Teradata Media Backgrounder

Q3 2026

Teradata helps the world's largest organizations operationalize AI by turning trusted enterprise data into intelligent, autonomous business action, driving measurable improvements in revenue, operational efficiency, customer experience, and risk management. Through the Teradata Autonomous Knowledge Platform, organizations can deploy AI systems grounded in business context, with governance and security built in—enabling faster, more reliable decisions.

The platform provides the enterprise-grade foundation required to scale AI across cloud, on-premises, and hybrid environments. Open integrations and domain expertise help organizations move confidently from early pilots to production-ready autonomous operations. As businesses deploy thousands of agents, Teradata serves as the context foundation, governance layer, and performance backbone that makes every system smarter, safer, and more effective—driving organization-wide transformation.

Today, the world's top companies across financial services, telecommunications, healthcare, manufacturing, and transportation trust Teradata to power mission-critical operations.

Teradata is headquartered in San Diego, California, with more than 5,000 employees in 38 countries.

Leadership

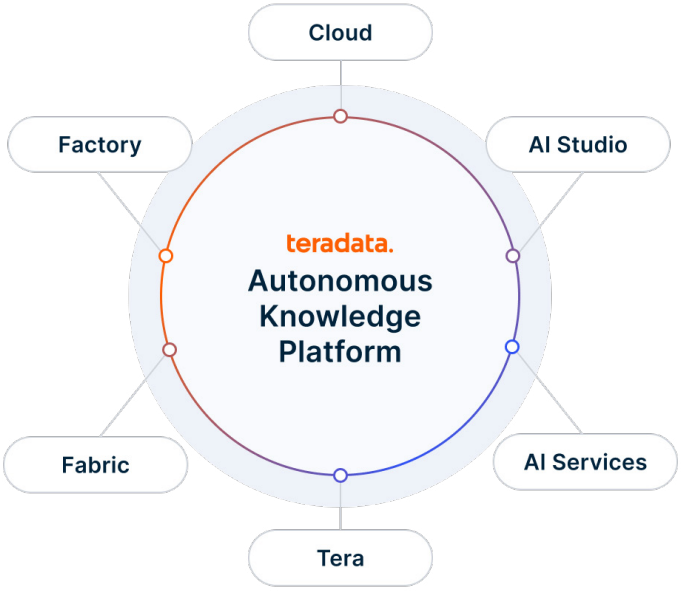
- **Steve McMillan,** President and Chief Executive Officer (CEO)
- **Sumeet Arora,** Chief Product Officer (CPO)
- **John Ederer,** Chief Financial Officer (CFO)
- **Michael Hutchinson,** Chief Operating Officer (COO)
- **Louis Landry,** Chief Technology Officer (CTO)
- **Richard Petley,** Chief Revenue Officer (CRO)
- **Scot Rogers,** Chief Administrative Officer (CAO)
- **Josh Fecteau,** Chief Data and AI Officer (CDAO) & Chief Information Officer (CIO)
- **Ken Ricketts,** Chief Information Security Officer (CISO)

Teradata Autonomous Knowledge Platform

One platform. Production AI. Everywhere.

The Teradata Autonomous Knowledge Platform is Teradata's flagship product—unifying production-grade AI, analytics, and data into an integrated system across cloud, on-premises, and hybrid environments. It delivers consistent performance and cost control as enterprise AI agents proliferate, purpose-built to activate enterprise intelligence.

Autonomous knowledge is the ability of an enterprise software platform to turn structured and unstructured data, operating models, and experience into trusted, governed understanding. Grounded in industry-specific data, semantics, and lineage, it provides the business context for agentic AI to sense, decide, and act reliably and repeatedly across systems and tools—with minimal human intervention—while learning and improving over time. By surfacing that deep enterprise context directly to business users without requiring code or technical expertise, the Autonomous Knowledge Platform puts ROI-driving decisions in the hands of those closest to the business, accelerating time to value across the entire organization.



