

# Solution Provider Program Launch



Automa**Tech**<sup>®</sup>  
Optimizing Industrial Operations

CBPacific 

System Integrators

Thank you for your  
loyal partnership with  
AutomaTech & CB Pacific.



# GUEST SPEAKERS



**Steve Szamocki**  
VP & General Manager -  
AutomaTech



**Mark Fusick**  
VP & General Manager -  
CB Pacific



**Prasad Pai**  
Global Industry and Partner  
Marketing Director -  
GE Digital



**Tim Ogden**  
Sr. Director, Solution  
Provider Program -  
GE Digital



**Gimmi Filice**  
Senior Product Manager -  
GE Digital



**Evan Moore**  
Portland Coffee Roasters



# Topics

## Agenda:

- Enjoy Portland Coffee Roasters Coffee
- Inform and educate on GE's Updated SP Program
- Inform and Update on iFIX and CIMPPLICITY 2023, Configuration Hub & Ops Hub.
- Q&A Session



# PORTLAND COFFEE ROASTERS



[www.portlandcoffeeroasters.com](http://www.portlandcoffeeroasters.com)

Website Discount Code: 20FORYOU

Wholesale Inquiries:

Evan Moore

[evan@portlandroasting.com](mailto:evan@portlandroasting.com)

503-548-7262



**Evan Moore**  
Portland Coffee Roasters



# Supporting SPs

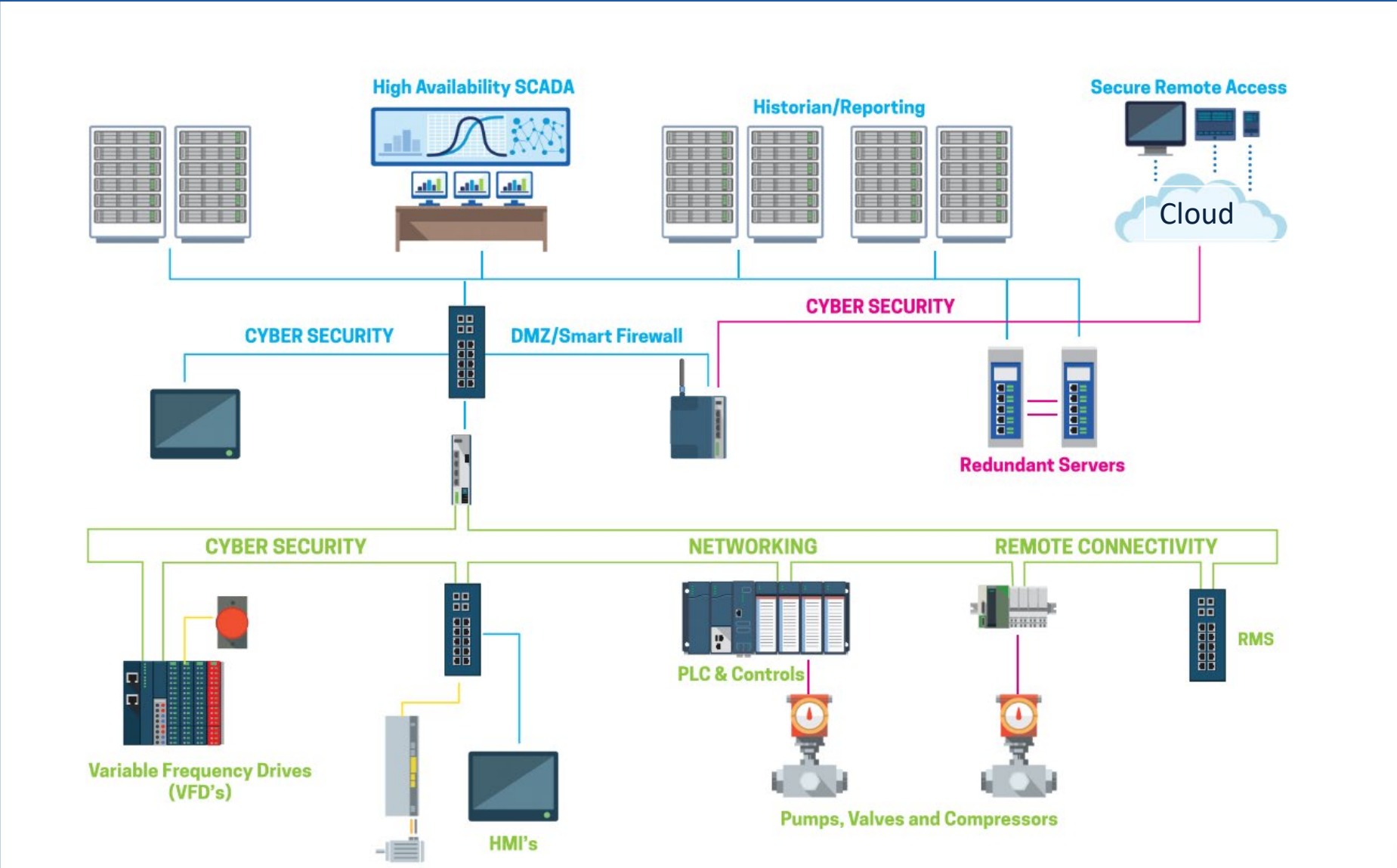


- CB Pacific & AutomaTech are part of Flow Control Group Automation spanning North America
- 25 year + partner with GE – **GE's largest license supplier** of solutions globally.
- Comprehensive support services with **the most experienced Solution Architects, for SCADA, high availability computing, cloud-based platforms, and industrial security** in North America.
- Software Migration Assistance, High Availability Consulting, Virtualization Support, Security, MES roadmapping and more.
- Certified training services, seminars & webinars, user conferences, workshops, and value added support services
- Local events and training (look for more micro training events)

Help drive and support business with SPs.....not competing!



# Solutions We Provide



Controls & S  
Automati

- PLCs
- HMI/SCADA
- Mobility & Rem  
Connectivity
- Automated Data  
Collection & Rep
- Alarm Notificati
- Enterprise SCAD  
Consulting



