



# News Release

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## Confederated Tribes announce new technology business: 250 new jobs

PENDLETON, Ore. – The Confederated Tribes of the Umatilla Indian Reservation (CTUIR) on Thursday announced the formation of Cayuse Technologies, a new information technology business on the Umatilla Indian Reservation in northeastern Oregon.

Cayuse Technologies will employ as many as 250 people in a new, state-of-the-art technology facility to be built on the Reservation. The business, which is the first company to locate in the CTUIR's Coyote Business Park, will provide technology services such as digital document processing, software development and a call center to governmental and commercial clients.

The company is owned by the Confederated Tribes of the Umatilla Indian Reservation, and will be operated through a five year management agreement with **Accenture**, a global management consulting, technology services and outsourcing company that employs more than 140,000 people in 48 countries. Accenture will provide initial equipment, training, and marketing for the company.

“We’re excited about this new venture that will provide fresh job opportunities for our Tribal community and the region. Cayuse Technologies is a good fit for our Coyote Business Park, which we have been working on for a few years. With the formation of Cayuse Technologies and progress in related projects, we are ready to build the infrastructure at Coyote Business Park and hope to attract other businesses here,” said Antone Minthorn, Chairman of the CTUIR Board of Trustees.

The CTUIR has been working behind the scenes for months with Accenture and local, state and federal officials to garner support and funding for the project.

The Governor, Tribal officials and the Oregon Economic and Community Development Department (OECDD) have worked in partnership over several months to recruit Accenture to Coyote Business Park. **Governor Kulongoski** has committed \$300,000 from his Strategic Reserve Fund to assist the Confederated Tribes with the costs associated with the project.

“I am very pleased that the State was able to play a role in bringing new business and critical jobs to the Reservation,” said Governor Ted Kulongoski. “The Confederated Tribes of the Umatilla Indian Reservation play a vital economic development role in our state and I am committed to working together to bring further economic revitalization to eastern Oregon.”

OECDD has invited an application for a loan/grant package to support infrastructure, building, and training costs associated with the project, said CTUIR Economic Development Director Bill Tovey, who will also serve on the Cayuse Technologies' Board of Directors. Support from the Oregon Department of Transportation's Immediate Opportunity Fund is also being sought. The State's regional investment board -- Northeast Oregon Alliance has approved \$65,000 for the business park.

**USDA Rural Development** has awarded \$196,000 to the CTUIR for the Coyote Business Park. “This money represents another investment by USDA Rural Development in the future of rural Oregon,” said USDA Rural Development State Director Mark Simmons.

The U.S. Economic Development Administration has also invited an application for support of the project.

The Confederated Tribes will begin construction on the 40,000 square foot building this fall and lease it to Cayuse Technologies upon completion in 2007. However, Cayuse Technologies won't wait until the building is done to begin operations. The first employees will be hired by the end of October and Accenture will start the training the new employees in temporary facilities.

A second round of hiring will occur later this year. Wages will depend on the position and qualifications as well as the types of contracts procured. Experienced technical and managerial employees will find wages competitive for the region, and training opportunities will ensure that advancement opportunities are available for people who start at the entry level. Wages are expected to start at around \$18,000 per year, plus fringe benefits, for entry-level positions to salaries of \$30,000 to \$75,000 per year for positions with higher levels of responsibility and experience.

According to Tovey, "Our management agreement with Accenture is really designed to lay out a win-win for both of us. Accenture gets a U.S.-based delivery center to service its clients from. We get stable job opportunities with real advancement and earning potential in an industry that does not exist on the Reservation right now. This agreement will help us work with Accenture and grow into the management of the company over time. We hope to be able to operate this company successfully on our own and obtain SBA 8(a) status in the future."

"We're responding to the tremendous demand among Accenture clients for lower-cost outsourcing services performed by professionals within the United States, and Cayuse Technologies will help fulfill that demand," said Accenture Managing Director Randall Willis, an Oglala Lakota tribal member.

"Cayuse Technologies also complements Accenture's efforts to build and maintain a global workforce that mirrors that of its clients. We take great pride in our workforce, as Accenture employs diverse groups of people from different backgrounds, with a vast range of skills and experience," said Willis.

"This is the biggest thing for CTUIR since the Casino," said Tovey. "We always knew that the Casino was just the first step for the tribes and that we had to expand and diversify. This company takes us in a whole new direction that is really building for the future."

Cayuse Technologies will be governed by a board of directors that was appointed by the CTUIR Board of Trustees. The new five-member board includes three tribal members: Armand Minthorn, Bill Tovey and Mae "Koko" Hufford; and two individuals affiliated with Accenture: Stan Gutkowski and D. Hines Brannan.

Individuals interested in job opportunities at Cayuse Technologies should call 541-966-2205 or send their resume to Cayuse Technologies, Attn: Human Resources, PO Box 1185, Pendleton, OR 97801.

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