Solution Provider
GE Digital

Manufacturing | Digital Plant

GE Digital Partner Ecosystem | 2022 Solution Provider Program Evolution

Agenda

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**

Safe Harbor Disclaimer

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.

Welcome and Opening Remarks

Paul Epperson
Vice President, Global Chief Commercial Officer - Manufacturing

Leadership Message to Systems Integrators

Richard Kenedi, General Manager of Manufacturing & Digital Plant

New Solution Provider Strategy & Framework

Tim Ogden
Sr. 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

Strategy: Transforming the Program Model ...

From...

- One size fits all

- Transactional driven

- General Messaging

- Tools and project focus

- Software Vendor

To...

- 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*

Program

- APAC — 24%
- EMEA — 19%
- LATAM — 6%
- North Am — 51%
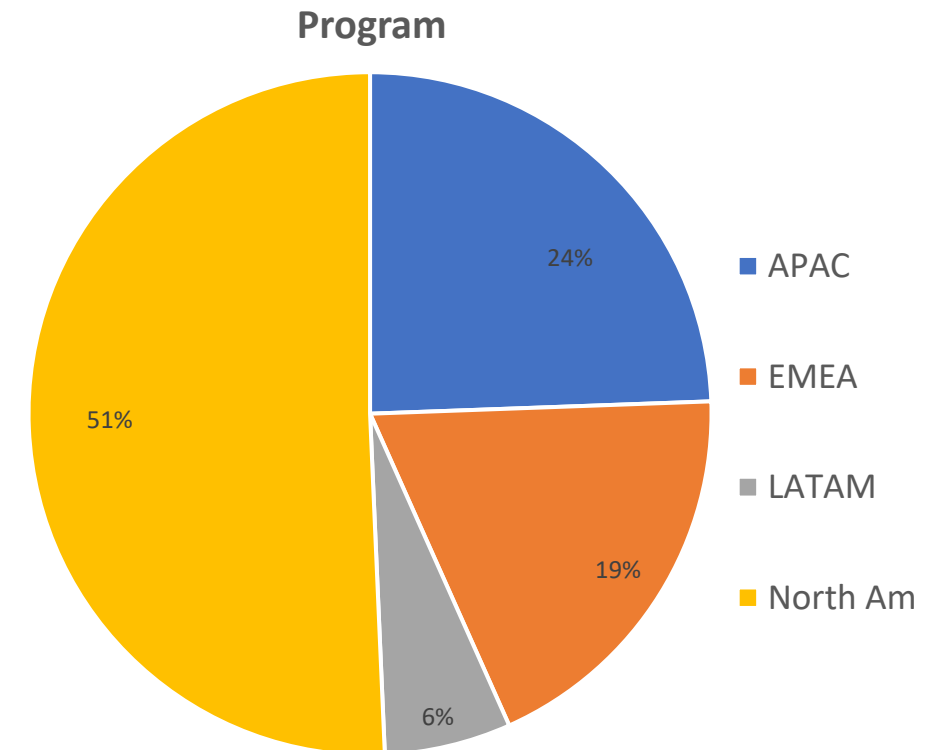
New Framework: 3 Tier Structure, 2 Technology Segments