Teradata Cloud

The cloud deployment of the Autonomous Knowledge Platform

Built for enterprises running AI at scale, Teradata Cloud combines always-on Active Compute with on-demand Elastic Compute in a single managed system—enabling teams to experiment and explore freely without impacting production workloads, re-platforming, or introducing uncontrolled cost exposure.

The platform's massively parallel processing (MPP) architecture and mixed-workload management deliver the price-performance enterprises require as agent query volumes scale, while protecting mission-critical SLAs and giving teams the freedom to experiment. Cost controls and real-time visibility into utilization and spend ensure intelligence operates predictably at enterprise scale.

Key capabilities

- **Active Compute:** always-on baseline compute for mission-critical production workloads
- **Elastic Compute:** on-demand, scalable compute for exploratory and burst workloads—without re-platforming
- **Connected Data Foundation:** unified block and object storage under a governed architecture with open table format support—data stored once, accessed consistently, with full customer ownership of data and metadata
- **Global Identity:**for consistent authentication and access control
- **AI audit-ready by design:** every data and model interaction is traceable and compliant

Teradata Factory

Sovereign data and AI. On-premises deployment. One integrated system.

Teradata Factory is the on-premises deployment of the Teradata Autonomous Knowledge Platform, built for enterprises with data residency, sovereignty, and regulatory requirements. It delivers sovereign AI supported by Dell PowerEdge servers, NVIDIA AI infrastructure, NVIDIA AI Enterprise software, and high-performance networking—running AI where the data lives for fundamentally stronger performance and governance.

By bringing autonomous enterprise intelligence on premises, Teradata Factory enables analytics and AI to operate on trusted, governed enterprise data at scale. It supports modern, mixed workloads including AI, real-time analytics, and agent-driven execution within a unified governed architecture—going well beyond traditional on-premises data platforms built for batch analytics.

Key benefits

- **Sovereign data and AI:** analytics and AI with full data sovereignty—sensitive data never leaves the building
- **Private AI:** complete control over enterprise data and models within your own infrastructure
- **Predictable economics:** scale compute, storage, and GPU capacity without surprise costs or re-platforming
- **Purpose-built for regulated industries:** healthcare, financial services, government, and defense
- **One integrated system:** unified platform for analytics and AI—optimized to safeguard critical SLAs
- **Compliance-ready:** built to support GDPR, HIPAA, and data sovereignty requirements

Teradata AI Studio

One unified environment for AI—from data to agents to production

Teradata AI Studio brings all AI capabilities into one unified environment—from data to models to agents to applications. No switching tools, no exporting data, no rebuilding pipelines: everything is connected, governed, and built for scale. AI Studio takes AI from experimentation to production and from production to continuously operating, autonomous enterprise intelligence.

AI Studio is available separately for organizations that want it for their existing infrastructure.

Key use cases

- **Agentic analytics:** business analysts access instant insights through natural language queries—no SQL required—driving faster decisions without depending on data teams
- **Hybrid retrieval agents:** production-ready agents built on the Teradata Enterprise Vector Store, enabling billion-scale governed search across structured and unstructured data—on premises and in the cloud, with time travel capabilities
- **End-to-end AI/ML pipelines:** data scientists build, deploy, and operationalize scalable workflows with in-database analytics—no data movement required, saving cost
- **Model lifecycle management:** integrated ModelOps, model catalog, and LLMOps spanning training, fine-tuning, monitoring, drift detection, and inference —on one platform, across any environment
- **Real-time intelligence**, decision optimization, multimodal and vision AI across enterprise environments

Benefits

- Reduce deployment time from months to days
- Operationalize all models, including those developed in other tools
- Monitor and govern models in production with automated performance tracking and alerting
- Access 250+ AI/ML demos and use cases

Tera

Teradata's agentic coworker

Tera is Teradata's agentic coworker—enabling business users, data teams, and developers to interact with data and AI agents in natural language, with responses grounded in governed enterprise context. Tera serves as the natural language interface with enterprise-grade agent execution environments.