Cyber Security

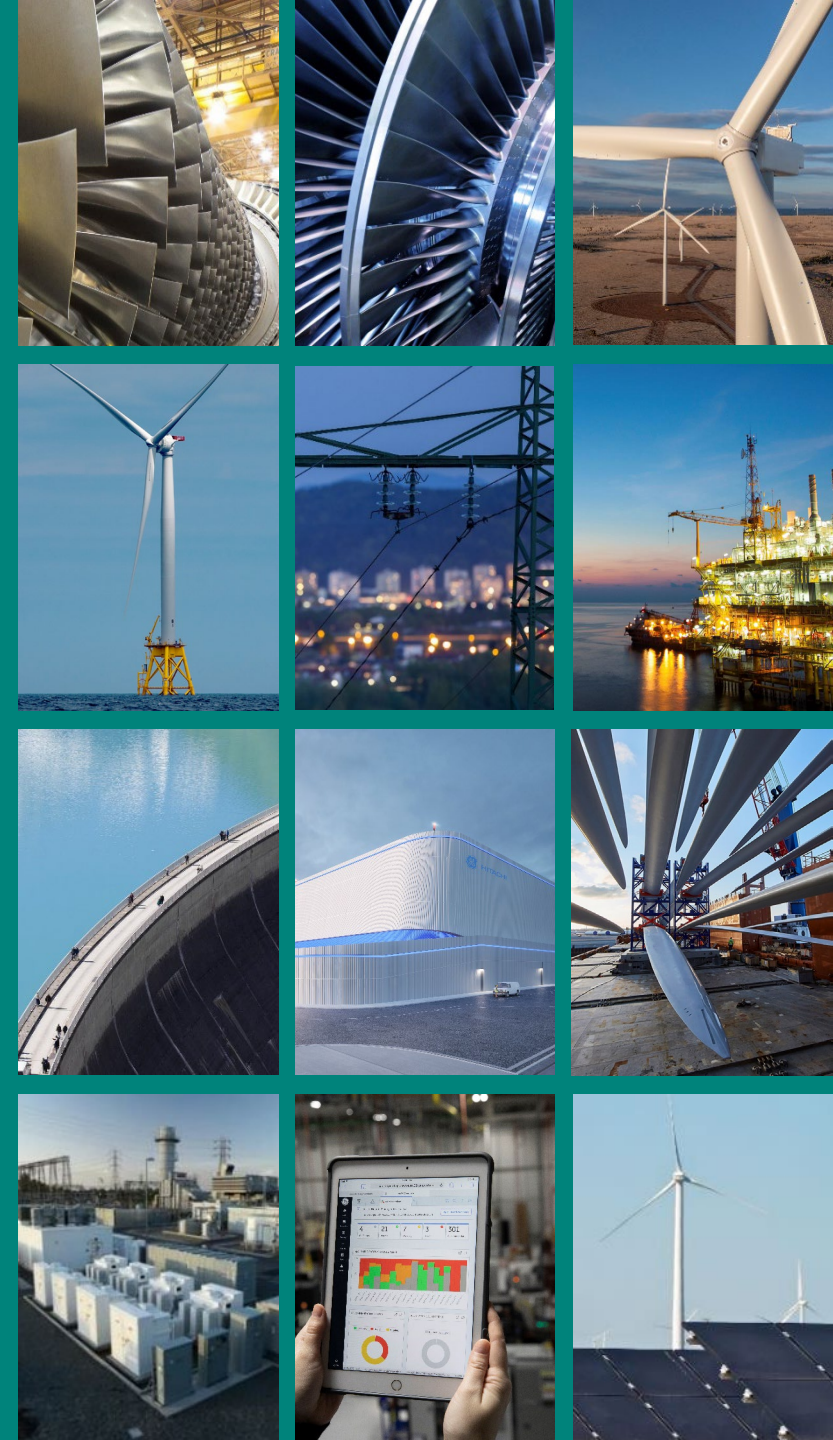
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# *Solution Provider Program*

*Tim Ogden*

*Sr. Director, Solution Provider Program- Partner  
Ecosystem*

*timothy.ogden@ge.com*





# Three future planned public companies



Driving innovation in precision health with 4M+ installations, 2B+ patient exams per year.



Accelerating the path to reliable, affordable, and sustainable energy, while helping provide 1/3 of the world's electricity.



Shaping the future of flight while powering 2/3 of commercial departures every day.



# GE Vernova Portfolio of Businesses

**12** businesses

- Digital
- Energy Financial Services
- Gas Power
- Grid Solutions
- Hybrids Solutions
- Hydro Power
- LM Wind Power
- Nuclear
- Offshore Wind
- Onshore Wind
- Power Conversion
- Steam Power

## Manufacturing Software

For **30+ years**, our software has helped global manufacturing customers achieve operational agility with software that delivers enterprise-wide visibility and scalability

**90** countries

**500,000**

software installations

**20,000**

Global manufacturing customers

CPG/F&B | Automotive | Industrials | Pharma & LS | Water Utilities

We make software that accelerates production optimization - for people and the planet



# Key Messages to our SI Community



## 1. SI's Continue to be a strategic focus and priority

- GE Digital depends on our SI's to deploy over 95% of our Automation solutions
- We have dedicated SI resources to focus on driving our business
- Re-Energizing SI focused competency, training and product roadmap updates

## 2. GE Digital's Mfg. business is 100% focused on software solutions and we are investing!

- Coordinated Product Release (CPR) process
- Enhanced Product Interoperability, updates & enhancements
- Launching new products (2022/2023)



- AWS Native Historian
- Operations Hub
- Configuration Hub
- Orchestration Hub
- Operations Analytics
- Smart Factory Cloud
- Plant Applications Discrete



# GE Digital – Solution Provider Program Overview



## Multi Tier Framework

- Member/Gold/Platinum Relationship Levels
- Relationship Driven
- Domain & Technology Experience

## Member Segmentation

- Technology Segmentation
- Product Focus
- Regional Focus
- Industry Focus

New Program Launched June '21



**Solution Provider**  
GE Digital

## Technology Segmentation & Competency

- Industrial Automation & Mfg. Execution Technology Segmentation
- Required Certification of Product Skills

Online Exams	Exam Type	Industrial Automation	Enterprise Execution
iFIX HMI/SCADA or CIMPLICITY HMI/SCADA	Builder	Required	
Proficy Operations Hub for Automation	Builder	Required	
Proficy Operations Hub for Proficy Plant Applications	Builder		Required
Proficy Historian	Builder	Required	Required
Proficy CSense	Builder	Optional	
Proficy Plant Applications	Builder		Required
Proficy Plant Applications - Architect	Architect		Required



**Industrial Automation Certified**  
GE Digital



**Manufacturing Execution Certified**  
GE Digital



**Certified Professional**  
GE Digital



# Promoting Your Solution Provider Membership

*NEW Poster, Plaque, and Certification Logo's*





# Polling Question:

As a Systems Integrator what are the top 3 items that are most important to you?