- Relationship
- Engagement
- Experience
- Sales Impact

Level 3: Solution Provider - Platinum

- Global Reach
- 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
- **Collaborative** business planning
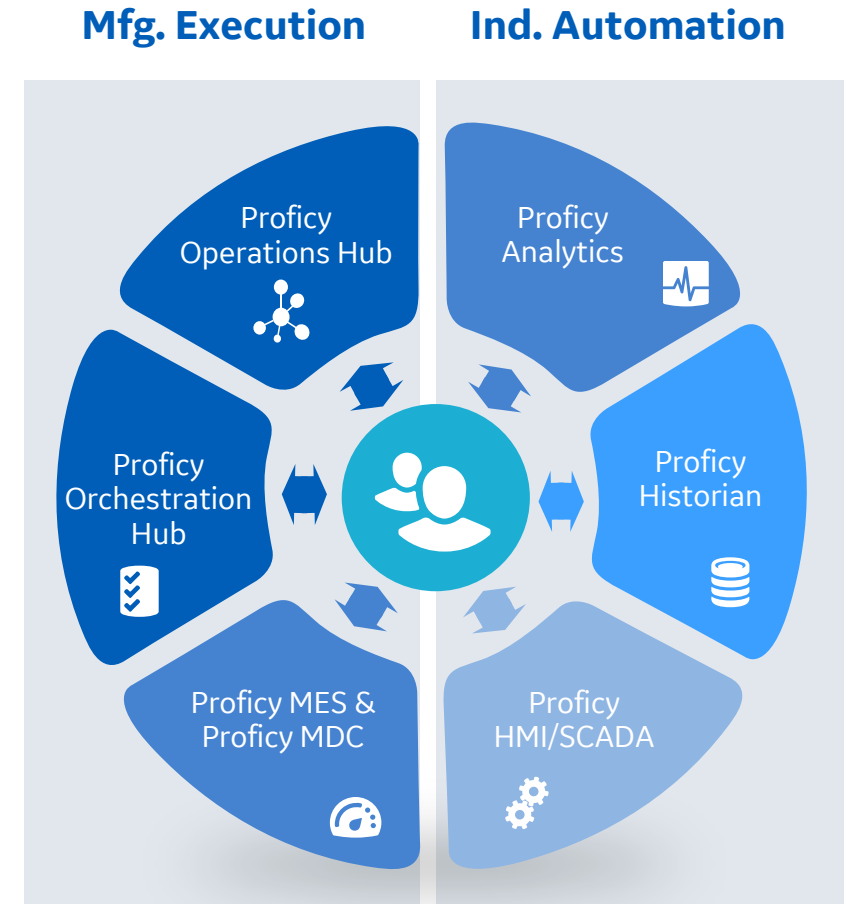- Proactive demand generation
- $$$ Business Volume

Level 2 : Solution Provider - Gold

- Regional Reach
- 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
- $ Business Volume

Loyalty & Benefits

Mfg. Execution　　**Ind. Automation**

- Proficy Operations Hub
- Proficy Analytics
- Proficy Orchestration Hub
- Proficy Historian
- Proficy MES & Proficy MDC
- Proficy HMI/SCADA

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

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.*

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

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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 & Support 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	*
Competency and Knowledge Resources				
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 Resources				
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%	*
Access to GE Digital Partner Community Portal (Marketing collateral, Industry and product Info)	Via Rep	Yes	Yes	*
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

* Changes

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 & Technical Support Resources: Eric Mellyn

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.

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Solution Development & Technical Support Resources: Eric Mellyn

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:

Digitalsupport.ge.com

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.

Request **technical support**, getting direct access to GED technical support team with an average tenure of 10 years and a 93% overall satisfaction rating
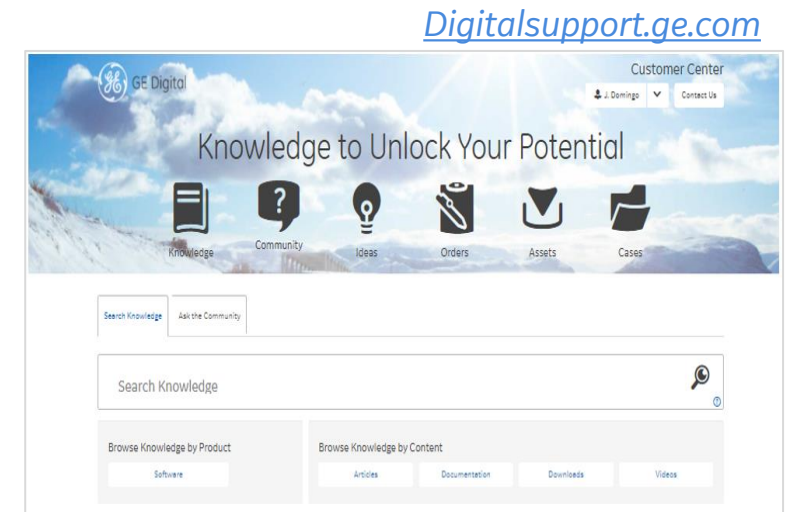
Solution Development & Technical Support Resources: Eric Mellyn

A brief tour to the Customer Portal

Stay up to date with key security & risks updates.

Navigate all knowledge and social content in one place

Manage all your technical and commercial cases in one place

digitalsupport.ge.com/communities/CC_CommercialViewCases?type=all&filter=2&sort=-LastModifiedDate

salesforce.com - Unli...   Imported   GE Customer Center   inContact Default   Software Licensing an...   Case Management Pr...   AP Support and Servi...   Othe

Technical Support Customer Communication
GE Digital is aware of the Log4j security vulnerability (CVE-2021-44228).
Our current response can be viewed here.

