



Solution Provider Program from GE Digital



GE Digital is proud to support the
Control System Integrators Association
as a Partner member.

Introduction

At GE Digital, we see independent systems integrators as a key element in driving the success of automation and information technology for our mutual customers. These valued Solution Providers bring dedicated talent, focused domain expertise, and a level of application commitment 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.

Goals of the Program

As a leading supplier of HMI/SCADA software, GE Digital sees independent systems integrators and engineering firms as critical parts of successful automation implementations. These service firms are typically selected by the end user based on domain experience, which is relevant to the particular process or application.

GE Digital provides complementary services in terms of product/technology expertise – that when combined with the domain expertise – results in optimum effectiveness.

Our Solution Provider Program is intended to flexibly address the respective requirements unique to the range of individual system integration firms. Systems integrators and GE Digital mutually define participation in the program based on both technical capability and a desire for commercial alignment.

GE Digital and member system integrators around the world benefit by capitalizing on an increased commitment to strategic users, a closer connection of technology to application, and ultimately, more effective customer installations. The capability of any integration firm is based on the skill set and experience of the engineers and technicians it employs. GE Digital provides individuals with access to training programs and accreditation exams that allow for verification of specific skill sets associated with GE Digital's software.

There are two distinct categories of participation in the program for Systems Integration firms: Solution Provider and Premier Solution Provider.

Solution Provider

The Solution Provider program provides thousands of independent system integrators and engineering firms worldwide with access to cost-effective development software and training. It includes GE Digital's Acceleration Plan to ensure the best technical support, the latest technologies, and product upgrades.

Premier Solution Provider

The Premier Solution Provider recognition is a reflection of a mutual commitment to a tighter commercial and technical alignment. The alignment of GE Digital's COTS technology and PSP domain expertise optimizes the total cost of technology ownership via reduced risk and accelerated impact. Individual PSP recognition is designated to specific vertical (industry) or horizontal automation environments.

Software from GE Digital

GE Digital provides all active program members with pre-defined authorization to an advanced set of core software via a finite set of non-transferable activations. Software packages include: *

Standard Package

- iFIX HMI/SCADA
- CIMPLICITY HMI/SCADA
- Web HMI
- Historian
- Workflow
- OPM Edge (includes software formerly called Csense)
- Webspaces
- Batch

Manufacturing Package

- Standard Package plus Plant Applications, Open Enterprise, Tracker, ROB-EX Scheduler, Shop Floor SPC

Process Control Package

- PAC8000 Process Control Workbench, Proficy Process Systems, Batch, Web HMI, Machine Edition

**Additional software licenses are available on an individual basis and at additional cost based on GE Digital's approval.*

VERIFICATION OF TECHNOLOGY SKILLS

Earn recognition for the skills that you have acquired with GE Digital's technology through online accreditation exams at delineated experience levels.

Architect

Full domain knowledge in the design of advanced systems

Builder

Deep knowledge in underlying system technology

Configurator

Experience in runtime and operational configuration

For access, register at:
www.ge.com/digital

Solution Provider Program Overview

The table below provides a summary of details associated with the GE Digital Solution Provider Program. Each participation category within the program has a corresponding set of benefits and expectations. Participation in the program is by approval only and subject to periodic review.

Annual fees associated with participation varies between categories and global regions.

Benefits to Solution Provider	Solution Provider	Premier Solution Provider
Access to development software activation for standard HMI/SCADA software technology	Standard Subscription	Standard Subscription
Access to development software activation for MES software technology	MES Subscription	MES Subscription
Access to reduced-cost classroom training seats	✓	✓
Respective logo usage	Limited context	✓
Acceleration Plan support for in-house SW usage and project development	✓	✓
Customer Advisory Board invited participation		✓
Access to beta-version software		✓
Speaker / exhibitor status at GE Digital's sponsored events		✓
Linked URL from GE web presence		✓
Access to technology accreditation for SI personnel via EDGE training program	✓	✓
Access to regional advanced training sessions for incremental accreditation for SI personnel	✓	✓
Access to immersion training with GE Digital's personnel		✓

Expectations of Solution Provider	Solution Provider	Premier Solution Provider
Annual renewal of SW key access, payment of fees, and adherence to agreement defining key usage	✓	✓
Maintenance of skill sets around GE Digital's technology	✓	✓
Required permanent in-house demonstration capability of GE Digital's solutions		✓
Documented application references and mutual customer success stories		✓
Formalized regional joint marketing and business plan (beyond regional boundaries as appropriate)		✓
Annual verification of PSP recognition through business, capabilities, experience audit, and membership fees		✓

Details of Limited Licensing

GE Digital provides limited license authorization for the software technology provided as part of the Solution Provider program subscription. The activations and the associated licenses that they enable are to be used solely by the program member for development, testing, and staging solutions. The use of these activations and software in production environments of any kind is PROHIBITED. The resale and/or transfer of ownership of the activations is prohibited.

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 Acceleration Plan agreement for access to support. Solution 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.

GE Digital reserves the right to modify the Solution Provider Program at any time. The benefits and features of the program may vary across regions, and program applicability should be confirmed with a qualified local representative of GE Digital.

Contact

For additional information regarding GE Digital's Solution Provider Program, please contact:

GE Digital Ecosystem & Channels

Solution Provider Program

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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.

Contact Information

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