

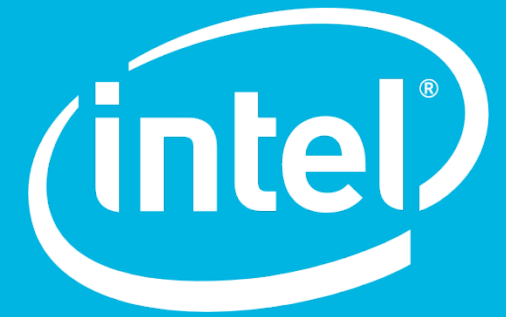


GE Digital
Alliance Program

February 14 – 17 | Napa, California

Global Partner Summit 2017: *Competing to Win*





GE and Intel Partnership

Justin D. Christiansen
GM, IoT Markets & Channels Sales
Intel Corporation



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Alliance Program

Complementary Value Drives Market Leadership



- **Vertical Platform/Apps**

GE's Predix OS; application ecosystem, cloud PaaS and services

- **Deep Domain Expertise**

GE's commercial and product domain expertise in industrial vertical markets

- **OEM of Intel Products**

GE's incorporation of IT technology into OT products

- **Platform Technology**

Intel's end to end portfolio of IoT technology and engineering resources, software optimization

- **Developer Ecosystem**

Intel's developer ecosystem to ensure Predix leadership and accelerate market development

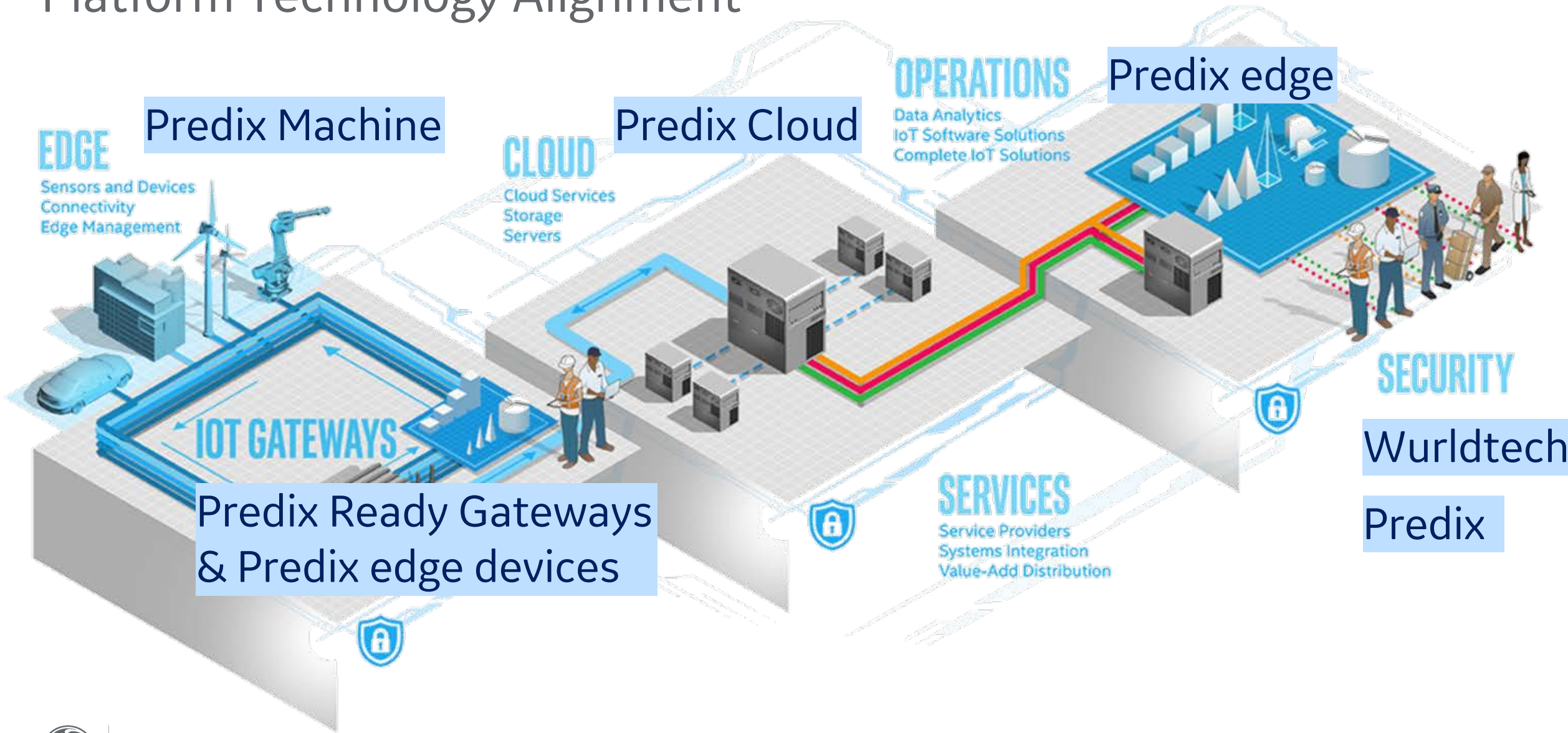
- **Salesforce, IT Credibility**

Intel's salesforce driving success at >3,000 companies globally with CTO/CIO credibility