GE Digital

Customer Center

E. Mellyn_Test   Contact Us

Knowledge   Community   Ideas   Orders   Assets   **Cases**   Status

Search Knowledge   Search or Ask the Community

All Cases   Technical   Order

Filter Cases My Cases   Sort Case Last Modified   Search Cases   Open New Case   Report Missing Case

Showing 1 through 1 of 1   Export Case Details

Status	Priority	Case	Last Modified
✓ CLOSED	Low	00933367 Test Case Please ignore	03/08/2021

Open new cases in just a few steps

Create your own customer support activity reports

GED will monitor your activity and can create ad-hoc reports to recommend training, KA or monitor policy activity.

Solution Development & Technical Support Resources: Eric Mellyn
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.

Solution Development & Support Resources

Paul Adams
Sr 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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Customer support activity reports	Yes	Yes	Yes
Participation in product advisory groups	No	Yes	Yes
Enterprise support program and resources	No	No	Yes

CSMs Monitor 5 Key Account Health Categories

1. Commercial Health

Capable of Growth?

Indicators

Opportunity Pipe
PY Orders
Commercial Case Backlog
Commercial Surveys

2. Project Health

On-Time/Quality?

Indicators

Project Health
- Time
- Budget
- Scope
Implementation Surveys

3. Product Health

Desired Capabilities?

Indicators

Engineering Case Backlog
Enhancement Requests
Migration/Upgrade Readiness
Product Surveys

4. Support Health

Timely Resolution?

Indicators

Non-engineering Case Backlog
Non-engineering Case Age
Support Surveys

5. Adoption Health

Successful Users?

Indicators

Adoption Readiness
Adoption Enablement
Customer Sentiment
Outcomes Realization
Relationship Surveys

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

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 account
- Expedite requests by including your CSN

2.
- Wait for email confirmation

3.
- Login with your account

4.
- Explore available activities
- Courses, 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

PROFICY HISTORIAN LEARNING TRACK

Course #	Course Title	Course details	Brochure	Price (per seat)	hours	Acceleration Plan	eLearning / Video	Instructor-led	Public	Private
GFS-345 44A728312-345	Historian Fundamentals	📄	📄	$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		✓	✓		

OPERATIONS HUB LEARNING TRACK

Course #	Course Title	Course details	Brochure	Price (per seat)	hours	Acceleration Plan	eLearning / Video	Instructor-led	Public	Private
GFS-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	📄	📄	-	0.5		✓	✓		
OL-11291	Video: MES Visualization	📄	📄	-	0.5		✓	✓		

* no charge with Acceleration Plan contract

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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	✓	✓	✓
iFIX Fundamentals	✓	✓	✓
iFIX Advanced	✓	✓	✓
Using VBA with iFIX	✓		
Operations Hub Fundamentals	✓		✓
Plant Applications Fundamentals	✓		✓
Plant Applications OEE	✓		✓

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

Education Services curriculum – new releases and revisions

Q1 2022			Q2 2022		
January	**February**	**March**	**April**	**May**	**June**

Instructor-led Distance Learning

- **CIMPLICITY Advanced - Part I: Networking (March)**

Delivery via Instructor, electronic manuals, hosted training systems, web-conferencing

Online, self-directed learning

MES Learning Track

- Discrete Series: Part 1 - Initial Configuration and Working with Routes
- Discrete Series: Part 2 - Working with Work Orders
- Discrete Series: Part 3 - Working with NCRs, Quality Variables and Time Bookings

Instructor-led Distance Learning

- **iFIX Fundamentals, v.2022 (April)**
- **Plant Applications Fundamentals, v.2022 (May)**
- **Plant Applications OEE Fundamentals, v.2022 (June)**
- **CIMPLICITY Advanced – Part II: Data Transfer & Storage (June)**

Delivery via Instructor, electronic manuals, hosted training systems, web-conferencing

Online, self-directed learning

MES Learning Track

- Getting Smart on Orchestration Hub

Next up:

- Historian Builder Badge
- Operations Hub Builder Badge
- CIMPLICITY Builder Badge

Program Marketing Resources

Bret Hunter
Sr. Director - Field & Channel Marketing

New Solution Provider Value Props On Seismic

Program Guide

Success & Mutual Action Plan (SMAP)

