GE Digital
Alliance Program

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Global Partner Summit 2017:
Competing to Win

Saudi Electric Case Study

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Saudi Electric IIoT Opportunity

- Saudi Electric Company (SEC) looking to become one of the world's most efficient and reliable power generation operations

- Anticipated 50% increase in electric energy by 2020

- Selected GE as its solutions provider to drive a nationwide digital transformation of electricity in Saudi Arabia focusing on:
  - Increasing Reliability, Reducing Outages
  - Elevating Efficiency and Reducing Fuel Consumption
  - Reducing Greenhouse Gas Emissions
  - Responding Dynamically to Peaks in Electricity Demand

Saudi Electric IIoT Challenges

- SEC is leveraging GE's advanced industrial software and technologies to drive the IIoT solution.

- The GE SW portfolio is a combination of traditional client server and Predix cloud based architectures

- However, regulatory and regional restrictions required the GE cloud-centric solutions to be delivered on premise

- **Challenge:** Simplify how SEC can deploy traditional and cloud based GE SW solutions in a simple, on premise model

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HPE Corporate Strategy

We make **Hybrid IT** simple

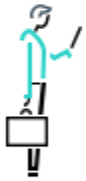| Traditional Data Center	Private Cloud
Managed Cloud Services	Public Cloud

Traditional Data Center	Software-defined Infrastructure and Private Cloud	Multi-cloud Partnerships

We power the **Intelligent Edge**

Campus & Branch	Industrial Internet of Things

We have the **expertise to make it happen**

Advisory & Professional Services	Technical Services	IT Consumption Models

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HPE GE Digital Strategy

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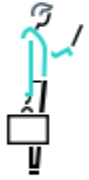|			
We make Hybrid IT simple Traditional Data Center / Private Cloud Managed Cloud Services / Public Cloud	Predix Box	Predix Cloud Infrastructure	Networking
We power the Intelligent Edge	Predix Appliance	Predix Edge	OEM

We have the expertise to make it happen	Predix Advisory & Development Services	Predix Technical Services	Predix HW Consumption Models

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HPE / GE Solution for SEC

- SEC needed a flexible, on premise solution to balance the combination of traditional SW and cloud based SW solutions

- SEC/GE/HPE collaborated to leverage the Hyper Converged 380

  - Based on the highly configurable HPE ProLiant DL380 Gen9 Server

  - Combined with VMware vSphere® and HPE management SW for increased storage, network, compute and graphics options

  - Significantly improves flexibility in deployment

- HPE also provides support options for the SEC on premise deployments, including GE SW updates

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Additional GED/HPE Solutions

- Further optimized GE Predix / HPE converged systems

- Edge-centric solutions combining a subset of GE Predix micro-services and additional IIoT offerings (GE and 3rd party)

- Complete support solutions for hybrid and edge IIoT solutions

- Flexible monetization options (CAPEX, OPEX, Hybrid)

- Continuous Co-Innovation between GED/HPE

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Questions