

Manufacturing | Digital Plant

GE Digital Partner Ecosystem | 2022 Solution Provider Program Evolution







Welcome & Message from Leadership	Paul Epperson, Vice President, Global Chief Commercial Officer - Manufacturing
New Solution Provider Program Strategy	Tim Ogden , Sr. Director, Solution Provider Program- Partner Ecosystem
Solution Development & Support Resources	Eric Mellyn , Customer Advocacy Team Member
Enterprise Support & Customer Success	Paul Adams, Sr Services Manager - Customer Success Management
Training, Certification & Competency	Mike Nagy, Director – Education Services
Program Marketing Resources	Bret Hunter, Sr. Director - Field & Channel Marketing
Proficy Strategic Focus & Roadmap	Prasad Pai, Director - Product Management
Wrap Up	All

The information presented is intended to be an outline of general product/program direction and it should not be relied on in making a purchasing decision. The information on the roadmap is for information purposes only and may not be incorporated into any contract and is not a commitment, promise or legal obligation to deliver any material, code, or functionality. The development, release, and timing of any features or functionality described for our products remains at our sole discretion.

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Le President, Global Chief Commercial Officer - Manufacturing

Leadership Message to Systems Integrators

Richard Kenedi, General Manager of Manufacturing & Digital Plant





Jueen Director, Solution Provider Program-Partner Ecosystem

2022 Program Strategy

Evolve from a transactional focused program ... to a relationship driven program that integrates our SI's into an ecosystem community of SI's, Reps and GED that acts as one customer team

1. Relationship

- 2. Competency Development
- 3. Business Development

THERE'S A WAY TO DO IT BETTER – FIND IT.

THOMAS A. EDISON

Strategy: Transforming the Program Model ...



GE Digital

From...

- One size fits all
- Transactional driven
- General Messaging
- Tools and project focus
- Software Vendor

То...

- Multi-tiers with technology segmentation focus
- Relationship and activity driven
- Systems Integrator focused content
- Loyalty, competency and business driven
- Trusted Advisor

2022 Solution Provider Program – Global Baseline

• 1000+ Solution Providers Globally

Goal ...

- 1. 100% Participants on Partner Finder
- 2. 100% Companies Certified & Trained

3. Increased SI Focus

- Front Line Support Resources
- Efficient & Timely Product Updates
- Roadmap Visibility & Vision
- Training (Self Paced, Instructor Led, Web)
- Driving Customer Opportunities





New Framework: 3 Tier Structure, 2 Technology Segments

Level 3: Solution Provider - Platinum

Global Reach

Relationship

Engagement

Sales Impact

Experience

 \bullet

- GE is a **primary** vendor
- Extensive GE skill set and install base
- GE Trained and **Certified** (portfolio)
- Demonstrated Best practices (CSIA)
- Proven Horizontal/Vertical Domain Expertise

Benefits

3

Loyalty

- Collaborative business planning
- Proactive demand generation
- \$\$\$ Business Volume

Level 2: Solution Provider - Gold

Regional Reach

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- GE is a **preferred** vendor
- Significant GE skill set and install base
- GE Trained and **Certified** (product)
- Proven Horizontal/Vertical Domain Expertise
- Cooperative business planning
- \$\$ Business Volume

Level 1: Solution Provider - Member

- They use GE when specified
- Vendor Neutral approach to Partnering
- Minimal Projects annually
- May have limited product experience
- Susiness Volume





	Requirements of Solution Provider	Member	Gold	Platinum
	Sponsorship from GED authorized representative	Required	Required	Required
	Approval from GED Program Management	No	Required	Required
*	Relationship & Loyalty Expectation	GED Specified	GED Preferred	GED Primary
	Prior GE Digital Customer Experience	None/minimal	10+ Projects	20+ Projects
	*Annual Project Activity Expectation	1+	3+	5+
	Purchase/Renew SP development License (Includes Software, Support, and Training)	Yes	Yes	Yes
	Submitted customer success stories or reference sites	Optional	1	1
*	Completion of Segment Certification (See Appendix 2 for details)	1 Engineer	2 Engineers	3 Engineers
*	Joint Success and Mutual Action Plan (SMAP) for Business Development, Competency and Sales	Recommended	Required	Required
*	Annual Sales Expectation (**Direct or Influenced)	US\$10k Direct US\$20K Influence	US\$50k Direct US\$100K Influence	US\$100k Direct US\$200K Influence



Verification of Technology Skills

Earn recognition for the skills that you have acquired with GE Digital's technology through online Builder and Architect Accreditation certifications.