SP License & Pricing

Program Data Sheet

Planned:
- Certification Identity Standards
- Program Orientation

Business Development & Recognition: Posters and Plaques

New Solution Provider Community Portal – Seismic

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

Need Access: gedigital.partners@ge.com

What's coming
Manufacturing & Digital Plant Roadmap

Prasad Pai
Sr. Director Product Management, Automation

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

★ **Leader in Gartner MES Quadrant. #1 in MES Critical Capabilities**

★ **First Industrial Data Historian fully deployable from AWS**

✦ **Innovation NPI – Out of the Box Enterprise Integration for OT systems**

Proficy Plant Applications as a Service
Proficy Historian for Cloud
Proficy Operations Analytics

Level 4
Enterprise/Business Operations

Enterprise Source Data for Manufacturing

Proficy MDC

Level 3
Manufacturing Operations Management

Proficy Orchestration Hub

Proficy Plant Applications
OEE | Quality | Traceability | Batch

Proficy Historian

Proficy Workflow

Proficy CSense

Proficy Operations Hub

Proficy Analytics

Level 2,1,0
Industrial Automation

HMI/SCADA
iFIX & CIMPLICITY

Collectors

Plant connectivity - I/O Drivers: **Industrial Gateway Server**

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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 configuration • No Code/Low Code Visualization

Start with an HMI and expand into different Operations UI

Proficy Plant Applications in Operations Hub

Proficy Historian in Operations Hub

Proficy Workflow in Operations Hub
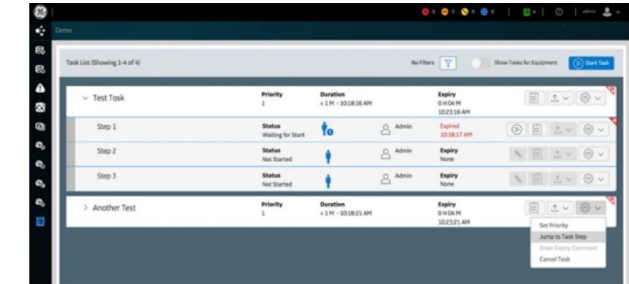
Proficy Batch in Proficy Operations Hub
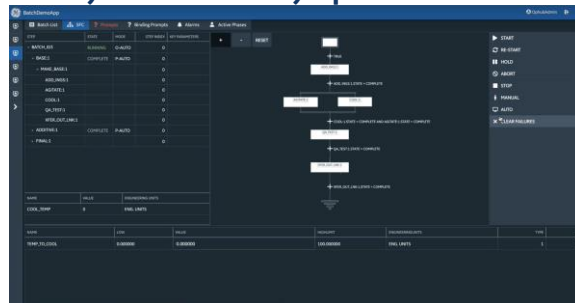
Custom

Plus your custom content

Model	Data Distributor	Security
OPC UA	MQTT	REST	SQL

Industrial Automation

iFIX/CIMPLICITY

Manufacturing Operations Management

Plant Applications

MDC

Workflow

Batch

Tracker

SQL DBs

Industrial Data Management

Historian

OSI PI

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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 non-secure 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

❶ 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

❷ 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)

