

# Value Workshop from GE Digital



Ensure digital transformation success, accelerating adoption & time to value with expert Professional Services

## Partner with GE Digital to develop an action plan for rapid digital transformation wins based on industry-proven value cases and ROI

Manufacturers are faced with unprecedented and unpredictable times, where disruption has been felt globally and no rule book exists. GE Digital's [research through IndustryWeek](#) shows that companies know digital transformation provides answers but don't know how to get there or how to ensure value.

To achieve meaningful change that sticks, organizations must move beyond the exploration stage of digital transformation. The most successful organizations get ahead of an unpredictable future by being prepared for the unknown.

A Value Workshop, offered by GE Digital's Professional Services experts, helps you overcome the barriers to digital transformation. In just weeks, this service helps you rapidly understand your digital readiness, reviews your technology landscape and production processes, and pinpoints areas where GE's digital solutions can quickly address the causes of waste or unplanned downtime – based on a catalog of industry-proven value cases. Also, you can develop a business case demonstrating the path to faster returns and showcase repeatability for driving pilot improvements across other manufacturing processes.

### Outcomes

- Ensure success with your digital transformation strategy and projects by leveraging GE's expertise in business analysis, digital implementations, and industry application
- Identify your specific best bet opportunities that can deliver rapidly – based on our extensive catalog of industry-proven value cases
- Scale from quick pilot successes to improvements across your plants
- Develop a foundation for meeting future business objectives and changing conditions
- Secure peace of mind with a trusted partner providing manufacturing expertise combined with our industry-leading software portfolio – proven at GE's own manufacturing plants and with customers in diverse industries around the world



### Overcome Common Challenges

GE Digital's Professional Services team knows how to overcome common – as well as unusual – challenges related to digital transformation. Leverage our experience to drive past the following most common challenges in realizing value from digital projects and instead ensure success:

- Misalignment of goals between leadership and operations workers
- Unclear business objectives failing to overcome resistance to change
- Inefficient or incompatible technology selections
- Interfaces not aligned to operations skills and the working environment

### Success with GE Digital's Professional Services

Your trusted partner for full deployment of the GE Digital product portfolio, resulting in better outcomes, reduced risks, and higher customer satisfaction – proven and supported around the world..

- 1,300,000+** Deployment hours
- Thousands** of Deployments
- 1,000+** Years of MES experience
- 94%** On-time MES delivery



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## Features and Framework

### Service Deliverables

- Digital readiness survey feedback
- Manufacturing technology landscape assessment
- Business case, linked to business value drivers
- Action plan for an initial digital solution
- Agreed measurable success criteria

### Discover – Week 1

Ahead of the workshop, GE Digital sends an online survey to capture the team’s understanding and opinion of digital in your organization.

The results help GE Digital identify potential barriers and ensure that they are considered in the action plan.

The GE Digital team will then partner with the sponsors to understand the potential challenges that will be examined.

### Learning – Week 2

GE Digital can deliver the workshop as either a two-and-half-day onsite or five-day virtual format.

During the workout, the combined team will deeply understand the challenge that needs to be addressed, outline the desired future state, and document areas that require further research.

The team will develop a value model to ensure the solution is feasible from both a cost/benefit and technology suitability outlook.

Finally, the team will consider the impact of the change on the people and processes to ensure it can be deployed with minimum disruption to the operating business and supported by the organization.

### Business Plan – Weeks 3 and 4

GE Digital’s subject matter experts will develop an action plan based on years of implementation experiences across multiple sites, industries and regions.

The action plan will specify short-term recommendations, define the success criteria, and provide the flexibility to achieve long-term goals by being scalable and supportable.

Regular cross-team touchpoints ensure strong alignment of agreed value.

*“We wanted somebody that we trusted, who could understand our business and the outcomes we wanted to achieve and be here for the long haul.”*

*GE Digital is taking us through the whole journey; that’s why we saw GE as a completely integrated service provider, not just from an assessment perspective, but to take us right through the execution and deliver the benefits we saw.”*

**Managing Director, Global Manufacturing  
Major Discrete / Assembly Manufacturer**



*GE Digital technology and functional subject matter experts perform a comprehensive assessment of your production to identify barriers that could prevent successful implementation and maintenance.*

### About GE

GE (NYSE: GE) is the world’s Digital Industrial Company, transforming industry with software-defined machines and solutions that are connected, responsive and predictive. GE is organized around a global exchange of knowledge, the “GE Store,” through which each business shares and accesses the same technology, markets, structure and intellect. Each invention further fuels innovation and application across our industrial sectors. With people, services, technology and scale, GE delivers better outcomes for customers by speaking the language of industry.

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Learn more about the advantages of working with GE Digital’s Professional Services team and how you can accelerate time to value with a Value Workshop.

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