



# Solution Provider Program from GE Digital

## Program Guidelines to Drive Your System Integration Growth

### Combine deep domain knowledge & award-winning software for growth

At GE Digital, we see independent systems integrators as a key element in driving the success of Industrial Automation, Digital Transformation and Manufacturing Execution solutions for our mutual customers.

These valued service providers bring industry knowledge, innovation, application knowledge, and GE software expertise 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.

#### Program Goals

- Ensuring strong commercial alignment between GE Digital and Solution Providers through regular communication including in-person meetings, webinars, and self-service online platforms and proactive business development
- Educating our program members on GE Digital's software solutions, industry trends, and our sustainable competitive advantage over other vendors
- Addressing and responding to the commercial and technical needs of Solution Providers across a wide range of industries and markets
- Promoting the partners who have demonstrated excellence on our accreditation exams and in the field with customers
- Providing access to development licenses, technical support resources, case management, and customer success resources
- Providing end customers access to find Solution Providers within their geography with industry and application experience to ensure optimal performance of GE Digital solutions

#### Flexibility to meet your needs

Our Solution Provider Program provides the flexibility to address the respective needs of independent 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 program members around the world benefit by capitalizing on an increased commitment to strategic users, a closer connection of technology to application, and ultimately, more effective 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.

The program's requirements and benefits are structured to address your solution design, specification, testing and development needs. We provide members with economical access to GE Digital development tools, technical support, and incentives. Program benefits will vary based on commitment and program level.

There are three distinct categories of participation in the program for Systems Integration firms including:

- Solution Provider Member
- Solution Provider Gold
- Solution Provider Platinum



#### Getting started

Participation in is open to systems integrators that meet the program participation criteria and requirements. Steps for new applicants:

1. Contact your GE Digital representative to review program guidelines, discuss projects or opportunities, and establish mutual expectations.
2. Complete the online [application](#) and company profile and accept the commercial agreements. Note, you must have a GE or rep sponsor.
3. After your application has been approved, order your Solution Provider Development Licenses through your sponsoring rep.
4. Work with your rep to develop a Success and Mutual Action Plan (SMAP) which will outline your competency roadmap for product training and certification of your engineers and your opportunity goals and objectives.

### Verification of Technology Skills

*Earn recognition for the skills that you have acquired with GE Digital's technology through online Builder and Architect Accreditation certifications.*



#### Builder

Deep knowledge in underlying system technology



#### Architect

Full domain knowledge in the design of advanced systems

## Categories of Participation

### Solution Provider - Member

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

### Solution Provider - Gold

A Solution Provider Gold recognition reflects a "preferred vendor" commitment. This preferred commercial and technical alignment of GE Digital's Proficy technology acknowledges cooperative business planning, commitment to competency and proven application expertise. SP Gold level is a regional recognition aligned with vertical (industry) and technology segments.

### Solution Provider - Platinum

A Solution Provider Platinum recognition is a global commitment that reflects a "primary vendor" commitment. This primary commercial and technical alignment of GE Digital's Proficy technology acknowledges collaborative business planning, advanced commitment to competency, extensive application expertise and demonstrated delivery best practices. Platinum level optimizes the total cost of technology ownership, reduces risk, and improves success. SP Platinum level is a global recognition aligned with industry and technology segments.

## Software from GE Digital

GE Digital's Solution Provider Program provides cost-effective access to development licenses for our industry-leading Industrial Automation, Digital Transformation and Manufacturing Execution software. Development license options scale to align with Solution Provider needs. Please reference *Appendix A* for a list of license options and contact your regional GE Digital representative for a pricing.

\* Resale discounts are established by GE Digital Representative or Reseller and may vary by product