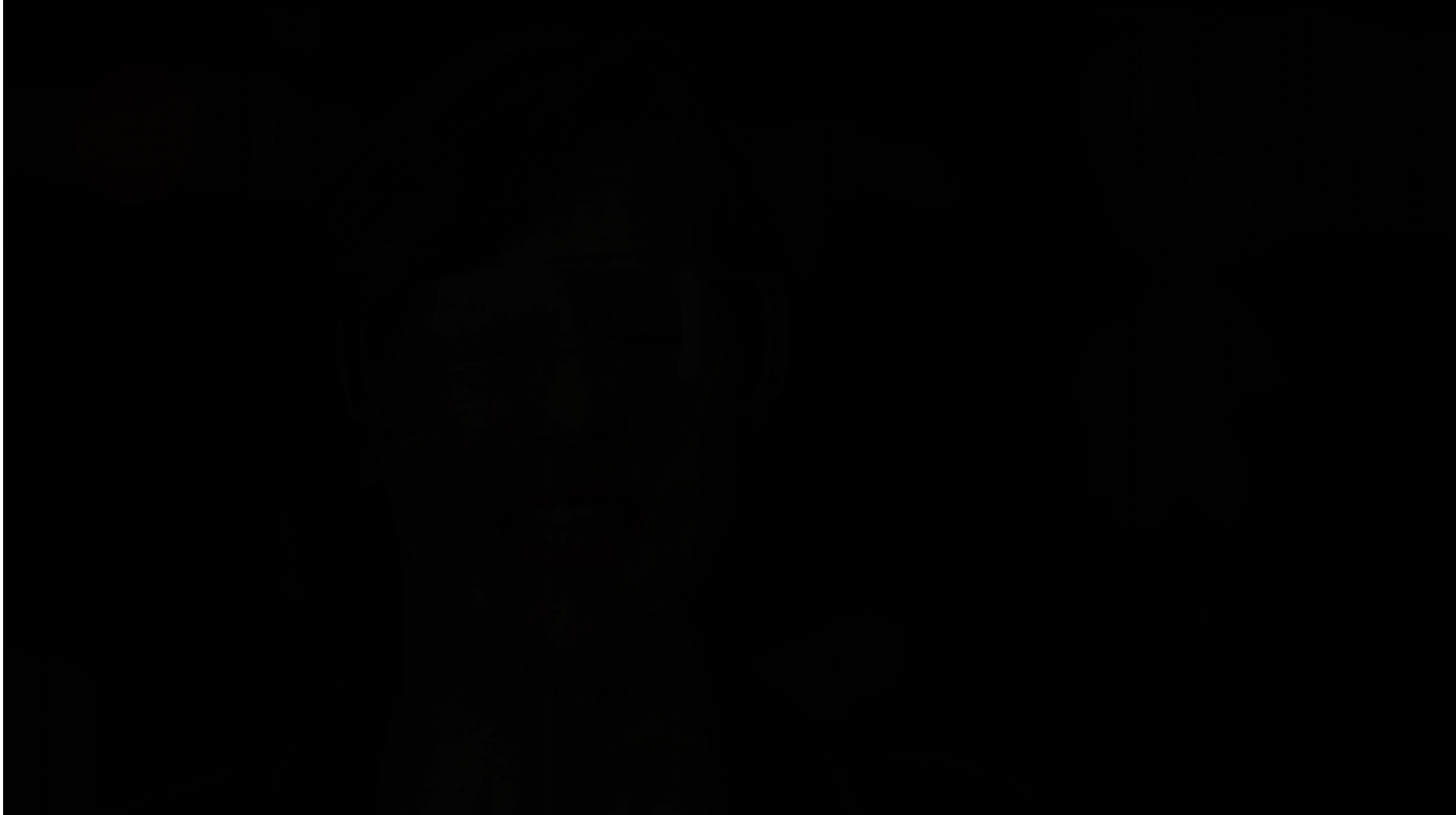
Partnership accelerates adoption, increases customer value, and aligns strategies and goals