- Product training, technology updates and competency enablement?
- Industry and Market Trends
- Resale Discounts
- Technical Support and Project Resources?
- Sales Leads
- Marketing, business development and expanding my business

# Program Benefit Cornerstones



Solution Provider  
GE Digital



**GE VERNOVA**  
Our portfolio of energy businesses

Skills

Incentives

Resources



## Products & Architecture

- **Development Tools**
- **Technical Resources**
- Innovation, Application & Architecture Guidance
- Design Standards & Best Practices
- Productivity Enablers



## Competency & Knowledge

- **Product Training**
- Best practices
- **Product Updates**
- Professionalism
- **Certification Programs**
- Project Execution



## Business Development

- Sales Tools & Incentives
- **Visibility & Co-Marketing**
- Expanded Offerings
- Communications
- **Success Planning**
- Industry/Market Trends



## Technical Support

- **Product & Technology Support**
- Case Management
- Revisions & Updates
- Knowledge Base
- Collaboration
- **Customer Success Engagement**

Program alignment => Differentiating Systems Integrators and Improved program experience



# Competency Development Resources

Solution Provider - Platinum Members

- Instructor Led Training Access (limited)
- Self- Paced Courses & Videos (unlimited)
- GE YouTube Channel
- SI Webinar Series & Product Office Hours
- Product Certifications (unlimited)
- Custom Training Events

GE imagination at work

Home My Profile Calendar Help & Support Locations Admin Pages

GE Catalog

Course Catalog My Courses My Curricula

Focus pages

Focus pages provide links and tools to help in select areas.

Acceleration Plans

Asset Performance Management (APM)

Automation Software

Manufacturing Execution

Guides, Policies & Terms

Learning Progress

Enrolled Courses

0% Complete

Curricula Progress

0% Complete

View Learning History

All Courses Bundled Courses

Search Catalog Advanced

The Catalog shows all of the courses available to you.

GE Digital Enablement Academy

GE Digital Solutions Training

Asset Performance Management (APM)

Cyber Security

Digital Worker

Nuclear Outage Planning and Analysis

Operations Performance Management

Predix

Proficy CSense

Proficy HMI/SCADA

Proficy MES

SmartSignal Classic

GE Digital Partner Programs

GE Digital Solutions Certifications & Accreditation

GE Digital

14.7K subscribers

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Discover and Learn: How to videos and best practices for customers

Proficy Historian for Cloud

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Data Loaders

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Education Services

GE Digital

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How to Manage Proficy Plant Applications

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Proficy Plant Applications

GE Digital

VIEW FULL PLAYLIST

What's New in GE Digital Proficy Historian

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GE Digital Proficy Historian

GE Digital

VIEW FULL PLAYLIST

What's New in GE Digital SIMPLICITY

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CIMPLICITY Training

GE Digital

VIEW FULL PLAYLIST

How to Install GE Historian 7.5

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Installing GE Software

GE Digital

VIEW FULL PLAYLIST

Configuration Introduction

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iFIX 6.5 Training

GE Digital

VIEW FULL PLAYLIST

iFIX 6.1 Overview

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iFIX 6.1 from GE Digital

GE Digital

VIEW FULL PLAYLIST

Introduction to iFIX HMI/SCADA Version 6.0

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Introduction to iFIX 6.0

GE Digital

VIEW FULL PLAYLIST

GE Global Discovery Server Introduction

5

Global Discovery Server

GE Digital

VIEW FULL PLAYLIST



[Link to Courses](#)

[Link to Calendar](#)

[Link to GE YouTube](#)

# Systems Integrator Focus Events – Mark Your Calendars



**GE VERNOVA**  
Our portfolio of energy businesses

## Webinar Archives (Requires SI Community Portal Access)

Session Title	Date	Pres. Link	Video Link
Systems Integrator Introduction to Rapid Operations Visualization through Proficy <b>Operations Hub</b>	June 30th	<a href="#">Presentation</a>	<a href="#">Video</a>
Systems Integrator Advanced Context Based Visualization Solutions through Proficy <b>Operations Hub</b>	July 14th	<a href="#">Presentation</a>	<a href="#">Video</a>
Creating new SI Revenue Streams - New HMI/SCADA PID Loop Tuning functionality with Proficy <b>CSense</b>	July 21st	<a href="#">Presentation</a>	<a href="#">Video</a>
<b>NEW</b> Native Cloud Historian – Enabling new Value Creation from OT data for Systems Integrators	July 28th	<a href="#">Presentation</a>	<a href="#">Video</a>
<b>Circularity in Manufacturing</b> – What is the circular economy and how will it impact Systems Integrators?	August 4th	<a href="#">Presentation</a>	<a href="#">Video</a>
System Integrator Introduction to <b>Proficy Authentication</b>	Sept. 8th	<a href="#">Presentation</a>	<a href="#">Video</a>
Improving SI efficiency and productivity with <b>Proficy Configuration Hub</b> . Manage product configuration, security, project modeling & templating all in one place across the Portfolio	Sept 22 <sup>nd</sup>	<a href="#">Presentation</a>	<a href="#">Video</a>
Introduction to new business opportunities with <b>Smart Factory Cloud</b> - Creating new Systems Integrator Revenue Streams	Sept 29th	<a href="#">Presentation</a>	<a href="#">Video</a>
<b>Control System Integrator Association</b> - System Integrators enable Digital Transformation / Industry 4.0	Oct 6th	<a href="#">Presentation</a>	<a href="#">Video</a>
<b>Proficy Orchestration Hub</b> : Enabling Systems Integrators to unify manufacturing product data management across the enterprise	Oct 14th	<a href="#">Presentation</a>	<a href="#">Video</a>

## Future Events

Session Title	Registration Link	Date
ISA Sponsored Webinar – <b>Proficy Historian and Data Management</b>	TBA	Nov.
<b>Systems Integrator Office Hours</b> : Ask the expert project related questions (8 sessions)	TBA	TBA
Proficy 2023 Coordinated Product Release (8 Products)	<a href="#">Registration</a>	Oct 20 – Feb 15th



