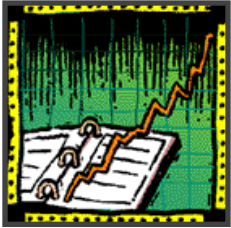


GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**



**Financial
Services**



The BIG Picture



“In the 90’s, we are facing the toughest business decade in history, with more competition, tougher competitors, and customers who will be judge, jury and executioner of any business that does not anticipate, satisfy, and care about their needs.”

John F. Welch, Jr.
CEO
General Electric Company

Our Client are Our Judges



Putting Client 's SUCCESS to the center of Company's Strategy



Significant Productivity Improvement



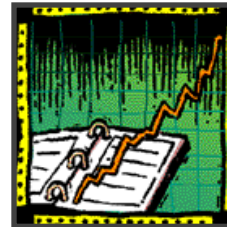
**Purchasing/
Procurement**



**Inventory
Management**



**Logistics
Management**



**Direct Sales
Force**



**Channel
Management**



Dedicated to Clients Success

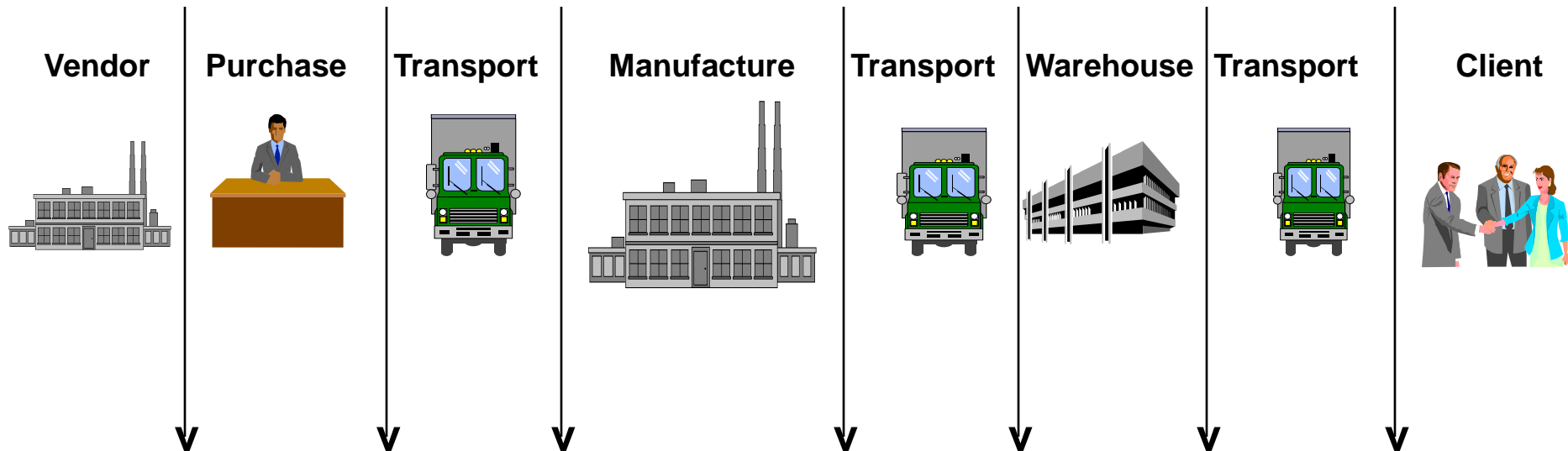
means for GEIS to translate

“Significant Productivity Improvement” into:

- . Productivity’s Drivers process by process**
- . Actions to be taken**
- . Productivity Solutions to be provided**

