



# GE Digital Solution Provider Program

## Program Guidelines

Updated December 2019

GE Digital is proud to support the Control System Integrator Association as a Partner Member.



## Introduction

Solution Provider partners are critical to the success of GE Digital's Automation, Historian and MES solutions. GE Digital's Solution Provider Program is designed to provide Solution Providers with the tools and resources they need to drive mutual success and customer satisfaction in the marketplace. GE Digital Solution Providers have tremendous engineering talent and industrial domain expertise that pairs seamlessly with GE Digital's advanced technologies.

## Goals of the Program

Our Solution Provider Program is designed to drive the mutual success of GE Digital, Solution Providers, and end customers by:

- (1) Ensuring strong commercial alignment between GE Digital and Solution Providers through regular communication including in person meetings, webinars, and self-service online platforms
- (2) Educating our Solution Providers on GE Digital's software solutions and our sustainable competitive advantage over other vendors
- (3) Addressing and responding to the commercial needs of Solution Providers across a wide range of industries and markets
- (4) Promoting the partners who have demonstrated excellence on our Accreditation Exams and in the field with customers
- (5) Providing end customers access to the technical knowledge and skills of Solution Providers within their geography to ensure optimal performance of GE Digital solutions

## Development Software from GE Digital

One of the benefits to GE Digital's Solution Provider Program is access to Development Licenses for our industry-leading technology including:

- iFIX HMI/SCADA
- CIMPLICITY HMI/SCADA
- Proficy Operations Hub
- Proficy Historian
- Proficy Workflow
- Proficy Webspaces
- Proficy Plant Applications
- Proficy Batch Execution

## Program Application

To apply to the Solution Provider Program, please visit us at: <https://www.ge.com/digital/partners/become-solution-provider-partner>

### VERIFICATION OF TECHNOLOGY SKILLS

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

#### Builder

Deep knowledge in underlying system technology

#### Architect

Full domain knowledge in the design of advanced systems

## Solution Provider Program Benefits & Requirements

Benefits to Solution Provider	Detail
Access to Development Software	✓
Solution Provider Accreditation Program Training Complimentary, (e.g. iFIX, CIMPLICITY and Historian Builder & Architect Level Badges)	✓
Complimentary Access to Self-Directed Online Training	✓
Complimentary Instructor-Led Training	1 Individual
Discount on Instructor-Led Training	25% discount
Selective discounts on GE Digital Software solutions	✓
Access to GE Digital Partner Community Portal	✓
GE Digital Marketing collateral	✓
Quarterly product roadmap presentations	✓
GE Digital partner logo usage & Authorized Solution Provider Certificate	✓
Acceleration Plan support for in-house Development Software usage and project development	✓
Listing on GE Digital Partner web page	✓
Option for speaker, exhibitor status at GE Digital sponsored events	✓
Engagement with GED product and commercial teams	✓

Requirements of Solution Provider	Detail
Approved Solution Provider Application, re-reviewed annually	✓
Signed GE Digital Solution Provider Agreement, auto-renewed annually	✓
Purchase of Development Software licenses, payment of annual renewal fees, and adherence to terms & conditions of key usage	Specific price is based on Development License Type and Number of Activations
Builder Badges – Solution Provider Accreditation Program (e.g. iFIX, CIMPLICITY and Historian Builder Level Badges)	2 Badges Minimum Per Partner for each Product in Partner's Area of Focus
Architect Badges – Solution Provider Accreditation Program (e.g. iFIX, CIMPLICITY and Historian Architect Level Badges)	
Submitted Reference from Customer or GED Authorized Reseller	Annually
GE Digital Solution Demonstration Capability	✓
Verified industry vertical and product specialization	✓

## Details of Limited Licensing

GE Digital provides limited license authorization for the Development 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 Development 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 includes program member support for only the development systems authorized by the provided Solution Provider 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 Solution Number (CSN) of the end user to verify the appropriate Acceleration Plan support access.

## 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.

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

[gedigital.partners@ge.com](mailto:gedigital.partners@ge.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.

[www.ge.com/digital](http://www.ge.com/digital)

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