# Systems Integrator Community Portal (account Required)

> 2022 SI & SP (System Integrators & Solution Providers) Toolkit

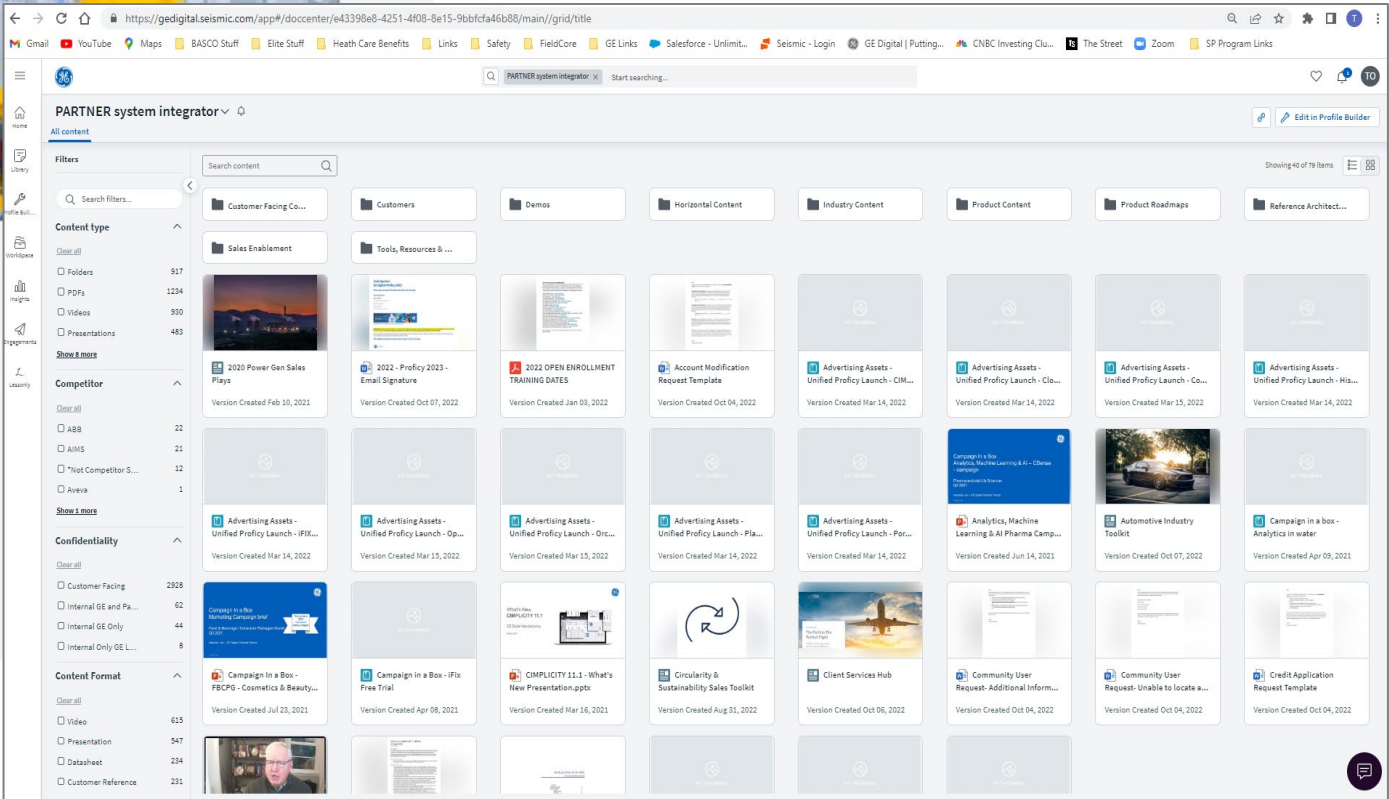


## Table of Contents

- Contact Information
- 2022 Webinar Series
- Proficy 2023 Unified Launch
- Solution Provider Program Details
- Related product toolkits...
- Questions?

**Request Account:** [gedigital.partners@ge.com](mailto:gedigital.partners@ge.com).

- Sales & Marketing Resource Library
- Product Information & Resources
- Industry Information (Horizontal/Vertical)



# Results achieved by GE Smart Factory clients

- GE Digital and our Solution Providers are at the core of modern manufacturing operations
- Over 95% of GE Digital Software of installs are implemented by our Solution Provider Community

## Software Portfolio

- Proficy Smart Factory MES
- Proficy Historian
- Proficy Operations Hub
- Proficy Operations Analytics
- Proficy Scheduler
- Proficy Mfg Data Cloud
- Proficy HMI / SCADA

## Success Stories

- 90% of the top food & beverage companies
- 80% of the top consumer goods companies
- 90% of the top metal products manufacturers
- 90% of the top pharmaceutical companies
- 40,000+ users in automotive
- 75% of the top aerospace companies

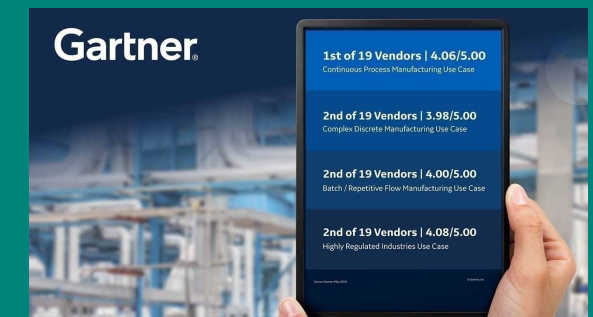
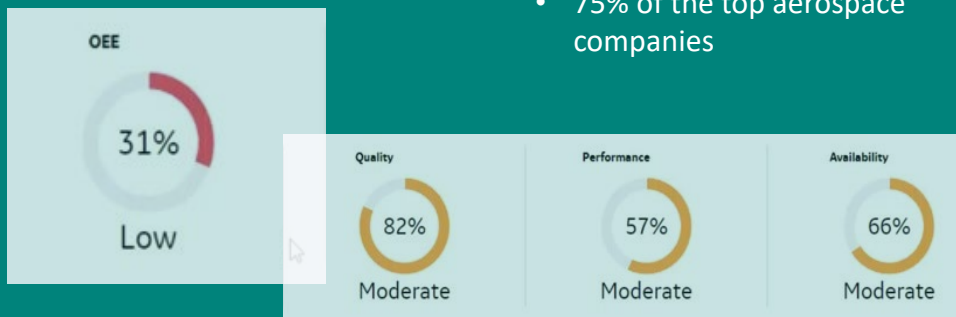
## Results Achieved

- \$5M annual quality savings
- >\$10M energy savings over 5 years
- \$500K annual waste savings
- \$200K/yr. SKU cost reduction
- \$850K/yr. production efficiency savings
- 3-month payback on MES investment
- 30% faster new product introductions
- 10% operating costs reduction
- 25% plant downtime reduction
- 80% reduced furnace emission
- 20% OEE improvement
- 90% decrease in finished goods holds
- 9% increased production efficiency
- 10-15% energy savings YOY

## Industry Rank

### #1 in MES Critical Capabilities:

- In-Process Quality Management
- Production Equipment Integration
- Data Management