Platform Technology Alignment



Platform Technology Development



Platform Technology Deployed

PREDIX MACHINE

PREDIX CLOUD

Transportation



Rail Connect 360

Healthcare

CT



DICOM Server



PACS Storage



Lighting



City IQ



WIND RIVER



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Developer Ecosystem

- 200 developers met in Santa Clara May 11th & 12th for Hack the Future of Intelligent Cities:
- The winner was Smart AED - health monitoring system using sensors w/ Edison board
- **>90% chose to build on Intel and GE together – value of combined platform offering**

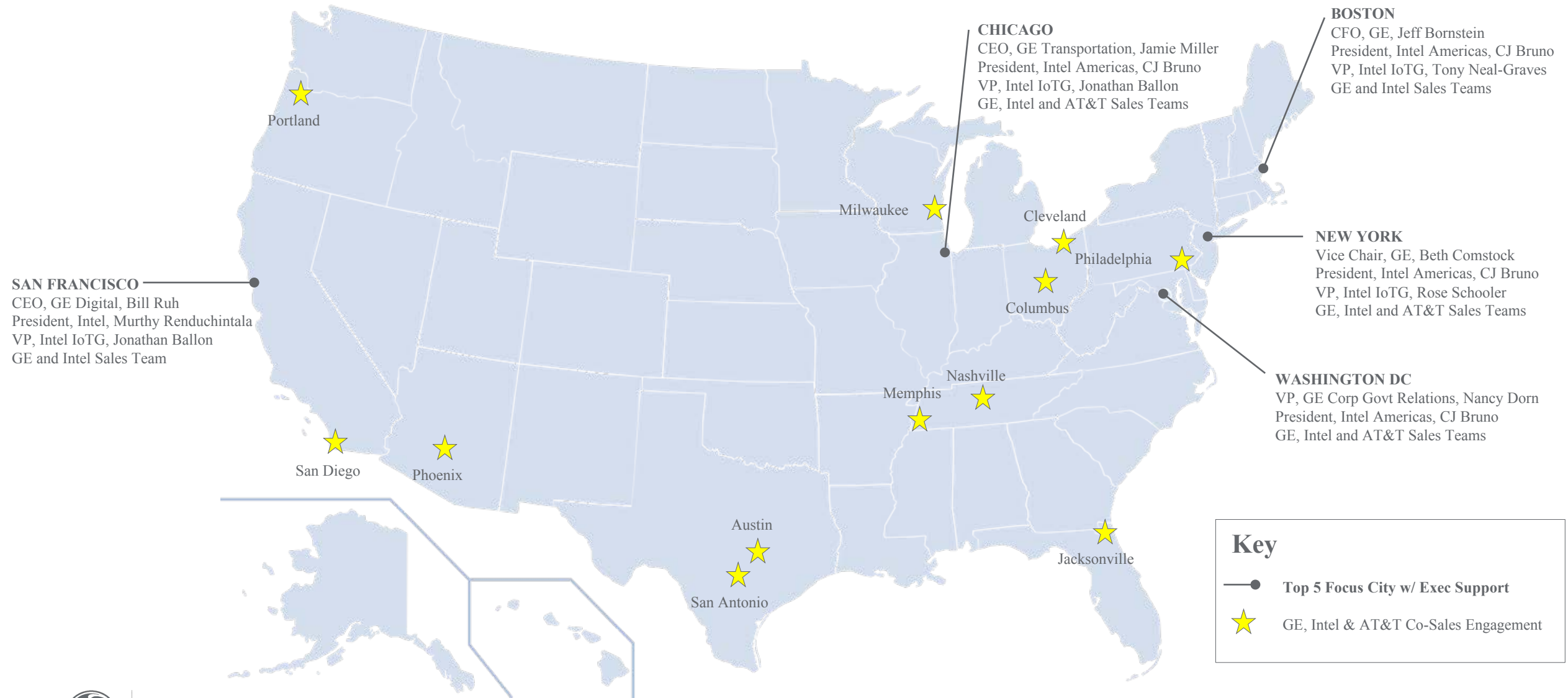


“We are extremely grateful to have had such a great partner for this event. You and the Intel team were critical to the success of the event and we really enjoyed working together with the developers to help them get their Edison boards solving “Future of Cities” challenges.”

- Austin Ashe, GE Current



Salesforce, IT Credibility



Joint Sales Engagement Opportunities

- Intel is driving preference, through influence or pull sales
- Generally CTO/CIO trusted advisor, growing product line influence
- Little to no conflict with GE Digital partners, complimentary relationships and sales strategies + technical expertise
- Leveraging Intel's salesforce worldwide:
 - Vertical Segment Sales
 - End Customer Preference
 - Product Sales Teams
 - Regional Coordination

Complementary Salesforce to GE Partner Ecosystem with Broad Market Visibility





GE Digital Alliance Program