Builder Deep knowledge in underlying system technology



Architect Full domain knowledge in the design of advanced systems

* Project experience is defined by site locations where a Solution Provider has successfully delivered GE Digital Software.

** Influence sales is a project that the solution provider assisted in the sale and/or delivery.

Segment Certification – Aligning SP's With Customer Demand

 Tech segments – Ind. Automation and Mfg. Execution

- SP selects the segment that aligns with their business focus.
- Each exam is approximately 25 questions and individuals are limited to 45minutes to complete.
- Compliance: 120 days of joining the program.

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

Notes

- 1. Product re-certification may be required for major release updates
- 2. Members may be excluded from the GE Digital Partner Finder until the certification requirements for the respective program level have been met.



Builder = Knowledge in underlying system technology Architect = Full domain knowledge in the design of advanced systems

Benefits to Solution Provider	Member	Gold	Platinum	
Solution Development & Suppor	t Resources			1
Development software & updates (Segment Options in appendix 1)	Yes	Yes	Yes	_
Technical support, updates, case management, and service packs for in- house SW use and project development	Yes	Yes	Yes	
Customer support activity reports	Yes	Yes	Yes	-
Participation in product advisory groups	No	Yes	Yes	*
Enterprise support program and resources	No	No	Yes	*
Competency and Knowledge	Resources	1	1	ĺ
Complimentary access to self-paced eLearning modules & videos	Unlimited users	Unlimited users	Unlimited users	
Complimentary instructor-led training (annually)	1 Individual	2 Individuals	3 Individuals	*
Discount on Instructor-Led Training	15%	25%	25%	-
Complimentary accreditation program for Automation and Manufacturing Execution	Yes	Yes	Yes	
Access to personalized updates and training sessions and access to virtual development resources	No	By Request	Yes	*
Solution Provider eNews, industry insights, product updates and technical roadmap webinars	Yes	Yes	Yes	*
Business Development Res	ources	·		
Annual Success Planning	Yes	Yes	Yes	_ →
Dedicated GE Relationship Manager	No	No	Yes	_ ≯
Customer Demo License Program	Yes	Yes	Yes	-
Discounts on GE Digital software license for resale	*Up to 10%	*Up to 15%	*Up to 15%	. 1
Access to GE Digital Partner Community Portal (Marketing collateral, Industry and product Info)	Via Rep	Yes	Yes	1
GE Digital partner logo usage & authorized Solution Provider plaque/certificate	Yes	Yes	Yes	-
Listing on GE Digital Partner Locator web page	Limited	Yes	Yes	-
Customer engagement assistance with GED product and commercial teams	Via Rep	Yes	Yes	-



Solution Provider GE Digital

- Solution Development & Support Resources
- Competency & Knowledge Resources
- Business Development Resources



Summary of Operational Changes

- Key Player Opportunity Assignment (Q1)
- Success & Mutual Action Planning SMAP (Q1)
- Online Application & Partner Finder Profile(Q2)
- Customer Partner Finder UI/UX Update (Q3)
 - Program Level
 - Technology Segment
 - Product Certification
 - Industry Experience
 - Facility Proximity
 - Regional Focus





Solution Development & Support Resources

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GE Digital

Your SP Licenses are covered by Acceleration Plan Contract that includes:

- Phone and web support
- Quick response time (30 min for critical)
- Access to extensive Knowledge base
- Maintenance upgrades for SP licenses
- Test environment keys

AP premier also includes training and outcome services which will be described in detail later.

Benefits to Solution Provider	Member	Gold	Platinum
Solution Development & Supp	ort Resources		
Development software & updates (Segment Options in appendix 1)	Yes	Yes	Yes
Technical support, updates, case management, and service packs for in-house SW use and project development	Yes	Yes	Yes
Customer support activity reports	Yes	Yes	Yes
Participation in product advisory groups	No	Yes	Yes
Enterprise support program and resources	No	No	Yes

With AP Premier plan for Solution Providers, you'll get full access to **GED Customer Portal**. Your go-to for all support!