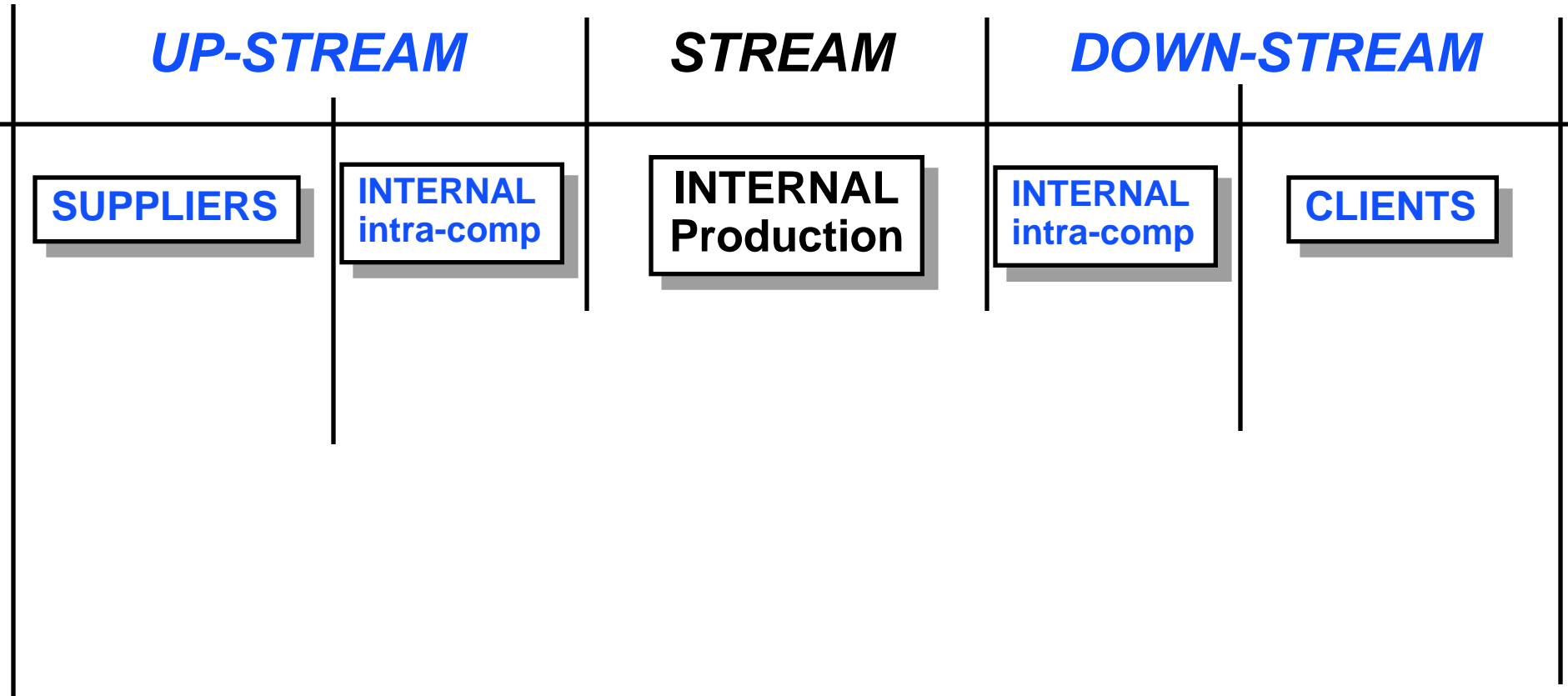






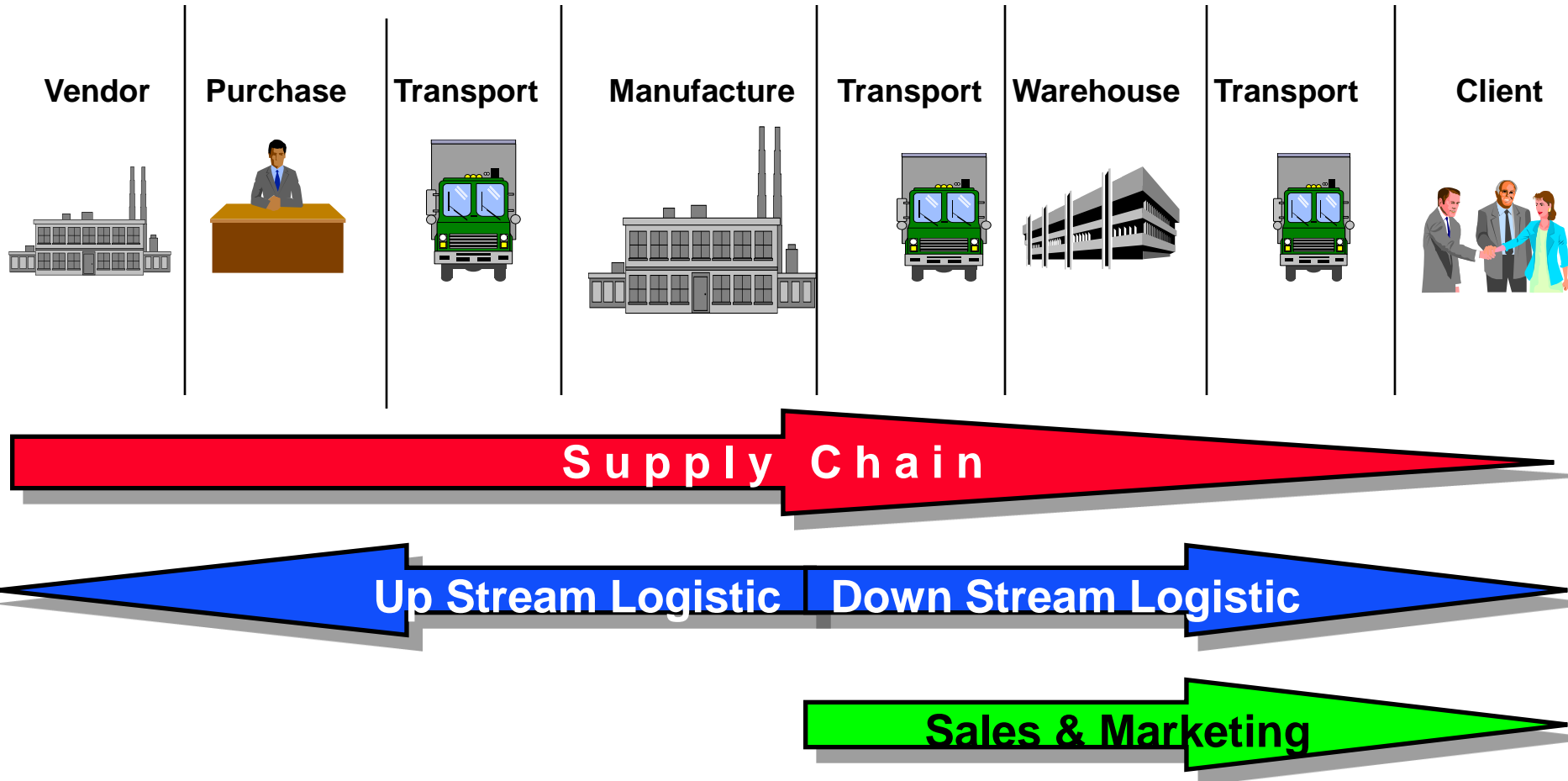
Generic Company by Functions





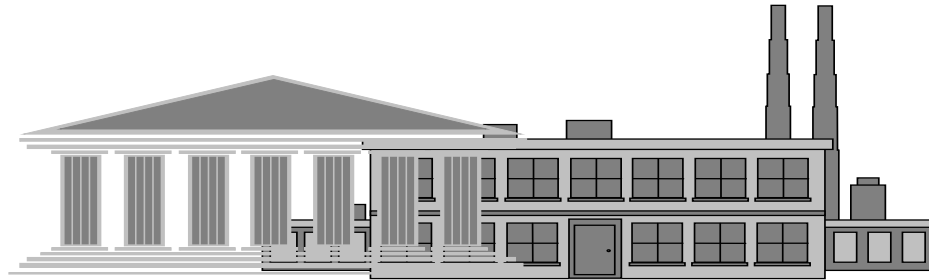
Generic Company's by Stream





Generic Company by Process

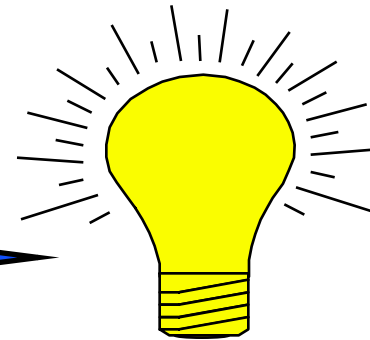