❸ Double down on discrete

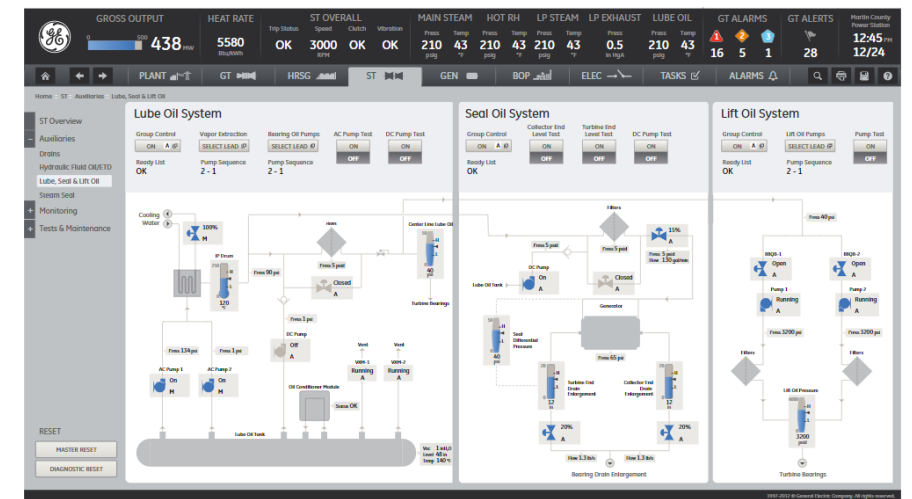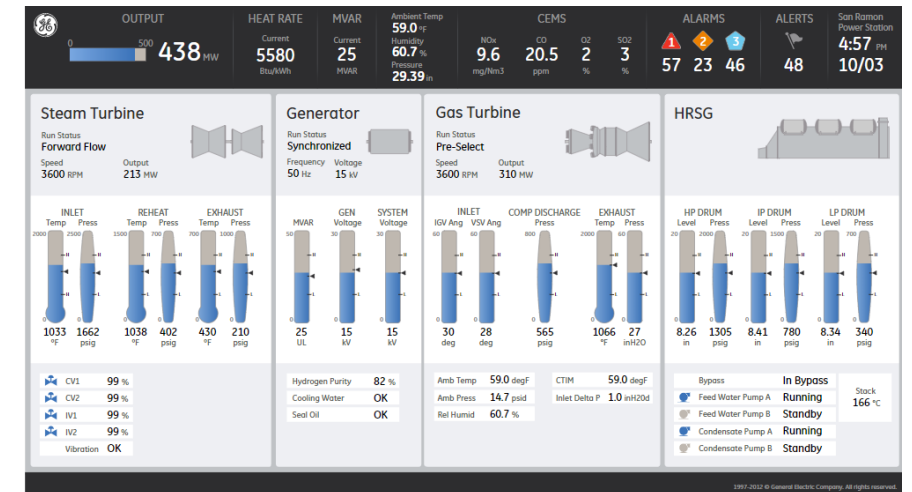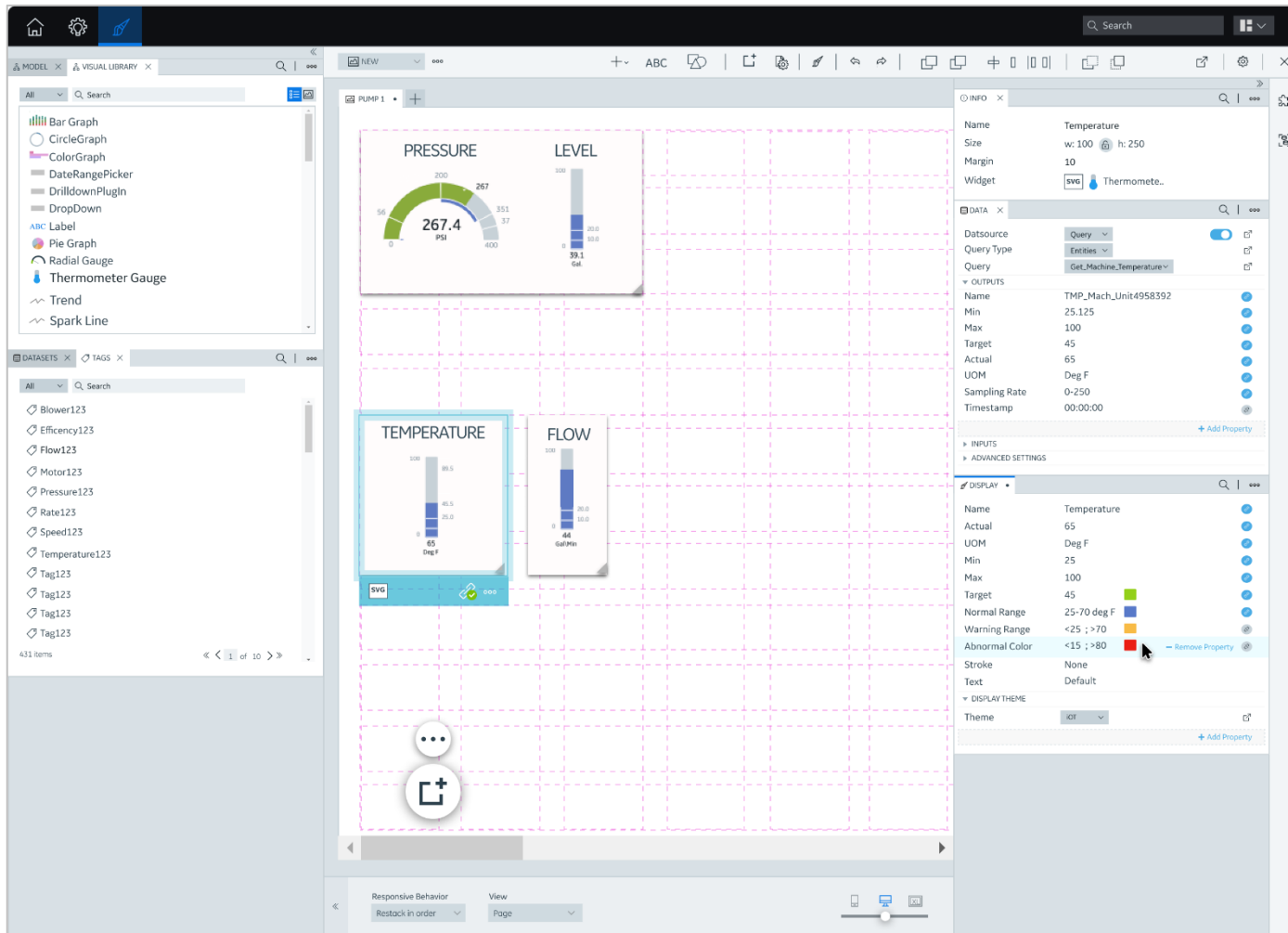- Significant new capability added to non-conformance management including custom dispositions, capturing out of reject quality variables on NC creation, integration of dispositioning into Approval Cockpit & group of ops for rework