Benefits to Solution Provider	Member	Gold	Platinum
<b>Solution Development &amp; Support Resources</b>			
<b>Development software &amp; updates (Segment Options in appendix 1)</b>	Yes	Yes	Yes
<b>Technical support, updates, case management, and service packs for in-house SW use and project development</b>	Yes	Yes	Yes
<b>Customer support activity reports</b>	Yes	Yes	Yes
<b>Participation in product advisory groups</b>	No	Yes	Yes
<b>Enterprise support program and resources</b>	No	No	Yes
<b>Competency and Knowledge Resources</b>			
<b>Complimentary access to self-paced eLearning modules &amp; videos</b>	Unlimited users	Unlimited users	Unlimited users
<b>Complimentary instructor-led training (annually)</b>	1 Individual	2 Individuals	3 Individuals
<b>Discount on Instructor-Led Training</b>	15%	25%	25%
<b>Complimentary accreditation program for Automation and Manufacturing Execution</b>	Yes	Yes	Yes
<b>Access to personalized updates and training sessions and access to virtual development resources</b>	No	By Request	Yes
<b>Solution Provider eNews, industry insights, product updates and technical roadmap webinars</b>	Yes	Yes	Yes
<b>Business Development Resources</b>			
<b>Annual Success Planning</b>	Yes	Yes	Yes
<b>Dedicated GE Relationship Manager</b>	No	No	Yes
<b>Customer Demo License Program</b>	Yes	Yes	Yes
<b>Discounts on GE Digital software license for resale</b>	*Up to 10%	*Up to 15%	*Up to 15%
<b>Access to GE Digital Partner Community Portal (Marketing collateral, Industry and product Info)</b>	Via Rep	Yes	Yes
<b>GE Digital partner logo usage &amp; authorized Solution Provider plaque/certificate</b>	Yes	Yes	Yes
<b>Listing on GE Digital Partner Locator web page</b>	Limited	Yes	Yes
<b>Customer engagement assistance with GED product and commercial teams</b>	Via Rep	Yes	Yes

## Details of Limited Licensing

GE Digital provides limited license authorization for the software technology provided as part of the Solution Provider program. 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 re-sale 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 Customer (End User) Acceleration Plan agreement for access to support. Service 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.

## Additional Information

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 Us

For additional information regarding GE Digital's Solution Provider Program, please contact us at [gedigital.partners@ge.com](mailto:gedigital.partners@ge.com)

Requirements of Solution Provider	Member	Gold	Platinum
<b>Sponsorship from GED authorized representative</b>	Required	Required	Required
<b>Approval from GED Program Management</b>	No	Required	Required
<b>Relationship &amp; Loyalty Expectation</b>	GED Specified	GED Preferred	GED Primary
<b>Prior GE Digital Customer Experience</b>	None/minimal	10+ Projects	20+ Projects
<b>*Annual Project Activity Expectation</b>	1+	3+	5+
<b>Purchase/Renew SP development License (Includes Software, Support, and Training)</b>	Yes	Yes	Yes
<b>Submitted customer success stories or reference sites</b>	Optional	1	1
<b>Completion of Segment Certification (See Appendix 2 for details)</b>	1 Engineer	2 Engineers	3 Engineers
<b>Joint Success and Mutual Action Plan (SMAP) for Business Development, Competency and Sales</b>	Recommended	Required	Required
<b>Annual Sales Expectation (**Direct or Influenced)</b>	US\$10k Direct US\$20K Influence	US\$50k Direct US\$100K Influence	US\$100k Direct US\$200K Influence

\* Project experience is defined by site locations where a Solution Provider has successfully delivered GE Digital Software.

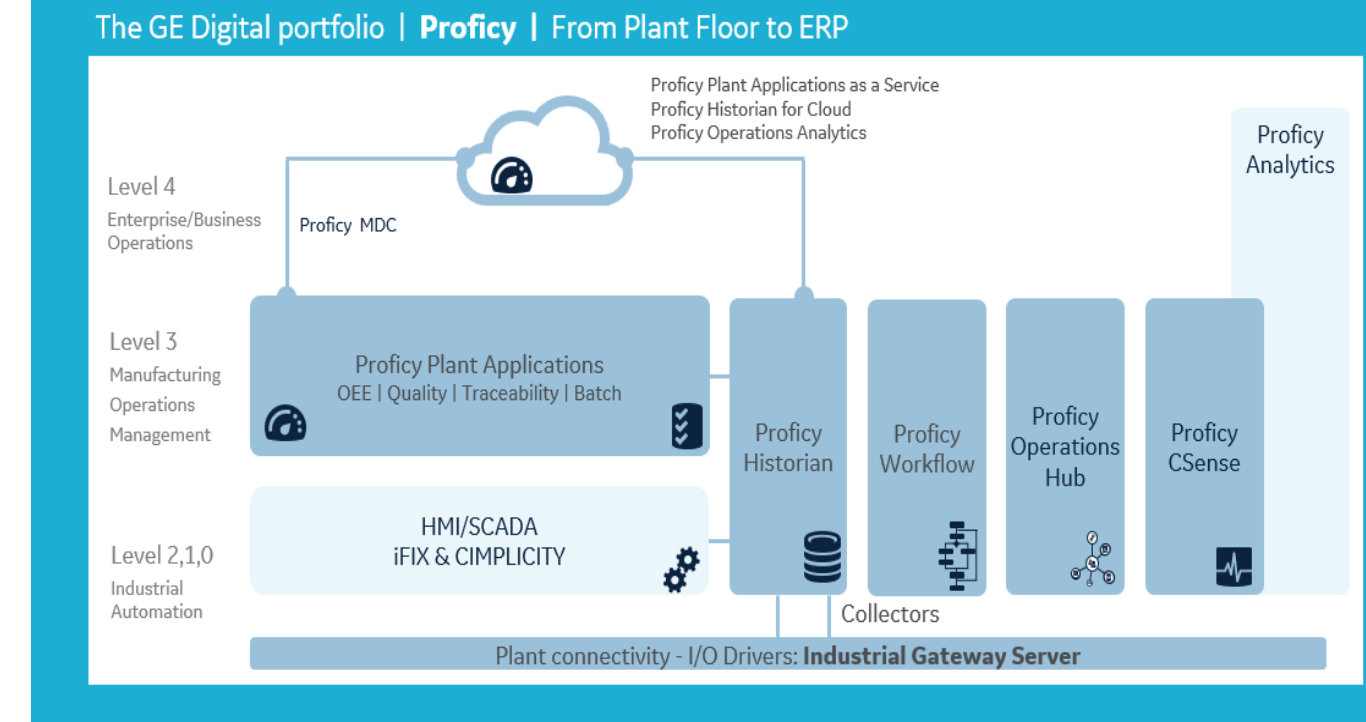
\*\* Influence sales is a project that the solution provider assisted in the sale and/or delivery.



