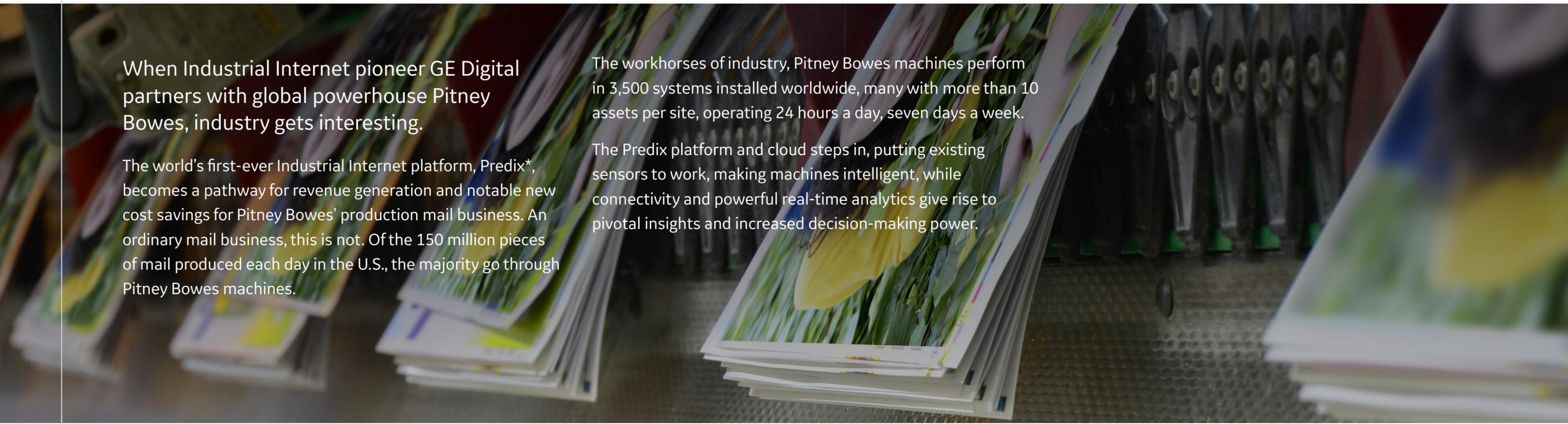# Making Machines Intelligent Is Smart Business

Transformation: GE Digital and Pitney Bowes on the Industrial Internet

When Industrial Internet pioneer GE Digital partners with global powerhouse Pitney Bowes, industry gets interesting.

The world's first-ever Industrial Internet platform, Predix*, becomes a pathway for revenue generation and notable new cost savings for Pitney Bowes' production mail business. An ordinary mail business, this is not. Of the 150 million pieces of mail produced each day in the U.S., the majority go through Pitney Bowes machines.

The workhorses of industry, Pitney Bowes machines perform in 3,500 systems installed worldwide, many with more than 10 assets per site, operating 24 hours a day, seven days a week.

The Predix platform and cloud steps in, putting existing sensors to work, making machines intelligent, while connectivity and powerful real-time analytics give rise to pivotal insights and increased decision-making power.

Information has always been power, and as the Industrial Internet emerges, data takes reign like never before. The robust dashboards and real-time data analytics found in Predix aren't just trendy features for an enterprise checklist. Rather, they're designed to meet the rigorous requirements of large-scale industrial environments. **Predix and Clarity™** (Pitney Bowes' Industrial Internet software solution) **are expected to increase machine yield by up to 20% over time.**

By dramatically improving equipment and operational productivity, the Predix platform drives realresults. This translates into potential cost-savings and increased revenue generation for Pitney Bowes clients – transformation at its best.

The Industrial Internet is transforming everything from aviation to healthcare to oil field and energy services. The Pitney Bowes Clarity Solutions Suite demonstrates how companies are using cloud technologies – like the Predix platform – and analytics to transform their go-to-market strategy and reinvent their businesses.

Yonatan Hagos, GM of Emerging Verticals for GE Digital

Innovating the Industrial Internet of (Really Important) Things

The solution

Predix powers Clarity – Pitney Bowes' new Industrial Internet software solution.Clarity improves inserting and mail finishing operations by:

• Monitoring asset health

• Remotely diagnosing technical issues in real time

• Helping increase asset utilization

• Improving operations via machine resources and job scheduling

• Improving SLA attainment via real-time adaptive scheduling

The results

• Clarity helps drive up to 20% increases in machine yield over time

• Up to 10% machine efficiency

• Up to 20% call center activity reduction

• Up to 15% savings on parts replacement

• Up to 10% tech support time-savings

Real-time insight into asset health performance

In its simplest form, production mail is about getting the right information, in the right envelope, to the right customer at precisely the right time, millions of times each day. It is an industry measuredin tenths-of-pennies and fractions of seconds. Clarity provides our clients with a view of their operations and our industry on a micro and global level that was never before visible – from the performance of a specific montor on a single machine, to the productivity benchmarks of leading print and mail operations around the world.

Jason Dies, president,
Pitney Bowes Document Messaging Technologies

PREDIX

Predix is *the* Industrial Internet platform – allowing an organization to securely develop, deploy, and operate industrial apps in the cloud.

http://www.predix.com

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

Americas: 1-855-YOUR1GE (1-855-968-7143)

gedigital@ge.com

www.ge.com/digital