data center operations here, along with facilities that provide customer support for the financial and business services industry.

Greensboro is a hub for today's thriving financial and business services economy. Banks, insurance companies, and data centers appreciate the region's strong telecommunications infrastructure, power reliability, educated workforce and convenient transportation network. The numbers add up and the data is clear: Greensboro is at the center of it all!

### A Well-Educated Workforce

Financial Service companies in the Greensboro area are well supported by a highly skilled workforce. Our eleven colleges and universities are focused on providing specific educational resources in the areas you need most, including degrees in Business Administration, Information Systems, Finance, Accounting, Computer Science, and other Information Technology programs. From post-graduate degrees to undergraduate programs to courses that teach specific skills, we are building a workforce that is ready to build your future.

A representative sample of course offerings at several area institutions of higher education includes:

- **The University of North Carolina at Greensboro** offers an MBA program as well as graduate programs in Information Technology & Management, Accounting, and a Ph.D. in Information Systems. Undergraduate degrees are offered in Accounting, Information Systems, Economics, Finance, and Computer Science. A Post-Master's Certificate in Information Technology and Information Assurance, Security and Privacy are also offered.
- **North Carolina A&T State University** offers a concentration in Management Information Systems within its Master of Science in Management program, along with undergraduate majors in Management and Management Information Systems. Bachelor's degrees are also offered in Business Education with concentrations in Information Technology, Computer Technology, and Economics.
- **Guilford Technical Community College (GTCC)** offers Associates Degrees in Networking Technology, Electronics Engineering Technology, Computer Information Technology, Business Administration, Information Systems Security, and Telecommunications and Network Engineering Technology. GTCC also provides customized, industry-specific workforce training that can be delivered on site to help companies achieve a world-class workforce.

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## Technology Infrastructure

Greensboro has a world-class technology infrastructure, including reliable redundant power and fiber networks. It is particularly well suited for highly secure data centers, consumer support operations and other business continuity facilities.

- Excellent power reliability and dual feed capacity
- Low utility costs - average Duke Energy industrial rate of \$0.0485/kWh.  
\* Low carbon footprint (47% nuclear, 1% renewable).  
\*Renewable strategy is 12% by 2021
- SONET/DWDM ring topologies, VoIP, Wi-Fi, multiple network/communications providers
- 3,200 free cooling hours - stable mild temperatures, relatively dry
- Low risk of natural disasters

## The Perfect Site To Build Your Future

There are many locations in Greensboro and Guilford County that will provide the connectivity, power reliability, dual feed capacity, and low utility costs you need for your company to be competitive. Below is a representative sample of our prime sites for financial and business services operations:

- **Carolina Corporate Center** – 683,000-square-foot office and technology center bordered by two 100KV transmission network circuits capable of serving 50 mW each. 10-year operating reliability record of 99.99999%. 30-acre build-to-suit site available.
- **Holden Corporate Center** – 125-acre prime development site bordered by 24kV distribution circuits from two different substations with power reliability of 99.9999%. Suited for a Tier 2 or Tier 3 data center requiring 2-5mW of power.
- **Rock Creek Center** – Fully developed 1400-acre mixed-use corporate park bordered by two 100kV transmission network circuits capable of serving 50 mW each. 10-year operating reliability records of 99.999999%. Power can be sourced from two diverse transmission tie stations. Multiple build-to-suit sites available.
- **Birch Creek Corporate Centre** – 500-acre master-planned, future corporate/data center park ready for development. Dual feed 100 kV transmission available, served by multiple network/communications providers and multiple distribution substations.

## We're In Business For Business

In North Carolina, certain data center facilities are exempt from sales and use tax. This legislation is representative of a very favorable tax and regulatory environment for the operation of mission-critical facilities.

**“There is a site in Greensboro, North Carolina, which is the best available in the United States: its design ISP and OSP is to military specifications – it has six 9s on one feeder and seven9s on the other.”**  
– Ronald H. Bowman, Jr., *Business Continuity Planning for Data Centers and Systems (In reference to Carolina Corporate Center)*

## Look Who has Invested in the Greensboro Area

The number of financial services companies choosing to locate their data centers, customer service centers, and banking operations in Greensboro and Guilford County continues to grow. Recent investment numbers top one billion dollars, with financial services companies occupying millions of square feet of space. Below is a listing of companies with major operations in the region.

<b>Company</b>	<b>Description</b>
Aetna High Point, NC	Insurance Claims Processing
AIG United Guaranty Greensboro, NC	Mortgage Insurance Services
American Express Greensboro, NC	Financial Services
AT&T Greensboro, NC	Telecommunications Services
Bank of America High Point, NC	Financial Services
BB&T Corporation Winston-Salem, NC	Financial Services
Citi Greensboro, NC	Financial Services
Deluxe Corporation Greensboro, NC	Financial Services
Dynamic Quest Greensboro, NC	IT, Data Center, and Software Services
GMAC Insurance Winston-Salem, NC	Insurance Services
Kgb USA Greensboro, NC	Customer Service
Lincoln Financial Group Greensboro, NC	Financial Services, Operations Center for Life Insurance Group
NCO Customer Management, Inc Greensboro, NC	UPS Customer Service
NewBridge Bank Greensboro, NC	Financial Services, Headquarters
Time Warner Cable Greensboro, NC	Data Center Services
UnitedHealth Group Greensboro, NC	Insurance Claims Processing
Volvo Financial Services Greensboro, NC	Global Headquarters
Wachovia, a Wells Fargo Company Winston-Salem, NC	Financial Services