## Appendix A: Details of Limited Licensing



Standard	Production Manufacturing	Authorized Software License
X	X	HMI/SCADA – iFIX v2022 Unlimited tags I/O Professional
X	X	HMI/SCADA – iFIX v2022 PRODUCT OPTIONS <ul style="list-style-type: none"> <li>iFIX Terminal Server (20 connections)</li> <li>iFix Integrator's Tool Kit</li> <li>SCADA Synchronization / SCADA Failover / Fault Tolerant Computer Support</li> <li>e-Signature; iFIX Recipe Option; iFIX with FIX Desktop; iFIX embedded</li> <li>iPower including DNP3 driver (10,000 points)</li> <li>Gateway Server (IGS) Core Drivers; ROC Driver &amp; Kepware Open</li> <li>Premier IGS Drivers: DNP3, BACnet, Fisher ROC, Fisher ROC Plus Serial, Triconex, SNMP &amp; PING, 61850 Driver (7,000 points)</li> </ul>
X	X	HMI/SCADA – CIMPLICITY v2022 Unlimited Points I/O Professional
X	X	HMI/SCADA – CIMPLICITY v2022 PRODUCT OPTIONS <ul style="list-style-type: none"> <li>CIMPLICITY Action Calendar &amp; CIMPLICITY DGR</li> <li>CIMPLICITY Integrator's Tool Kit</li> <li>CIMPLICITY Host Redundancy</li> <li>CIMPLICITY Recipe Option &amp; CIMPLICITY SPC</li> <li>CIMPLICITY System Sentry (10 nodes)</li> <li>CIMPLICITY Pager and Alarm Cast Enterprise Server</li> <li>CIMPLICITY User Access Options: Terminal Services 50-User; Advanced Viewer; 5 Marquee devices</li> <li>iPower including DNP3 driver (10,000 points)</li> <li>CIMPLICITY Communication Options: Modbus TCP/IP, Modbus RTU, Allen-Bradley Communications, Allen Bradley DF1/DHP, Allen Bradley RF Antenna, OPC Server, BACnet, IGS,</li> <li>Gateway Server (IGS) Core Drivers; ROC Driver &amp; Kepware Open</li> <li>Premier IGS Drivers: DNP3, BACnet, Fisher ROC, Fisher ROC Plus Serial, Triconex, SNMP &amp; PING, 61850 Driver (7,000 points)</li> </ul>
X	X	WIN-911 Ultimate v4.0
X	X	Webspace v6.0 (20 connections / multiple products enabled)
X	X	Operations Hub v2022 Unlimited Clients
X	X	Historian v2022 (1MM tags & 2500 connections)
X	X	Historian v2022 - PRODUCT OPTIONS <ul style="list-style-type: none"> <li>Historian Options: OPC Alarms, e-Signature, Cluster Support, Fault Tolerant Computer Support, User Defined Tags, Windows Performance Monitor, Microsecond Support &amp; Allow Data Modification</li> <li>Historian Collector Options: PI, Calculation, Server to Server, OPC HDA Server, Collector Redundancy &amp; Collector Toolkit</li> </ul>
X	X	CSense v8.5 <ul style="list-style-type: none"> <li>Continuous, Batch &amp; Discrete Troubleshooters: All connections &amp; Action Object Toolkit (CSense API)</li> <li>Architect: Develop &amp; Simulate analytic solutions</li> <li>Action Object Manager (Run-Time) (for Analytics Solution testing only – Run-Time license required for permanent production deployment): Deploy Analytics in production: Rules-based Monitoring, Advanced Monitoring, Control Loop Performance Monitoring (Process+), Prediction, Optimization, Backup Optimization</li> </ul>
X	X	Portal v3.5 (Replaced by Operations Hub but included to support legacy applications) <ul style="list-style-type: none"> <li>Fault Tolerant Computer Support &amp; Connectors (OPC, PI, Enterprise Edition)</li> <li>Client Pack/Relational Database combinations: <ul style="list-style-type: none"> <li>10 Clients /5 Database Connections, 20 Clients /10 Database Connections</li> <li>2 Clients /5 Database Connections, and 10 Clients /5 Database Connections</li> </ul> </li> </ul>
X	X	Batch Execution v5.6 (255 phases) <ul style="list-style-type: none"> <li>Batch Options: Campaign Manager, Electronic Work Instructions, Equipment, Recipe/Client/Server Execution, Electronic Signature, Active Binding, Batch Integration Services &amp; Fault Tolerant Computing</li> </ul>
X	X	Workflow v2.6 <ul style="list-style-type: none"> <li>System WF Capable</li> <li>Concurrent Client Machines: Enabled; 10 clients Service Providers: eSop; Relational DB 5 DB connections, 5 web connections)</li> </ul>
X	X	Shop Floor SPC v5.6 (Obsolete, included for legacy support) <ul style="list-style-type: none"> <li>Admin level, Monitor, Data Collection &amp; e-Signature</li> </ul>
X	X	Dream Report v2020 Full Version (Unlimited Tags, 100 connections) <ul style="list-style-type: none"> <li>Life Science, MES, and SPC</li> </ul>
	X	Plant Applications v2022 <ul style="list-style-type: none"> <li>20-user limit for Efficiency, Quality, Product Management, S88 Batch Interface &amp; Production Management</li> <li>Historian connections &amp; e-signature</li> <li>20-connect limit for SDK, Historian &amp; Dashboard</li> </ul>
	X	Open Enterprise v2.2 (Replaced with Plant Applications ERP connector, included to support legacy applications)
	X	Rob-EX Scheduler v7.0 Premier Pack <ul style="list-style-type: none"> <li>Scheduler Optional modules: 5 Shop Floor Servers, Scheduler Plus, Material (BOM), Macro Tool, Manpower, Series &amp; Groups, ERP Adapter, Project Mode, API Dev Kit, Time, and Attendance Adapter, &amp; Open Adapter</li> </ul>