Here you can:

Access the entire **GED library of knowledge articles** written by product and technical team.

- Solution to common questions
- Risk and security notifications and SIMs

Access to **GED Community**, so you can ask questions and stay up to date with peers and potential customers.

Use **GED Idea portal**, so you can add product and features ideas so the product organization can review and incorporate in their planning.

Manage all your orders in one place so you keep track of serial numbers and product versions.



 Customer Center

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 Customer Center

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 Center



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Digitalsupport.ge.com







A brief tour to the Customer Portal





Support Guidelines



Quick response time:

30 min for critical Priority 1 support Up to a maximum of 1 Business day for low priority cases.

Support Hours of Operation:

Americas	Monday – Friday 8:00 AM – 8:00 PM Eastern Standard Time
Asia Pacific	Monday – Friday 8:30 AM – 5:30 PM China Standard Time
Europe	Monday – Friday 8:00 AM – 6:00 PM Central European Standard Time
Middle East and Africa	Sunday – Thursday 9:00 AM – 6:00 PM Gulf Standard Time



Solution Provider Technical support cases should be limited to SP activations:

The Acceleration Plan agreement provided as part of the Solution Provider Program provides the program member support for ONLY the development systems authorized by the provided SP activations.

Production systems implemented with GE Digital's technology by the Solution Provider requires a separate Customer (End User) Acceleration Plan agreement for access to support. Service Providers calling on behalf of end users of production systems will be required to provide the Customer Service Number (CSN) of the end user to verify the appropriate Acceleration Plan access.

Services Manager - Customer Success Management

Enterprise Support & Customer Success Team:



• Access to dedicated Customer Success Manager for Platinum Members

Benefits to Solution Provider	Member	Gold	Platinum	
Solution Development & Support	Resources			
Development software & updates (Segment Options in appendix 1)	Yes	Yes	Yes	
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Enterprise support program and resources	No	No	Yes	

CSMs Monitor 5 Key Account Health Categories



Real-time monitoring to enable proactive outreach and resolution via Success Plans

How CSMs Can Help System Integrators





- Quarterly Governance meetings (Commercial, Support, Product, Project, Adoption)
- GE Guide Escalation Point
- Escalation/prioritization to Support/RTS
- Access to Product Management for Roadmap Reviews/VOC
- Adoption Considerations training, governance, communication

CINOGY Director – Education Services

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Education @ GE EDGE



Education GE Digital

https://www.ge.com > digital > services > education-services

Education Services | GE Digital

GE Digital offers a comprehensive portfolio of security training courses for critical infrastructure and Industrial Control Systems (ICS). Our offerings are developed and delivered by our security experts, people who analyze and implement real-world security solutions. We provide courses on-site and online. Training Course Catalog Resources



https://www.gedigital-learning.com > momentum

GE Digital - Education Services

GE Digital - **Education** Services **Digital** Industrial Focus Looking for **education** activities for **GE** software solutions? This site provides access to curriculum and certifications for the following industrial software solutions: Asset Performance Management (APM) Proficy CSense Proficy HMI/SCADA Proficy MES Predix Essentials Predix Platform

Register for an Account + Courses + Locations + Calendar + Contact Us

Education @ GE EDGE

1.	Register for an accountExpedite requests by including your CSN
2.	• Wait for email confirmation
3.	• Login with your account
4.	Explore available activitiesCourses, curriculums and badges

Education Services OLT* learning tracks

* online training = self-directed eLearning, video-based training, guides, badges, etc.

All OLT available at no charge for Channel, SPs and OEMs

Links to course titles, summaries and dates can be found in our online catalog, or our online Curriculum Guide