Tera modes

- **TeraAnalyze:** data analysis through natural language
- **TeraCode:** AI-assisted coding and development
- **TeraClaw:** multi-agent system automation and orchestration

Tera Agents

Tera Agents operate across the spectrum of autonomy—from deterministic automation to policy-governed autonomous actions—within a secure agent harness and runtime. Platform automation agents include, but are not limited to:

- **Sizing Agent:** right-sizes compute resources dynamically based on workload and SLA
- **Telemetry Agent:** observes platform signals across DBQL, system logs, and runtime metrics
- **FinOps Agent:** analyzes spend and consumption patterns to detect budget drift and inefficient resource utilization
- **Tuning Agent:** optimizes query execution, workload routing, and runtime parameters
- **Compute Agent:** manages provisioning, concurrency, and execution placement

Teradata Enterprise MCP Server

Standardized AI access to enterprise data

The Teradata Model Context Protocol (MCP) Server provides a standardized, secure way for AI agents to query data, execute analytics, and ground responses in enterprise reality. Two tiers meet organizations wherever they are in their agentic AI journey.

Teradata Enterprise MCP is purpose-built for production scale, tackling the governance, security, and performance challenges that arise when MCP moves from prototype to enterprise use. Every user connects via their own credentials, with RBAC governing tool visibility by mapping MCP roles directly to Teradata database roles. A catalog of 100+ production-ready tools—spanning database queries, ML, vector search, and RAG—keeps agents within clean, compliant sandboxes, while automatic connection pooling and sub-second response times support multi-user, multi-session workloads at scale.

Teradata MCP Community Edition, hosted on GitHub, enables developers and data teams to quickly connect AI agents to Teradata data for exploration, analytics automation, and early-stage agentic workflows—with built-in support for RAG, vector stores, and feature stores.

Capabilities

- Query and analyze Teradata data through natural language
- Search and manage Enterprise Vector Store
- Rapidly build RAG applications with integrated tools
- Access Teradata Enterprise Feature Store
- Domain-specific semantic layer for business data models
- Security tools for managing permissions and compliance

Teradata AI Services

Transform AI pilots into production-ready solutions

Teradata AI Services address a critical enterprise challenge: transforming AI pilots into production-ready agentic solutions that deliver significant business value. The integrated offering combines embedded experts with proven methodology and Teradata's best-in-class knowledge platform to guide organizations in developing and scaling AI agents across their business.

Despite billions invested, 95% of enterprise AI pilots fail due to poor prioritization, governance, and execution. Teradata AI Services' field-proven consultants help companies overcome these challenges and maximize AI and data investments while enabling real-time, context-aware agent decisioning. AI Services are available for all deployments.

Three integrated service layers

- **Business value realization**
  For businesses looking to deliver great customer experiences, improve business operations, and reduce costs with AI-driven, context-aware actions.
- **Modernization**
  For businesses wanting to design a modern ecosystem that allows the business to activate and explore data at scale with AI-powered services, real-time insights, and autonomy.
- **Optimization**
  For businesses aiming to achieve enterprise-level scale, speed, and compliance to make the most of their Teradata investment.

Use cases across industries

- Anti-money laundering and regulatory compliance (banking)
- Healthcare image processing and patient outcome optimization
- Customer hyper-personalization and autonomous customer intelligence
- Churn prediction and anomaly detection
- Real-time engagement optimization
- Fraud detection and reduction
- R&D optimization

Recent news and momentum

Teradata Brings Enterprise-Grade Data Analyst Agent to AWS Marketplace

Teradata announced the availability of its enterprise-grade Data Analyst Agent in AWS Marketplace, expanding its presence across major cloud marketplaces following the earlier launch on Microsoft Marketplace. The agent enables advanced, multistep conversational analytics by orchestrating SQL queries on the Teradata platform and performing iterative statistical analysis in Python —autonomously interpreting user intent and delivering business-ready answers without requiring data movement. It is available now through Teradata AI Services.