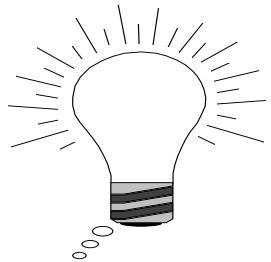
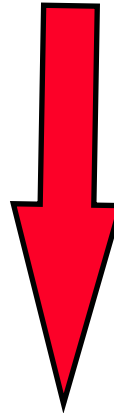
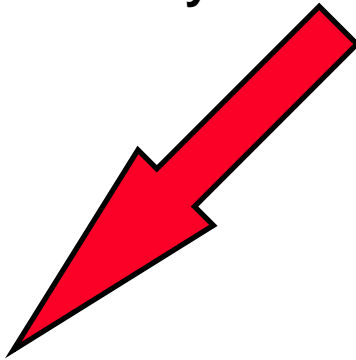




\$5
to Buy

\$10
to Transform

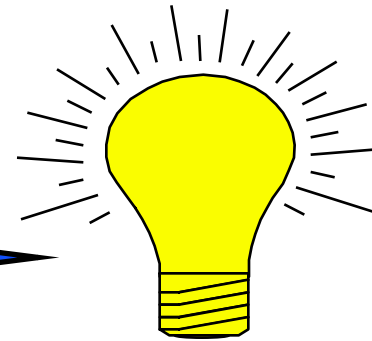
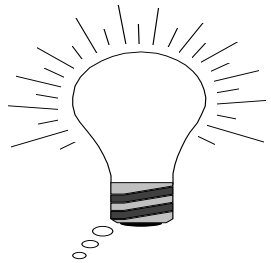
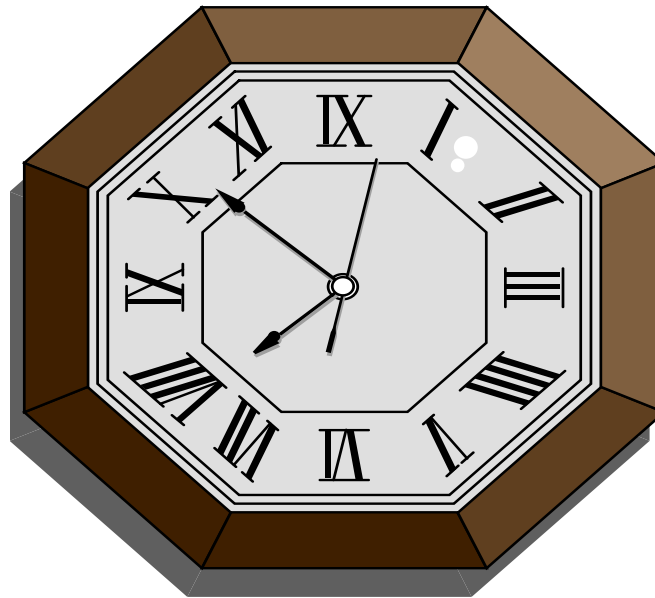
\$20
from Sales