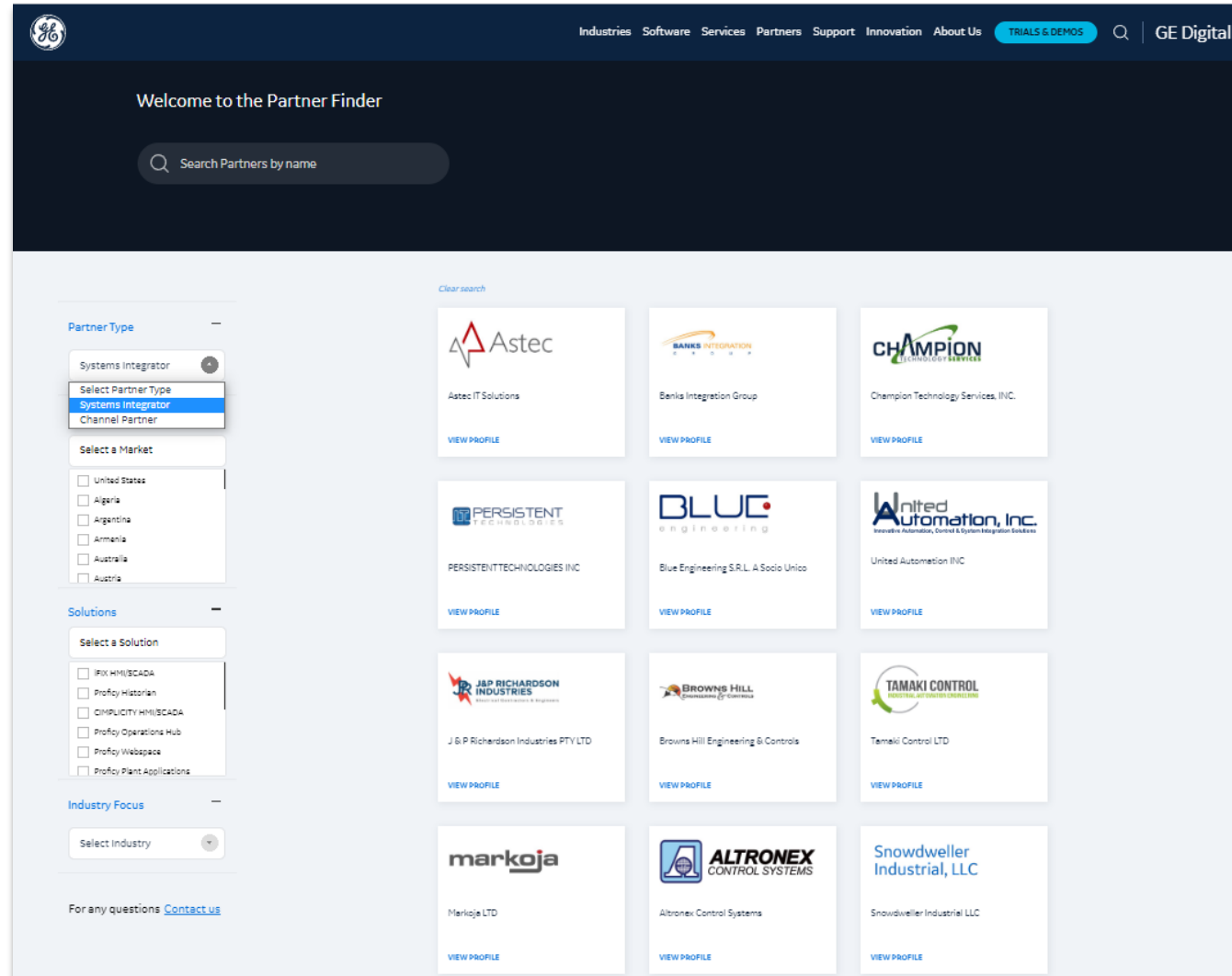


# Customer Partner Locator – Opportunities & Leads

- 1000+ Visits per month
- Regions Served
- Software Focus
- Industry Focus

## 2023 UX/UI Roadmap

- SI Program Tiers
- Technology Segmentation
  - Industrial Automation
  - Mfg Execution
- Certification Identification
  - Segment Certification
  - Individuals Certified
- Regional Radius (Near Me)



The screenshot displays the GE Digital Partner Finder web application. The top navigation bar includes links for Industries, Software, Services, Partners, Support, Innovation, and About Us, along with a 'TRIALS & DEMOS' button and a search icon. The main heading reads 'Welcome to the Partner Finder'. Below this is a search bar labeled 'Search Partners by name'. On the left side, there are three filter sections: 'Partner Type' with a dropdown menu showing 'Systems Integrator' selected; 'Select a Market' with a list of countries including United States, Algeria, Argentina, Armenia, Australia, and Austria; and 'Solutions' with a list of solutions including I/O HMI/SCADA, Proficy Historian, CIMPlicity HMI/SCADA, Proficy Operations Hub, Proficy WebSpace, and Proficy Plant Applications. The 'Industry Focus' section has a dropdown menu for 'Select Industry'. The main content area displays a grid of partner profiles, each with a logo, company name, and a 'VIEW PROFILE' link. The partners shown include Astec, Banks Integration Group, Champion Technology Services, Inc., Persistent Technologies Inc., Blue Engineering S.R.L. A Socio Unico, United Automation INC, J & P Richardson Industries PTY LTD, Browns Hill Engineering & Controls, Tamaki Control LTD, Markoja LTD, Altronex Control Systems, and Snowdwyler Industrial, LLC.



# Wrap Up and Actions for Solution Providers



**Solution Provider**  
GE Digital

## 1. Review the new Program with your AutomaTech Sales Representative and create your Business SMAP

- Program level best aligns with your business goals
- Establish your competency and certification roadmap


## 2. Ensure you update/create your Partner Locator Profile

## 3. Learn More ... SI Webinars, SI Office Hours, 2023 Product Release

New applicants and to update/create Partner Locator profile:

<https://www.ge.com/digital/partners/become-solution-provider-partner>

# How to Create a New Account

 **GE** imagination at work

Home Courses More ▾

Single Sign On | **Create New User** | Forgot Password? | Contact Us

Username Password **Go**

## Register New User

Already have an account with a different organization? Contact us at [GEDigital.EDGE@ge.com](mailto:GEDigital.EDGE@ge.com) and we will update your profile.

Forgot your password? No need to create a new account. [CLICK HERE!](#)

### Student Information

\*Group:  
**Program Member – Solution Provider**

\*Job Title:  
Choose a Job Family

\*Job Family:  
Choose

Salutation:  
Choose

\*First Name: Middle Initial: \*Last name: Suffix:

\*Email Address: \*Verify Email Address:

\*Phone: Ext: Mobile:

Fax Phone:

\*Student Ship To Country: \*Student Ship To Postal/Zip Code:

\*Student State/Province/Region: \*Student Ship To City:

\*Student Ship To Address 1: Student Ship To Address 2:

### Organization Information

\*Organization Name: \*Customer Service Number:

Organization address same as Contact: ☐

## Creating an Individual User Account

1. Select Group: Program Member – Solution Provider
2. Use your company email address
3. Use Customer Service Number (CSN)

Note: Approval takes up to two days

## Create a new User Account

<https://www.gedigital-learning.com/momentum/index.php>

# — GE Digital Automation Update



**Gimmi Filice**

*Senior Product Manager*

GE Digital



**Prasad Pai**

*Global Industry & Partner Marketing Director*

GE Digital



# Rethinking Automation

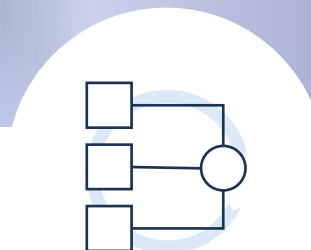
## Not just modernization, a new Experience