- 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 Support • Payload 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

1 **2** **3** **4**

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	
1	**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
2	**MQTT as a Common Data pipe**	• MQTT 5 Support • Payload can be JSON or Sparkplug B
3	**Common Security**	• Proficy Authentication for CIMPLICITY– SSO, improved security, MFA, nested AD groups
4	**Central Configuration, Management & Deployment**	• Common Model – iFIX, Historian, OpsHub and fast follow with CIMPLICITY • Config Hub – one place to configure/design/deploy your solution

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
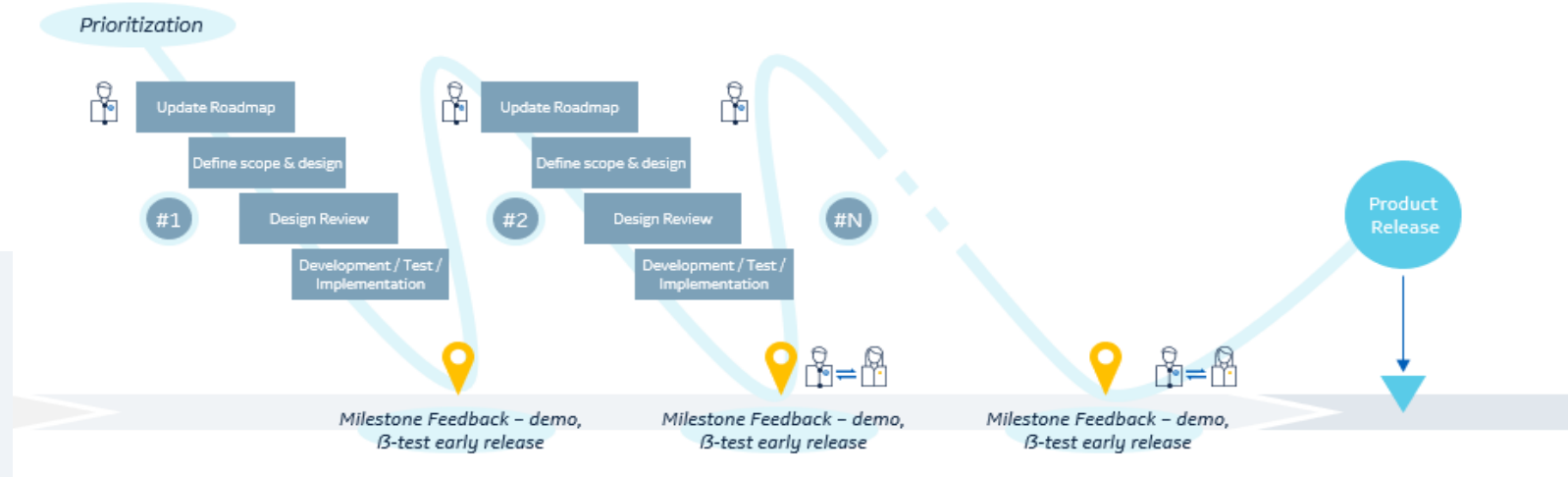
2. Alpha/Beta Release Feedback

3. Incentives

We would love to add to the Council

Mutual benefits

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

Industry Innovation Leaders

Key Messages to our SP's

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)

Actions for Solution Providers

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

Wrap Up & Q&A