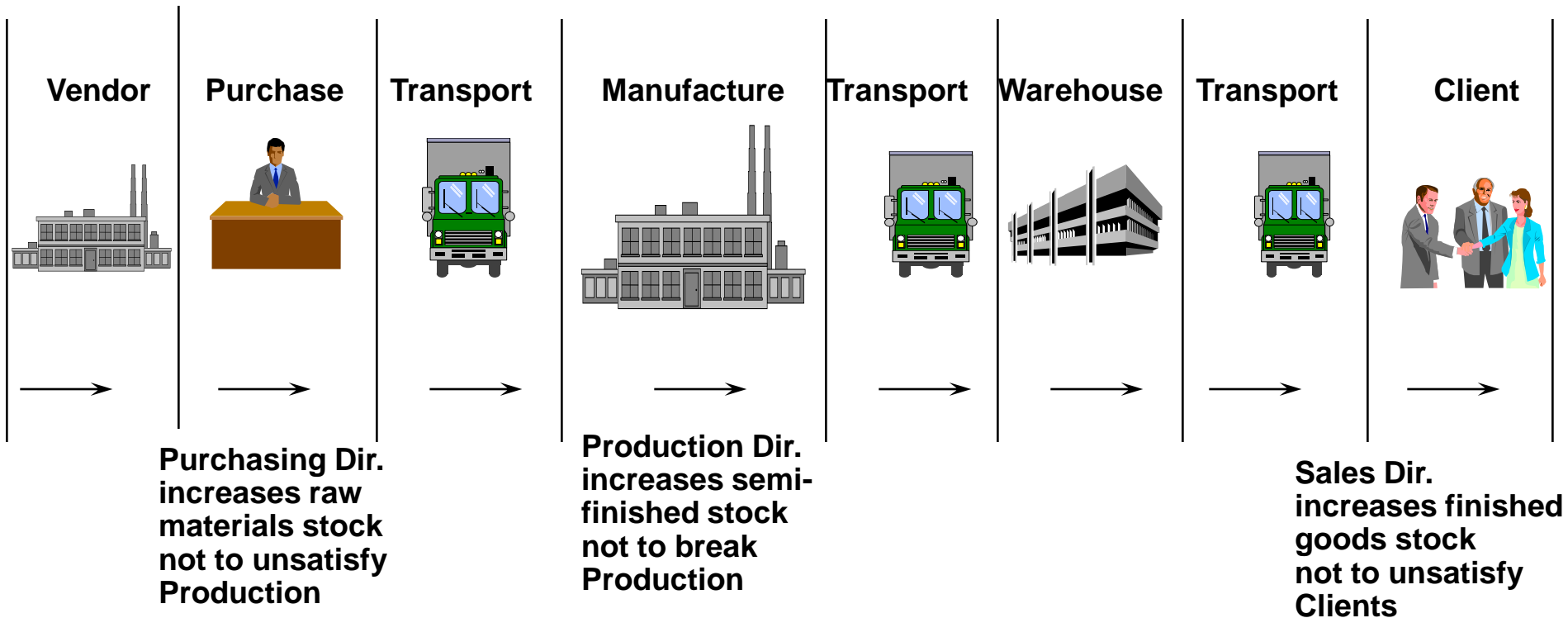
\$5
to Buy

\$20
from Sales



What about WHEN to get back money?

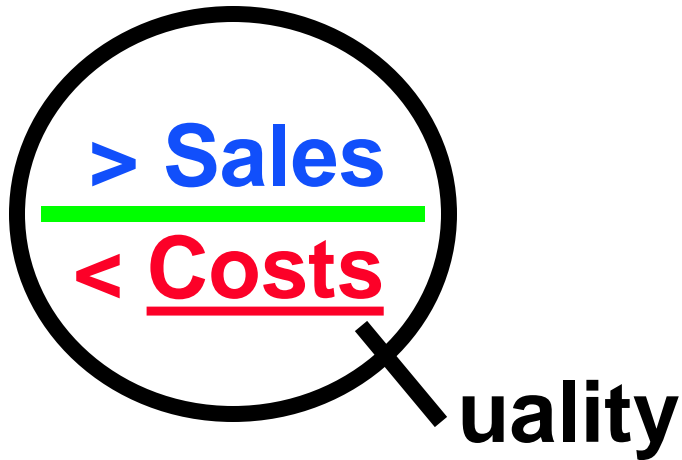




Increasing Pipeline Length by 'Department Mission'

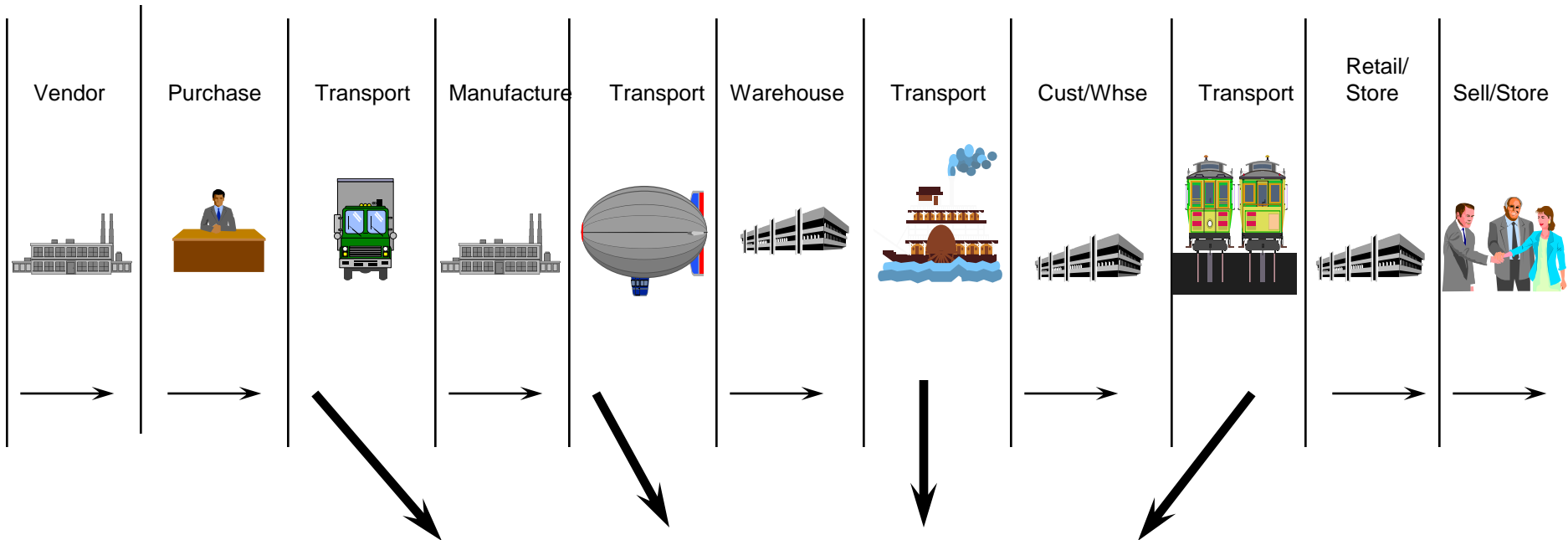
Even worse.....