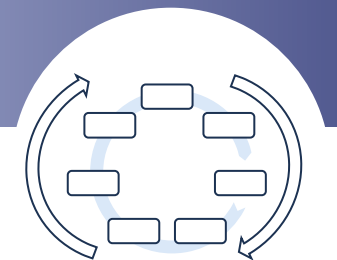
CONNECTED  
WORKER



COMPOSABLE  
DEPLOYMENT



SYSTEM OF OT



ADVISORY

# Key Areas of Focus with Automation 2023



Strategic Theme		
1	Connected Worker	<ul style="list-style-type: none"><li>• Information transparency across operational persona – Unified context, unified information interaction</li></ul>
2	Centralized Configuration & Management	<ul style="list-style-type: none"><li>• Single Sign On for ease of configuration and use</li><li>• Common model based configuration – reduce configuration time, drive templated development</li><li>• Ease of Change and Maintenance</li></ul>
3	Flexible Deployment	<ul style="list-style-type: none"><li>• Align to customer's preferences on deployment</li><li>• Architect systems that makes systems most reliable and efficient for customers to adopt</li></ul>

# Single experience of processing and interacting with Operations

## Accessing the information I need when I need it



- Phone, QR code/Event based
- Un-tethered UI for Field personnel
- Persona based
- Equipment driven Auto generated UI



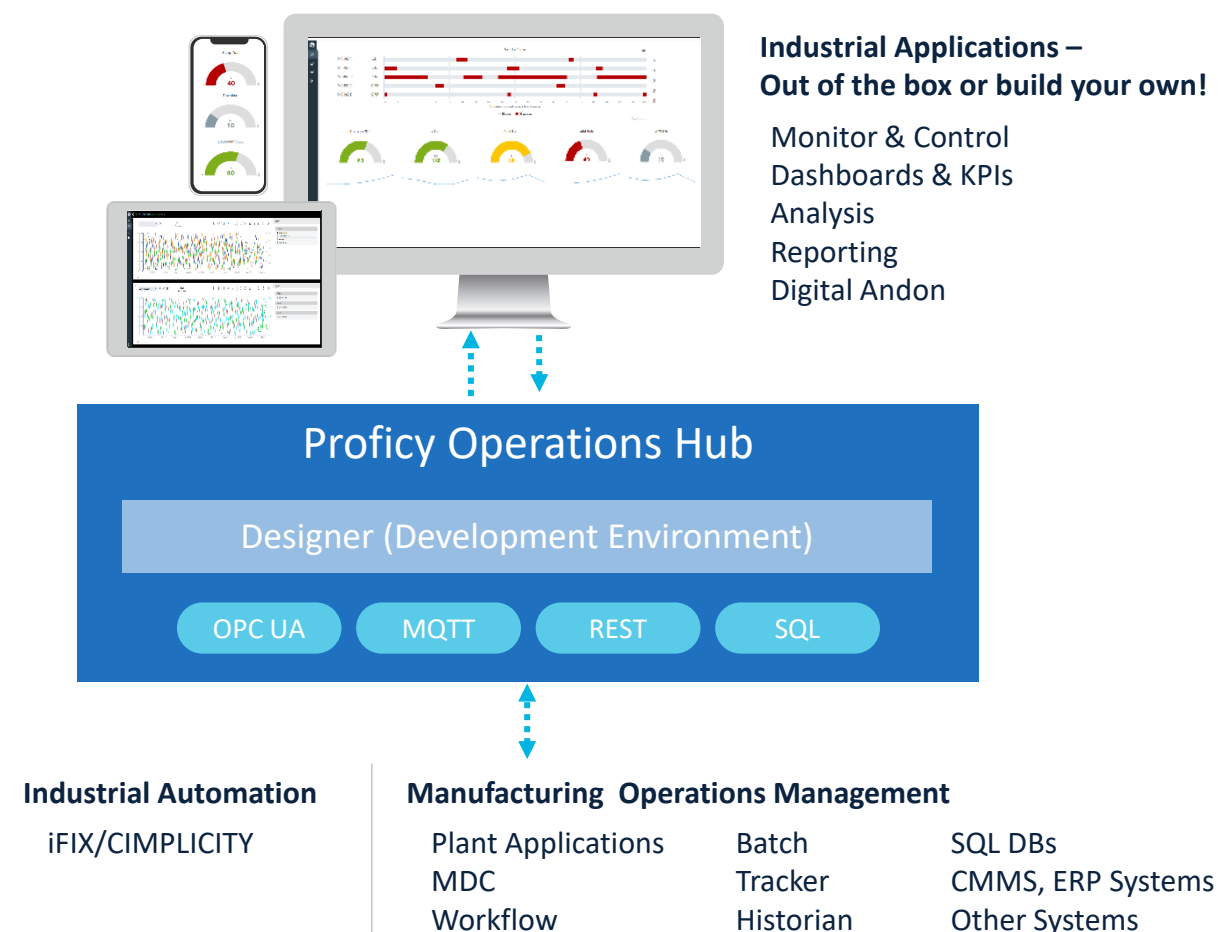


# Proficiency Operations Hub



A centralized environment to **rapidly build industrial applications**, enabling plant operations, analysis, and decision making for plant personnel across the enterprise.

- Accessibility to information - Access your data any time, anywhere
- Enable creation of high-performance displays
- Centrally manage visualization layer across your enterprise
- Get additional value out of existing investment in GE Proficiency products
- Operations Hub built leveraging domain expertise from Proficiency products