www.gedigital-learning.com

Proficy Curriculum Guide

EDGE Catalog

GE Digital									(Æ
PROF Course #	ICY HISTORIAN LEARNING TRACK	Course details	Brochure	Price (per seat)	hours	Acceleration Plan	eLearning / Video	Instructor- led	Public	Private
GFS-345 44A728312-345	Historian Fundamentals	Đ		\$1,500 USD 15 Credits	16			~	~	✓
OL-11233	Getting Smart on Historian — Data Hierarchy			-	0.5	~	~			
OL-11234	Getting Smart on Historian — Collectors			-	0.5	~	~			
OL-11235	Getting Smart on Historian — Administrator			-	0.5	~	✓			
OL-10210	Video Series: Data Stores, Simulation and File Collector			-	0.5	~	~			
OL-10210	Video Series: Calculation Tags, Interactive SQL & Excel Add In			-	0.5	~	~			
OPER.	ATIONS HUB LEARNING TRACK	Course details	Brochure	Price (per seat)	hours	Acceleration Plan	eLearning / Video	Instructor- led	Public	Private
GF5-455 44A728312-455	Operations Hub Fundamentals			\$1,500 USD 15 Credits	16			~	~	✓
OL-11278	Getting Smart on Operations Hub — Administrator				0.5	~	~			
OL-11292	Getting Smart on Operations Hub — Developer				0.5	~	✓			
OL-11293	Video: Administration			\$100 USD* 1 Credits*	0.5	~	~			
OL-11290	Video: Historian Visualization	Đ			0.5	~	~			
OL-11291 * no charge w	Video: MES Visualization				0.5	~	~			4



Education Services ILT* schedule

* Instructor-Led Training



Americas, Europe and APAC all have local time-zones represented in our schedule for the 2022 calendar year (and more).

Links to course titles, summaries and dates can be found in our online catalog, or our online Proficy Curriculum Guide

www.gedigital-learning.com

Proficy Curriculum Guide

EDGE Catalog

Title	Americas	Asia Pacific	Europe + MENAT
Batch Execution Fundamentals	<		
CIMPLICITY Fundamentals	<		<
Historian Fundamentals	<	\checkmark	<
iFIX Fundamentals	<	\checkmark	<
iFIX Advanced	<	\checkmark	<
Using VBA with iFIX	<		
Operations Hub Fundamentals	 Image: A start of the start of		
Plant Applications Fundamentals	 		<
Plant Applications OEE	\checkmark		\checkmark

Competency & Knowledge – Badge accreditation

Builder Badges cover standard configuration of core product features How the test works:

- 50 questions
- multiple choice or true/false
- ~25 minute time limit no pause
- multiple retakes available, with cooling down period in between

Segment requirement = multiple product badges

About access:

- 1. Access is granted to a recognized Solution Provider group
- 2. Individuals must be members of the group to inherit access
- 3. Accreditation is tied to the individual

Future: Architect badges will cover integration across Proficy solutions along with extensibility topics.



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



Solution Provider

Education Services curriculum – new releases and revisions



	Q1 2022			Q2 2022	
January	February	March	April	May	June
Instructor-led Distance	e Learning		Instructor-led Distanc	e Learning	
• CIMPLICITY Advanced -	Part I: Networking (March))	• iFIX Fundamentals, v.20	22 (April)	
Delivery via Instructor, electronic	manuals, hosted training systems	, web-conferencing	 Plant Applications Fundamentals, v.2022 (May) 		
• Discrete Series: Part 2 - W	itial Configuration and Workin		CIMPLICITY Advanced -		orage (June)
			Next up:		
			Historian Builder Badge		
			• Operations Hub Builder B	adge	

CIMPLICITY Builder Badge

Sr. Director - Field & Channel Marketing 01011001010110101010101000000

New Solution Provider Value Props On Seismic



GE Digital

Solution Provider

Program Guide

Solution Provider Program from GE Digital Program Guidelines to Drive Your System Integration Growth

Combine deep domain knowledge & award-winning software for growth

At GE Digital, we see independent systems integrators as a key element in driving the success of Industrial Automation, Digital Transformation and Manufacturing Execution solutions for our mutual customers. These valued service providers bring industry knowledge, innovation,

application knowledge, and GE software expertise that greatly complements our advanced technology. GE Digital's Solution Provider Program reflects our commitment to fostering the best possible working relationship with system integrators and end users of automation software.