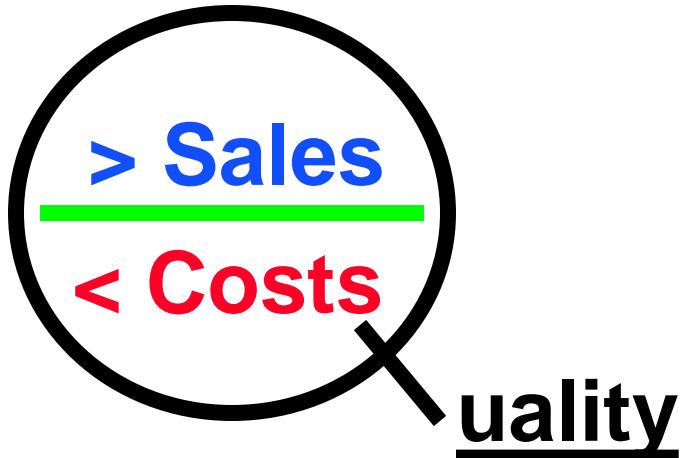
Cost Reduction
Shorter Pipeline Length
Improving Quality





Where are my Goods?





In Complex Logistic to shorten cycle may be a dream.

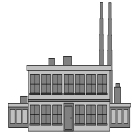
More feasible to keep track of own 'In Transit Goods'

**Improve Quality
In Transit Goods Tracking**



GE Information Services

Vendor



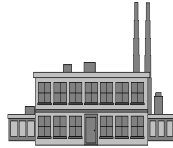
Purchase



Transport



Manufacture



Transport



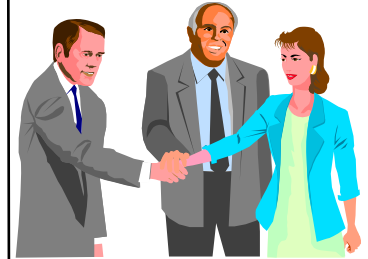
Warehouse



Transport



Client



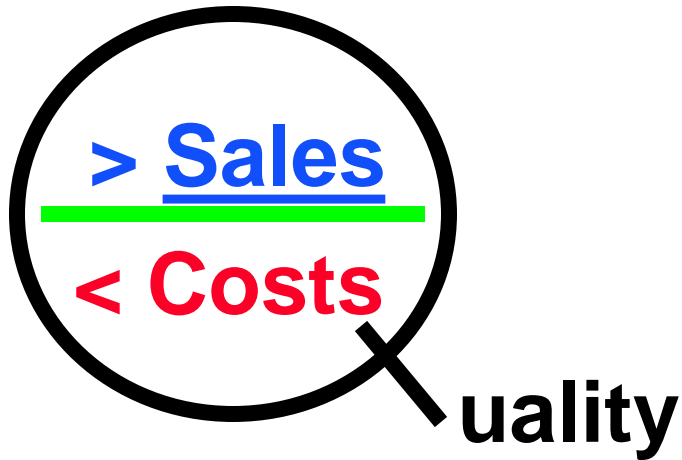
Between 25%- 35% is the percentage of the total time spent by a salesman in front of his clients

50% of Sales Force know less that 50% of their own product&services portfolio capabilities

How to increase sales volume without increasing sales structure cost?

Sales Manager Dilemmas





Increase Sales
Sales Productivity
Sales Effectiveness





Quality

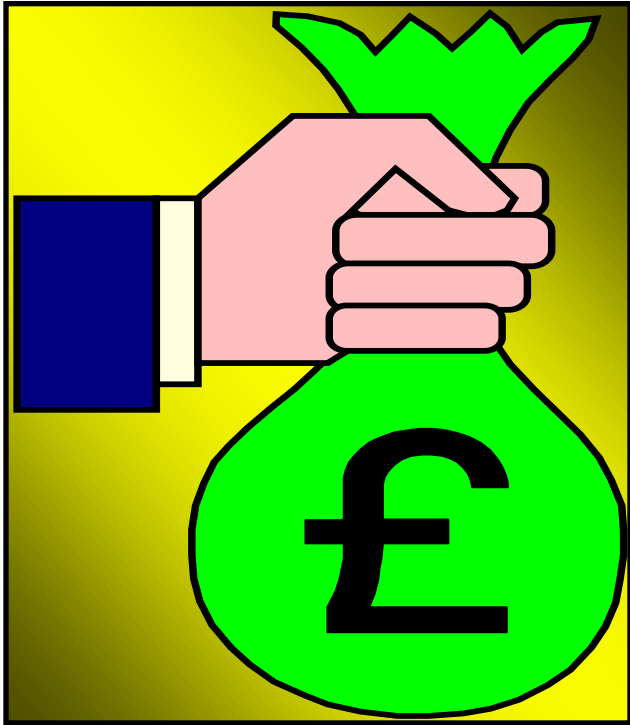
**Supply Chain Productivity Solutions
to reduce Cost & Improve Quality**