# Operations Hub –HTML5 HMI for SCADA



## HMI for iFIX and CIMPLICITY

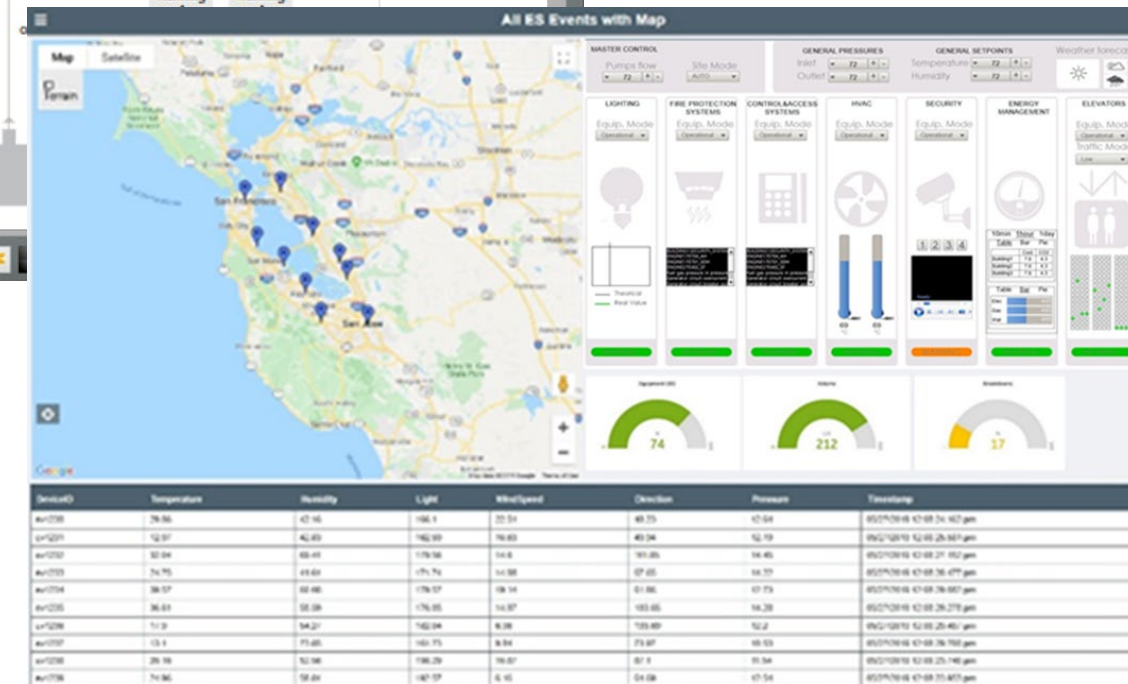
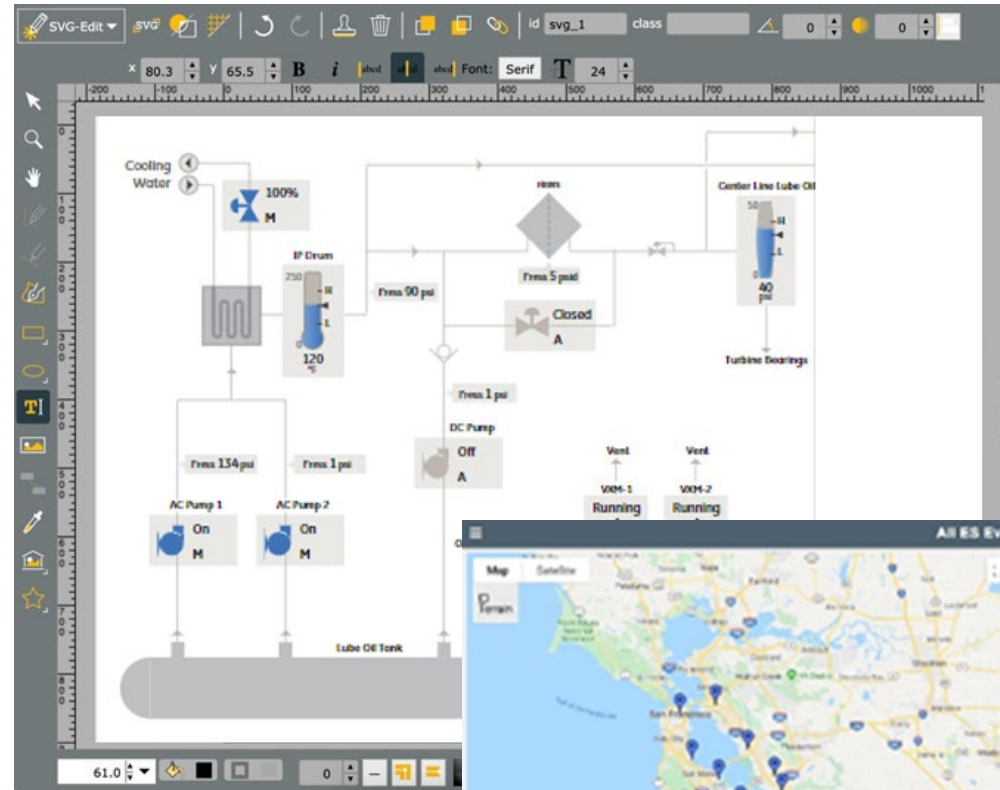
- New Web based designer
- Out of the Box Widgets
- Alarming and Trending
- SVG Based Custom Graphics Creation and Editing

## Enable Connected worker

- Augment traditional HMI with information from OT and IT systems
- Improve operator productivity with richer context

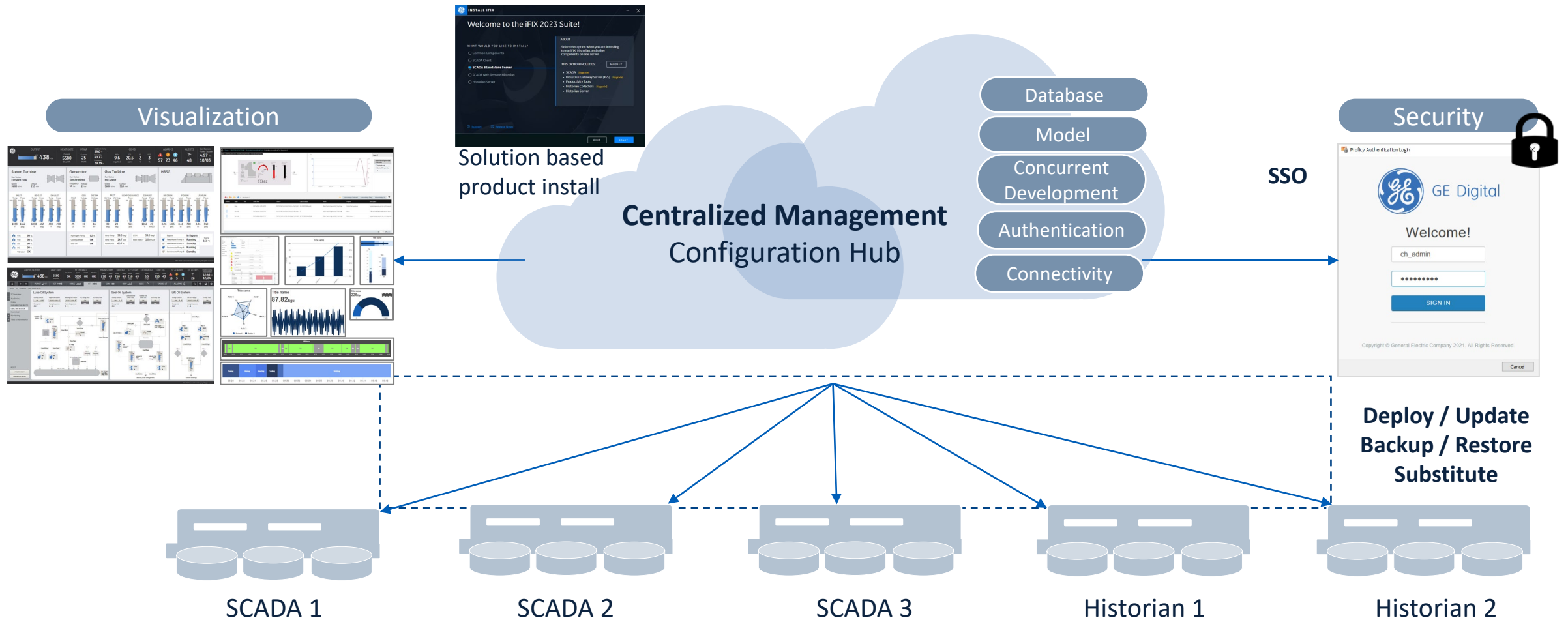
## Multiple Client options based on application and role