### Notes

1. New products and versions may be added as they are released. All Solution Provider Software licenses are the property of GE Digital. Program licenses are intended for project development only and may be resold, transferred, or used in a production or manufacturing capacity.
2. If a program member's software lapses for more than 3 months, a 25% re-instatement fee will be applied.

## Appendix B: Segment Certification

Solution Provider Program members are required to have acceptable industry and product domain experience on GE Digital Products. Certification requirements are broken down into (2) technology segments -- Industrial Automation and Manufacturing Execution and the program member can select the segment that aligns with their business focus.

New program members will be required to have an individual(s) meet the program requirement within 120 days of joining the program. In the event the certified personnel leave the company, a replacement must be identified and certified within 120 days.

Verification of technology segment skills are measured by a pre-selected group of online product certification exams. Each online Builder or Architect exam is approximately 25 questions and individuals are limited to 45 minutes to complete.

- Builder = Knowledge in underlying system technology
- Architect = Full domain knowledge in the design of advanced systems

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Specifications are subject to change without notice. 05 2022

Online Exams	Exam Type	Industrial Automation	Enterprise Execution
<b>iFIX HMI/SCADA or CIMPLICITY HMI/SCADA</b>	Builder	Required	
<b>Proficy Operations Hub for Automation</b>	Builder	Required	
<b>Proficy Operations Hub for Proficy Plant Applications</b>	Builder		Required
<b>Proficy Historian</b>	Builder	Required	Required
<b>Proficy CSense</b>	Builder	Optional	
<b>Proficy Plant Applications</b>	Builder		Required
<b>Proficy Plant Applications - Architect</b>	Architect		Required

### Notes

1. Product re-certification may be required for major release updates
2. Members may be excluded from the GE Digital Partner Finder until the certification requirements for the respective program level have been met.