**Sales & Marketing Productivity Solutions
to Increase Sales
through better Sales Channel Management**

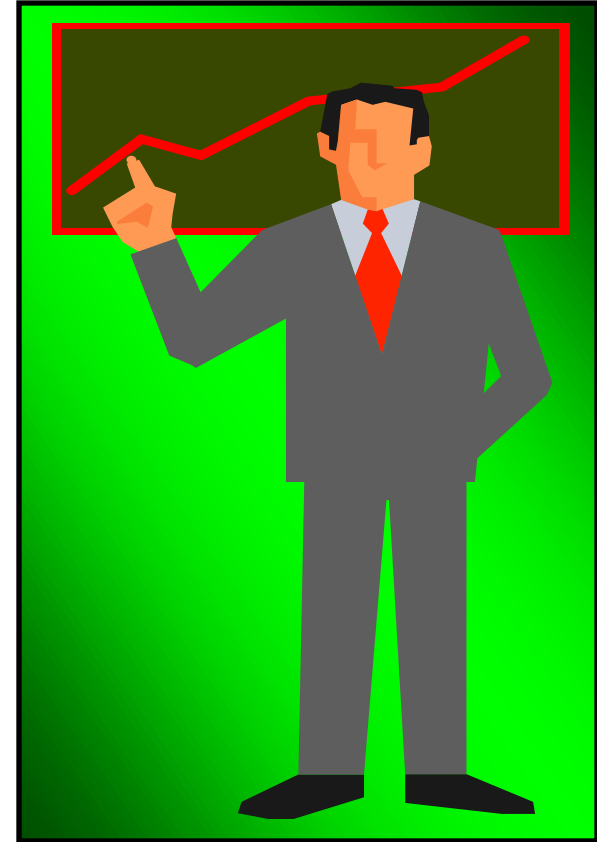
**Logistic Productivity Solutions
to improve Logistic Chain Quality**



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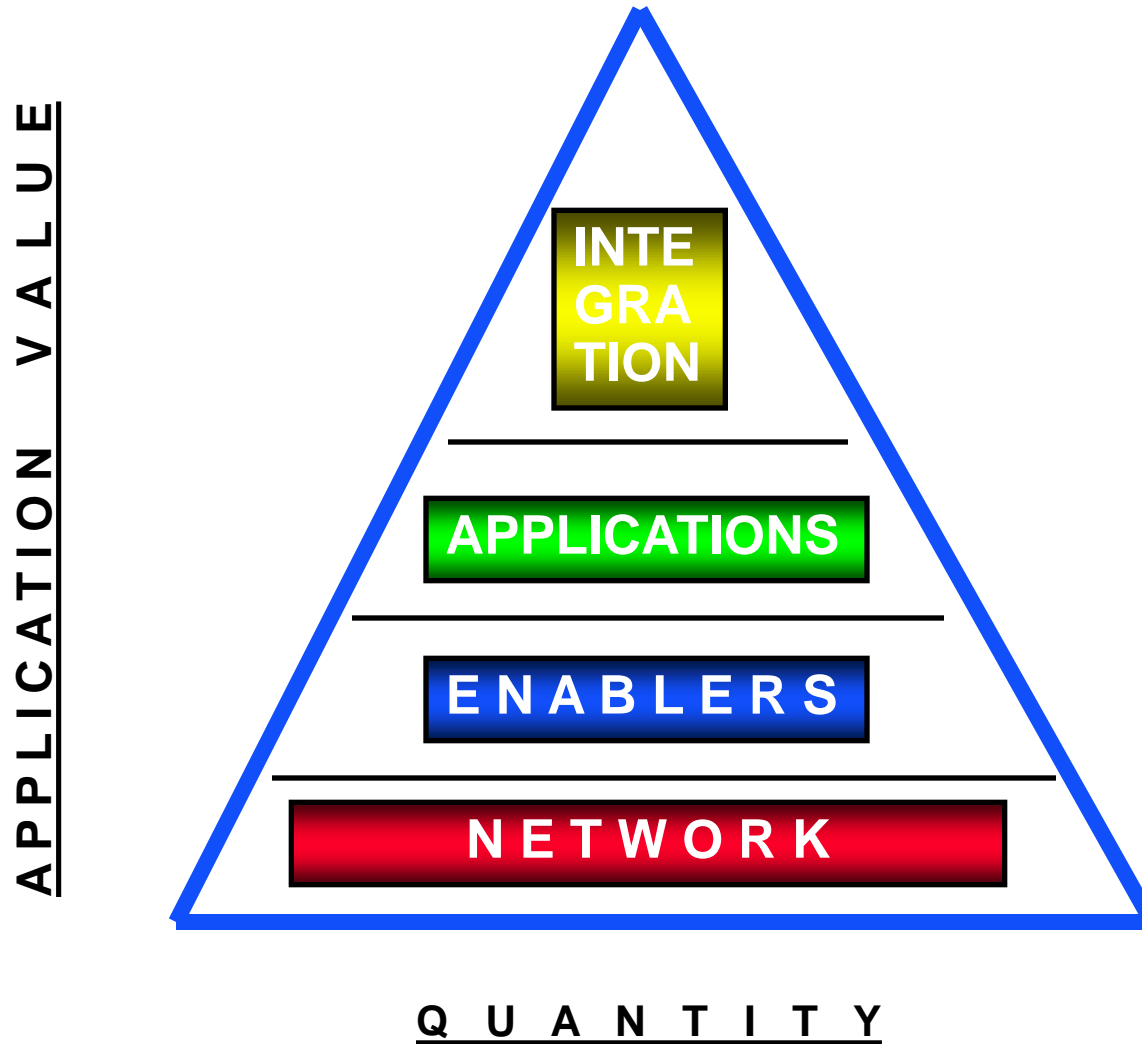
What's about BPS market Size?



What's about BPS market Growth?