- Thick Clients, Webpace and Terminal Service



# Overall Centralized Configuration, Management & Deployment Vision

## Project Encapsulation & Component Deployment





# Proficiency MQTT Bridge



## What is MQTT?

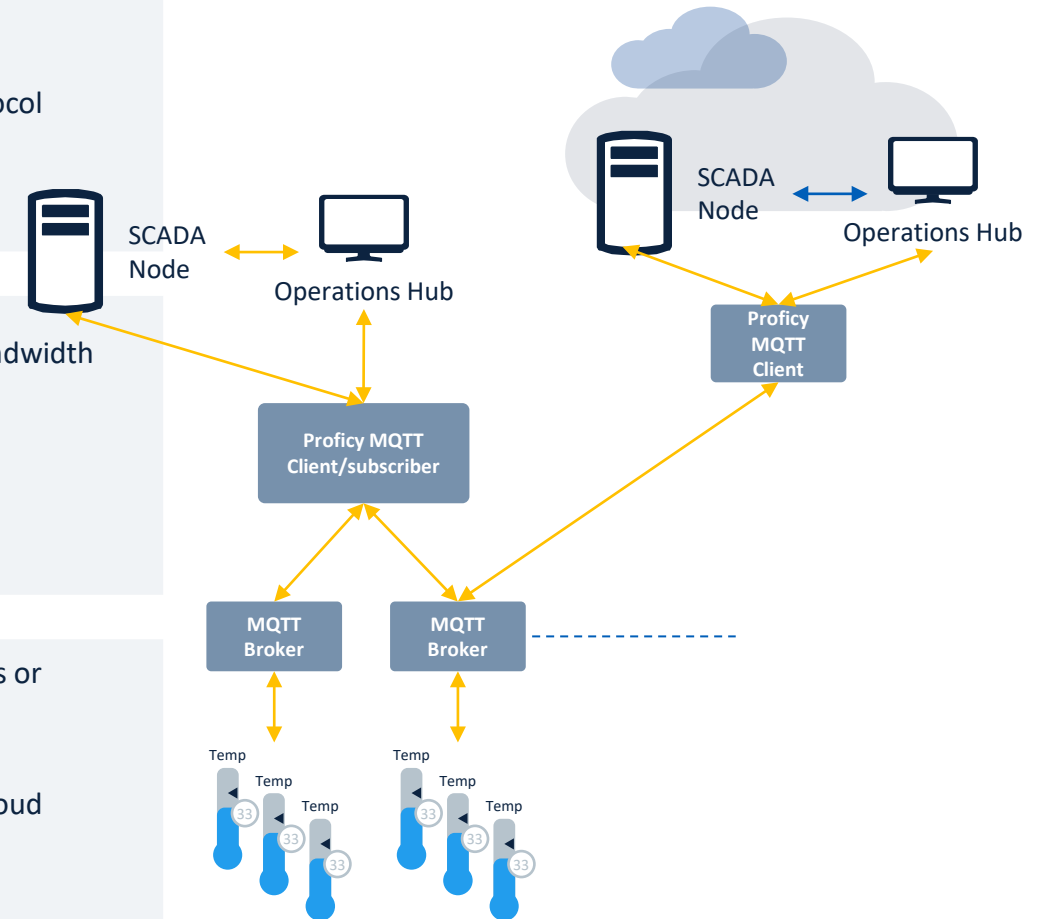
- Message Queuing Telemetry Transport.
- Lightweight, low bandwidth and low overhead open messaging protocol
- Leverages publish/subscribe communications

## Benefits of MQTT

- Efficient data transmission with low network usage, low network bandwidth
- Fast, efficient, and reliable message delivery with QoS
- Can transport any type of data in the payload carried by the packet
- TLS/SSL based security
- Ideal for low power devices

## When should you use MQTT?

- Cloud based applications receiving data from on premise applications or smart sensors
- Low bandwidth or unpredictable communications
- Normalizing communications from OT to IT, IT to Cloud, and OT to Cloud
- IOT applications – on premise or in the cloud
- Remote Monitoring applications





## Strategic Theme

1

### Native HTML5 HMI

- Native HTML5 Graphics Designer & lightweight scalable Runtime
- Support for external SVG Graphics Editors
- Screen building accelerators, including auto-binding data

2

### Central Configuration, Management & Deployment

- Common Model – iFIX, Proficy Historian, Proficy Operations Hub
- Project Encapsulation and Central Deployment
- Project Component Deployment

3

### Failover Enhancements

- TCP/IP as protocol along with UDP
- Database compression to help with synchronization irrespective of protocol
- All settings required for SCADA sync exposed in to INI file
- Better log messages and role indicators in ScadaSync Monitor application

4

### MQTT as a Common Data pipe

- MQTT 5 Support
- Payload can be JSON or Sparkplug B

# CIMPLICITY 2023 and 2023.1



Strategic Theme		
1	Native HTML5 HMI	<ul style="list-style-type: none"><li>• Native HTML5 Graphics Designer &amp; lightweight scalable Runtime</li><li>• Support for external SVG Graphics Editors</li><li>• Screen building accelerators, including auto-binding data</li></ul>
2	Central Configuration, Management & Deployment	<ul style="list-style-type: none"><li>• Configuration Hub – define projects and leverage OPC UA discovery</li><li>• Common Model – Publish CIMPLICITY Classes/objects to model for HMI development</li><li>• Support for Proficy Authentication and Multi-domain support</li></ul>
3	Security and High Availability	<ul style="list-style-type: none"><li>• OPC UA Client/Server communications (2023.1)</li><li>• Digital Screen Signing (2023.1)</li><li>• Enable project updates via failover (2023.1)</li></ul>
4	MQTT as a Common Data pipe	<ul style="list-style-type: none"><li>• MQTT 5 Client</li><li>• Payload can be JSON or Sparkplug B</li></ul>

# — Questions & Last Poll



**Steve Szamocki**

*VP & General Manager –*  
**AutomaTech**



# Polling Question #2

As a Systems Integrator what solutions are your customers requesting from you (pick 3):

- Reduce Costs through Virtualization?
- Move or Extract data to Cloud for better analytics?
- Drive Predictive Strategies using AI Platforms?
- Drive Robotic Automation to improve efficiencies and decrease costs
- Improve OT / Plant Floor Cyber Security
- Deliver on Data Visualization **with** KPIs to improve decision making
- Drive Smart Manufacturing / Digital Transformation Strategies
- Drive Cloud Solutions