Teradata Highlights New Enterprise AI Customer Engagements Across Global Financial Services

Teradata spotlighted three recent engagements showing how leading banks are turning enterprise data into action with AI. A leading Asia Pacific bank deployed graph-based AI directly in-database to expose circular money flows behind synthetic identity fraud schemes, stopping significant fraudulent losses in real time. A large European bank spanning 20 countries built a conversational data layer on the Teradata platform, enabling business users to query its full data estate in plain language with role-based access automatically enforced. A major Asia Pacific retail bank deployed a production LLM-powered chatbot via Teradata's MCP server, making decades of institutional knowledge accessible across the business and delivering measurably higher team productivity.

Teradata Joins the Agentic AI Foundation to Advance Open Standards for Enterprise Agentic AI

Teradata joined the Agentic AI Foundation (AAIF), hosted under the Linux Foundation, as a Silver Member, reinforcing its commitment to open ecosystems and giving customers the flexibility and interoperability needed to move agentic AI from pilot to production. The AAIF is the neutral home for the open-standard agentic AI stack, encompassing projects including the Model Context Protocol (MCP), the open-source agent framework Goose, and agent gateway—with founding Platinum Members including AWS, Anthropic, Google, Microsoft, and OpenAI. Membership gives Teradata a direct role in shaping how MCP and emerging agentic standards evolve, keeping them grounded in what complex, regulated enterprise environments actually require.

Recognition

Forrester Wave™ Leader—Data Management for Analytics Platforms

Teradata was recognized as a Leader in the Forrester Wave™: Data Management for Analytics Platforms, Q2 2025, reflecting the company's commitment to delivering harmonized data and AI at scale through its powerful hybrid cloud analytics and data platform.

Gartner Peer Insights™ Voice of the Customer for DSML

Teradata was included in the 2025 Gartner Peer Insights™ Voice of the Customer for Data Science and Machine Learning (DSML), receiving a 95% Willingness to Recommend score and a 4.7 out of 5 rating for Product Capabilities.

TrustRadius Top Rated Awards

Teradata earned 2025 Top Rated Awards from TrustRadius in four categories: Cloud Data Warehouse, Data Warehouse, Data Lakehouse, and Relational Databases. With over 215 verified reviews, Teradata earned a trScore of 8.5 out of 10. TrustRadius Top Rated Awards are based entirely on customer feedback rather than analyst opinion.

Industries Served

- Financial Services and Insurance
- Government and Public Services
- Healthcare
- Hospitality
- Life Sciences
- Manufacturing
- Oil and Gas
- Retail
- Telecommunications
- Transportation
- Travel
- Utilities

Company Financials

Non-GAAP*, In millions

	Q1 2026	Q2 2026	FY 2025
Revenue			
Recurring	358	363	1,445
Perpetual software licenses, hardware and other	1	8	17
Consulting services	43	39	201
Total revenue	**444**	**410**	**1,663**
Gross profit			
Recurring	280	246	994
Perpetual software licenses, hardware and other	1	2	4
Consulting services	2	-	12
Total gross profit % of Revenue	**283** 63.7 %	**248** 60.5 %	**1,010** 60.7 %
Expenses			
Selling, general and administrative expenses	98	98	413
Research and development expenses	64	62	245
Total operating income % of Revenue	**64** 14.4 %	**88** 21.5 %	**352** 21.2 %
Other expense, net	(7)	(2)	(31)
Income tax expense	29	20	72
Net income % of Revenue	**28** 6.3 %	**66** 16.1 %	**249** 15.0 %
Shares outstanding (diluted)	96.6	96.2	96.6
EPS (diluted) non-GAAP	$0.29	$0.69	$2.58

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

Selected Customers

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Selected Partnerships

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About Teradata

Teradata empowers enterprises to turn intelligence into autonomous action. As AI agents multiply, Teradata is the context foundation, governance layer, and performance backbone—grounding every agent in trusted data and business context. The Teradata Autonomous Knowledge Platform puts AI into production across cloud, on-premises, and hybrid environments.

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