BPS Market

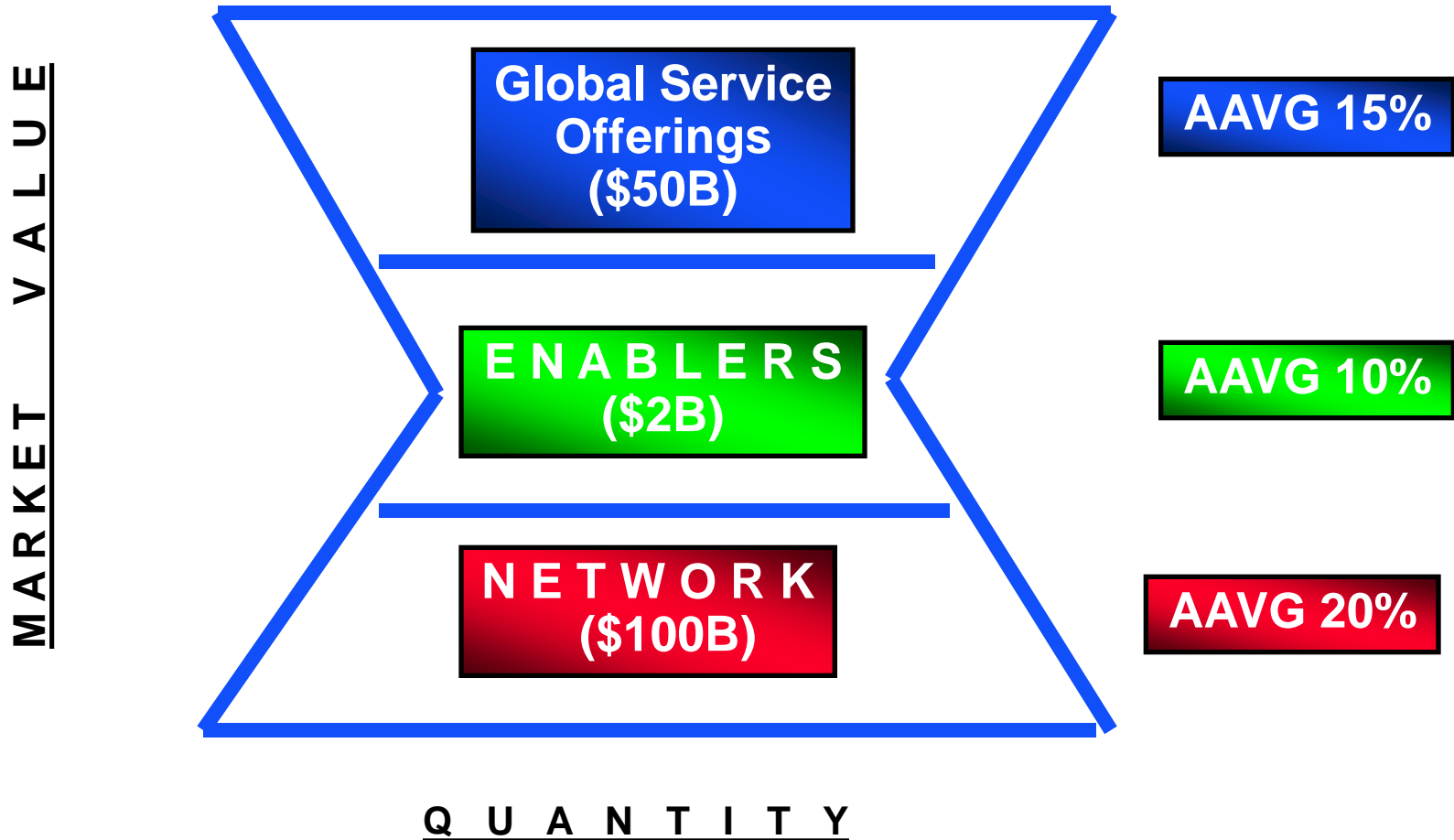




Higher Application Value = Less Market Value



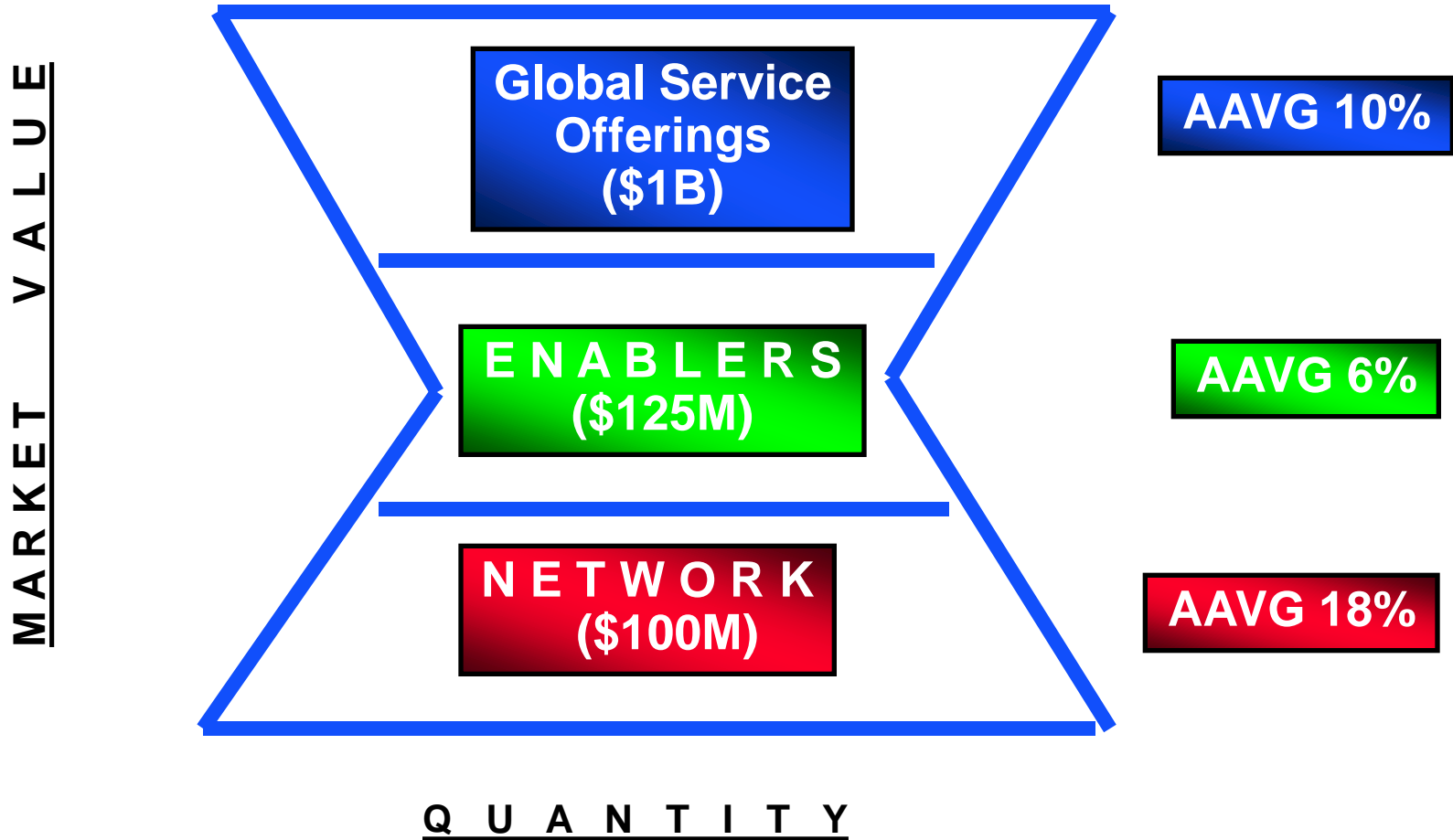
World Wide



Higher Application Value = Bigger Market