Program Goals

- Ensuring strong commercial alignment between GE Digital and Solution Providers through regular communication including in-person meetings, webinars, and self-service online platforms and proactive business development
- Educating our program members on GE Digital's software solutions, industry trends, and our sustainable competitive advantage over other vendors
- Addressing and responding to the commercial and technical needs of Solution Providers across a wide range of industries and markets
- Promoting the partners who have demonstrated excellence on our accreditation exams and in the field with customers
- Providing access to development licenses, technical support resources, case management, and customer success resources
- Providing end customers access to find Solution Providers within their geography with industry and application experience to ensure optimal performance of GE Digital solutions



The program's requirements and benefits are structured to address your solution design, specification, testing and development needs. We provide
1. Contact your GE Digital representative to review program guidelines, members with economical access to GE Digital development tools,



Updated April 5, 2022

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Solution Provider License and **Price Options** from GE Digital

SP License & Pricing



Competency Development Competency Development Competency Development Usion training and education roadmap. Product and application competency is a critical is intered to its interview and a requirement of the GE Digital Solution Provider Program. This section is interview to its interview and a sequirement of the GE Digital Solution Provider Program. This section is interview to its interview and existing employee shills, certifications, and training needs on GE applications Sales Opportunities The Sale: Opportunities The Sale: Opportunity section leadering current and future existome projects for the year. It is intended to	File Home Insert Draw Page Layout Formulas Data Review View Help 🔏 View	wing 🗸							Cor
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document key customers targets and identify any commercial or technical needs (ex: access to technical resources, demo									

Solution Provider Program from GE Digital Salution Presi Combine deep Systems Integrator domain knowledge & award-winning software for growth n GE Digital and Solution Provid pertise that greatly complements our advanced technology. GE Digital's Solution Provider Progr Addressing and responding to the

Program Data Sheet

Success & Mutual Action Plan (SMAP)

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Planned:

- Certification Identity Standards
- **Program Orientation**

Business Development & Recognition: Posters and Plaques



GE Digital

PROUD MEMBER | GE SOLUTION PROVIDER PROGRAM | 2022







New Solution Provider Community Portal – Seismic





- Presentations, Documents , Videos
- Competitive Analysis
- Industry Information & Articles
- Product Information & Tools
- Customer References & Whitepapers



Gral Plant Road Grai Sr. Director Product Management, Automation What's coming

The GE Digital portfolio | **Proficy** From Plant Floor to ERP





Proficy Overview

© GE Digital 2022
Key Areas of Focus with Portfolio releases



	Strategic Theme	
1	Connected Operations	• Operations Hub as the single UI for all Operations visualization
2	Modernization	 Cloud Historian, Cloud OEE Native HTML5 Visualization MQTT/OPC UA based data access layer REST API access Python based Scripting
3	Flexible Deployment	 Hybrid deployments Integrated installs Zero downtime upgrades
4	Faster Time to Solution	Common Model based configurationNo Code/Low Code Visualization

Start with an HMI and expand into different Operations UI

Workflow





Proficy Plant Applications in Operations Hub

38

Key Historian Investment Themes



Scalability/Reliability

Native Cloud based Historian

• Only true cloud operational historian

New HA deployment architectures

- Primary & Disaster Recovery Data Centers
- Simplified replication for nonsecure zone Historians

Modernization

Config Hub Administrator

Improved Python Collector

MQTT Collector Enhancements

- Version 5
- Flexible Messaging Structure

Useability

Model integration with OH, iFIX, Grid SCADAs

Rest API for A&E

Investments in Operations Hub

- Query by Expression
- Stacked Axes

Excel Add-In

Proficy Plant Applications 2023



• Faster time to solution

- Continuing to make installs and upgrades smoother including reducing the installer start up time, reducing the number of inputs required and splitting up Tomcat into multiple instances
- Zero Downtime web client updates means that customers running the Enterprise edition with multiple copies of the microservices in place will not have to take the web UI down in order to upgrade. These new updates are call "Web Client Updates" & are in addition to SIMs

Better user experience & expanded functionality

- Continuing to build out the out of the box web UIs and enhance the existing ones many UI adjustments and performance improvements & we've added the ability to have custom tabs in Activities, Work Order Manager and Genealogy
- Reduced the overall system memory requirements and disk footprint
- Support the Web Report Server on Chrome, Safari, Edge and Firefox (stretch goal to provide for 2022 in June 2022)

Double down on discrete

- Significant new capability added to non-conformance management including custom dispositions, capturing out of reject quality variables on NC creation, integration of dispositioning into Approval Cockpit & group of ops for rework
- Several BOM related capabilities including substitutions, BOM quantity splits & mandatory BOM items for mutually exclusive sets
- Limited Availability of Product Variables
- Stretch Goal: Autolog MVP1

