



Financial Services / Data Centers

Overview

Excellent power reliability, dual feed capacity, low utility costs, and multiple network/communications providers and options 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. Major operations in Greensboro and Guilford County include:

- American Express
- Bank of America
- Citi
- Lincoln Financial Group
- Time Warner Cable
- AT&T

Greensboro is a hub for today's thriving financial and business services economy. Banks, data centers, insurance companies, and consumer support operations 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!

Infrastructure

Greensboro has a world-class technology infrastructure, including redundant power feeds and fiber connectivity. 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.
* 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
- Relatively low tornado, hurricane, and seismic risk

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Business Friendly Environment

In 2006, North Carolina enacted a bill to exempt certain internet datacenter facilities from sales and use tax. There is new legislation pending that, if passed, will allow large purchases of datacenter machinery and equipment to be subject to the privilege tax and exempt from sales and use tax for large-scale datacenter facilities. This legislation is representative of a very favorable tax and regulatory environment for the operation of mission critical facilities.

Trained Workforce

Eleven colleges and universities in the Piedmont Triad region have consistently provided a large and well-educated labor pool for financial institutions, insurance services, call centers, and credit services. Greensboro draws from a regional labor force of over 790,000. Concentrations of IT talent also make Greensboro and Guilford County a prime location for the operation of corporate data centers and server farm facilities.

Education

A well-trained workforce can be a financial service company's greatest asset. Our higher education resources are focused on providing specific training in the areas you need most. From graduate programs to undergraduate degrees to courses that teach specific skills, we're building a workforce that's ready to build your future.

Undergraduate degrees in Business Administration, Information Systems, Computer Science and other Information Technology degrees are offered by Greensboro colleges and universities.

Advanced degrees in Accounting and Finance are also available from The University of North Carolina at Greensboro (UNCG) and North Carolina A&T State University (NC A&T). MBA programs are offered by UNCG as well as nearby Wake Forest University and Elon University, which also has a School of Law in downtown Greensboro.

- UNCG has graduate programs in Information Systems & Operations Management, Computer Science and Information & Technology Management, as well as a Ph.D. in Information Systems. A Post-Master's Certificate in Information Technology and Post-Baccalaureate certificates in Information Technology and Information Assurance, Security and Privacy are also offered.
- NC A&T offers a concentration in Management Information Systems as a part of their Master of Science in Management program. NC A&T also offers an undergraduate program in Computer Engineering.
- Guilford Technical Community College (GTCC) offers Associates Degrees in Business Administration, Information Systems Security, Networking Technology, Electronics Engineering Technology, Computer Information Technology, 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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Selected Financial Services Companies

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 locally. Below is a listing of companies with major operations in the region.

Company	Description
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
Time Warner Cable Greensboro, NC	Data Center Services
UnitedHealth Group Greensboro, NC	Insurance Claims Processing
Wachovia/Wells Fargo Winston-Salem, NC	Financial Services

10/2010

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