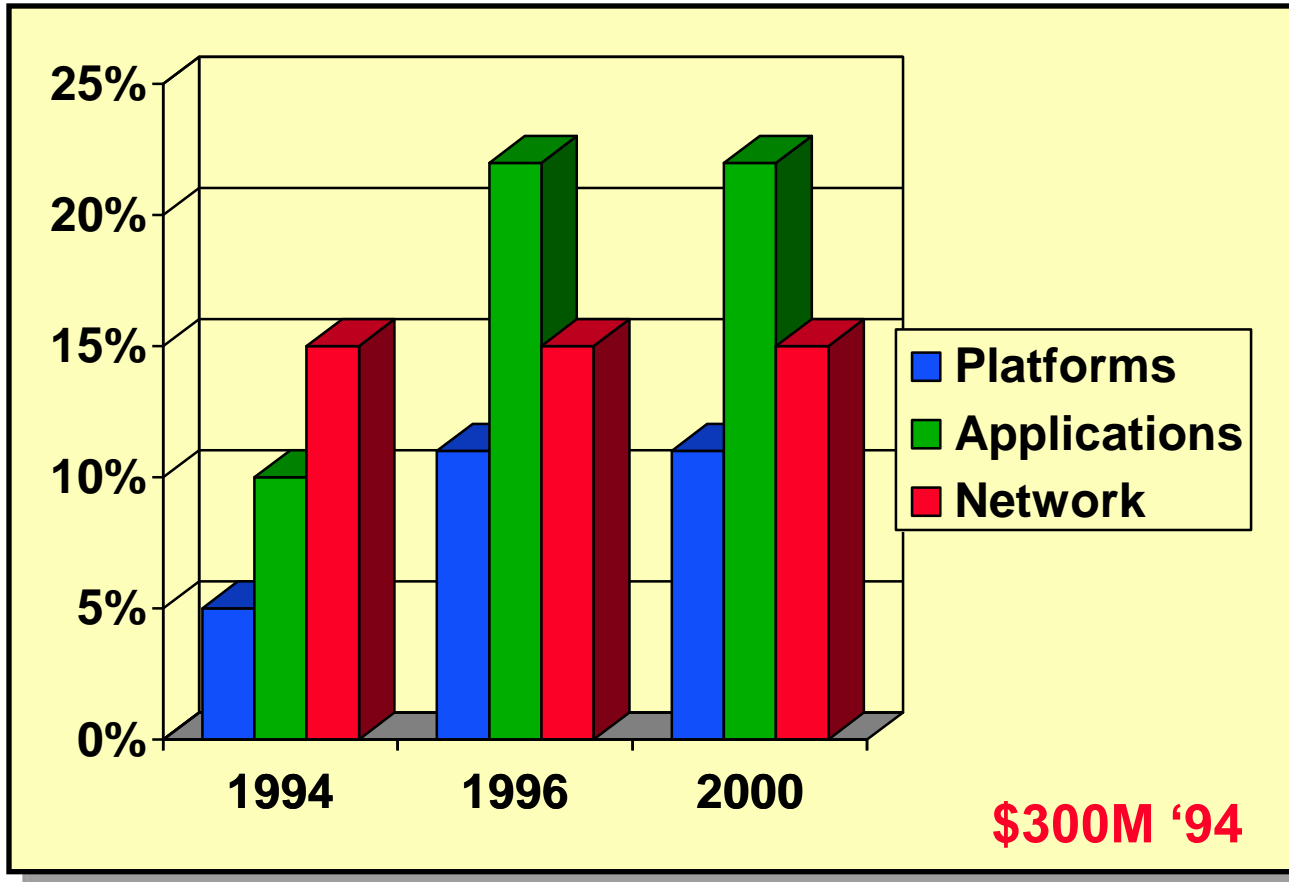
Italy



Higher Application Value = Bigger Market



GE Information Services



Italian Market: Outsourcing Trends



Thank you!