Key Areas of Focus with Automation releases



	Strategic Theme	
	Native HTML5 HMI	 Graphics Editor – Free form layout, Connect and animate custom drawn graphics & out of the box high performance graphics, Design Previews
		 Data Substitution - Ability to reuse screen for different data contexts
		 Enhanced support for responsive design Screen building accelerators, including auto-binding data
	MQTT as a Common Data pipe	MQTT 5 SupportPayload can be JSON or Sparkplug B
•	Common Security	 Proficy Authentication for CIMPLICITY– SSO, improved security, MFA, nested AD groups
	Central Configuration, Management & Deployment	 Common Model – iFIX, Historian, OpsHub and fast follow with CIMPLICITY Config Hub – one place to configure/design/deploy your solution

Next Gen HMI Designer (Preview planned in July, Beta in September)



Enable the connected operations by providing a web-based, IoT Application designer

that supports a model, mobile devices and centralized updates



Key Areas of Focus with Automation releases



	Strategic Theme	
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Automation SI/SP Advisory Council Started June 2nd 2022

To gain insights and feedback on the Automation suite of products to ensure the development, feature set and commercial offering is compelling and competitive in solving the worlds manufacturing problems.

Expectations:

- 1. Monthly Meeting
 - 1. Design and Journey/Mockup reviews
 - 2. Feature implementation reviews/demos
- 2. Alpha/Beta Release Feedback
- 3. Incentives

We would love to add to the Council







For the SI Partner

- Direct contact with Product Management team
- Greater visibility on future capabilities and areas of continued investment long term strategy/roadmap
- Ability to influence the product roadmap & development
- WYDIWYG (What You Discussed Is What You Get)
- Reduce risk eliminate Fear, Uncertainty, Doubt

For GE digital

- Drive efficient product development based on VOC & deep understanding of problems that are worth solving for our customers
- Validate hypothesis & reduce risk
- Delight our customers with great product offerings
- Build trust & confidence in GE Digital





1. We have re-prioritized SI's as a strategic focus and we are investing in resources.

- GE Digital depends on our SI's to deploy over 95% of our Automation solutions
- We have added (3) dedicated SI resources to focus on driving our business
- Re-Energizing SI focused competency, training and roadmap updates
- 2. GE Digital's Mfg. business is 100% focused on software solutions and we are investing!
 - New CPR process
 - Product updates & enhancements
 - Launching new products (2022/2023)



1. Review the new Program with your GE Digital Sales Representative and create your Business SMAP

- 2. Update your Company Information online
- 3. Ensure you are on our Partner Locator

New applicants and to update/create Partner Locator profile: https://www.ge.com/digital/partners/become-solution-provider-partner

Solution Provider Events – Mark Your Calendars

Solution Provider Program Events	Date
Automation SP Advisory Kickoff (Monthly Cadence)	June 2 nd
CSIA Executive Conference	June 27-30
CSIA Webinar - Benefits of AWS Cloud Native Historian	Sept 14 th
ISA Webinar - Historian and Data Management	Sept 21 st
Solution Provider eNews	Bi-Monthly
SP Education Series	Date
Systems Integrator Introduction to Rapid Operations Visualization through Operations Hub	June 30 th @ 10am CST
Systems Integrator Advanced Context Based Visualization Solutions through Operations Hub	July 14 th @ 10am CST
Creating new SI Revenue Streams - New HMI/SCADA PID Loop Tuning functionality with Proficy CSense	July 21 st @ 10am CST
NEW AWS Native Cloud Historian – Enabling new Value Creation from OT data for Systems Integrators	July 28 th @ 11am CST
Circularity in Manufacturing – What is the circular economy and how will it impact Systems Integrators?	August 4 th @ 10am CST
Planned & Proposed	Date
2023 Coordinated Product Release – Solution Provider Sneak Preview	ТВА
New Cloud OEE – Creating new ideas and revenue streams for Systems Integrators	ТВА
New HMI/SCADA Productivity Tools – SI Introduction to Proficy Python Scripting	ТВА
Customer Trends in CPG, Automotive and Water/Wastewater	ТВА

Wrap Up & Q&A