

GE Information Services



Marketing &
Sales



Purchasing/
Supplier



Logistics
Management



Financial
Services



Community
Services

Ing. Maurizio Ammannato

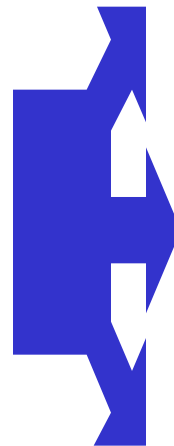
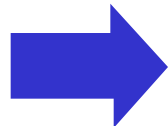
Marketing & Sales Support Mgr
GE Information Services

12th June 1997



GE a diversified group
with the mission
to be the first or second business
in each served market

1878



SERVICES

TECHNOLOGY

PRODUCTION

Capital Services

NBC

Information Services

Aircraft Engines

Plastic

Medical

Appliance

Power System

Transportation

Lighting

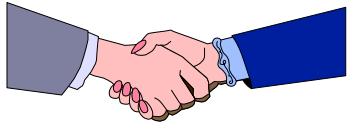
Power Control

Fanuc Automation

The Mother Company



GE Information Services



TURNOVER

\$ 70 B
\$ 79,2 B



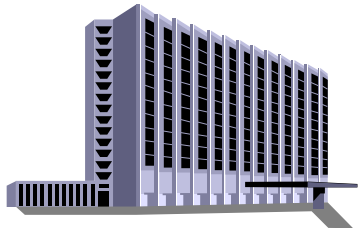
MARGIN

\$ 6,6 B
\$ 7,28 B



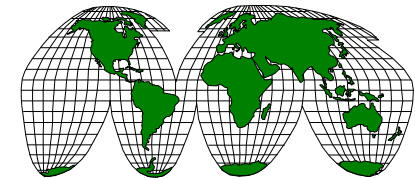
PEOPLE

222.000
239.000



PUBLIC COMPANY

- 1° Company in the world for capital value :
 - GE: \$ 150 B
 - Shell: \$ 135 B
 - CocaCola: \$ 126 B
 - NTT: \$ 119 B
- Growing margins last 21 years
- Only Company since DJIA foundation in May 29th 1896



COUNTRIES

43



SHAREHOLDERS

460.000

1995/96 numbers



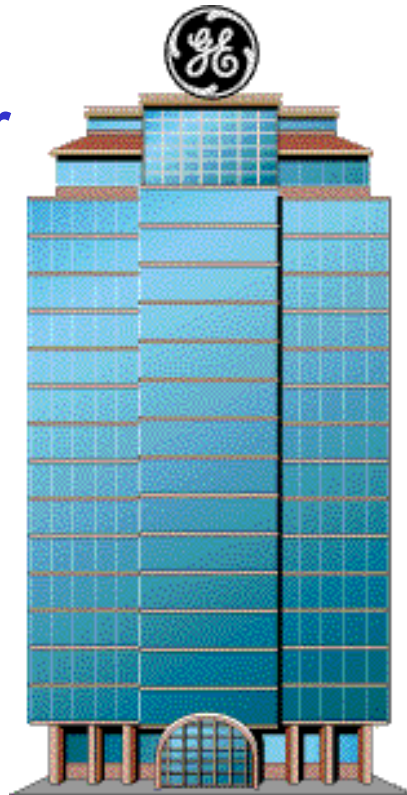
GE Information Services



\$ 3B '96 turnover
(Lit 4.500 MM)



7.000 people



Companies in



- ← GE Power Systems - Nuovo Pignone
- ← GE Medical Systems
- ← GE Capital
- ← GE Plastics
- ← GE Lighting
- ← GE Power Control
- ← GE Fanuc Automation
- ← GE Aircraft
- ← GE Quartz
- ← **GE Information Services**

**a strategic country for
GE**

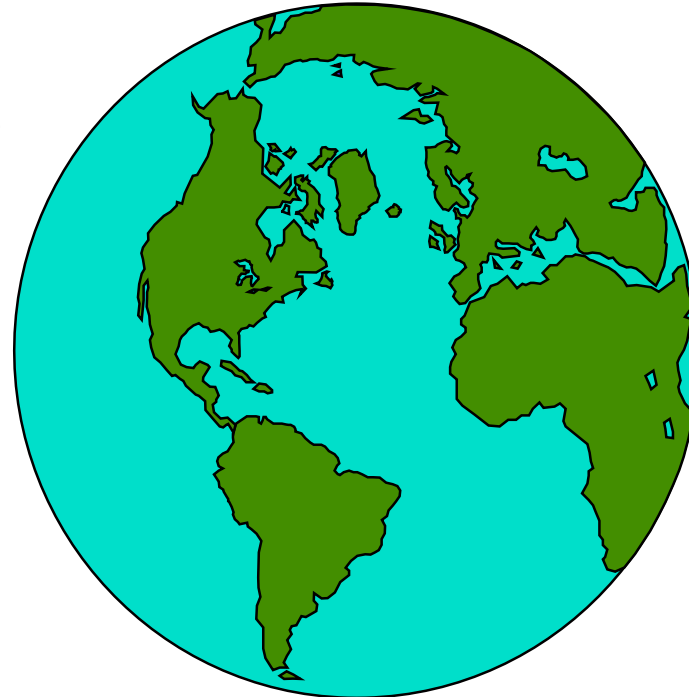


GEIS in the World

- **2.500 People**
- **\$800M Turnover**
- **43 Served Countries**
- **140 Connected Countries**

USA

EUROPE



ASPAC

1° EDI Vendor

40.000 Companies: the largest Electronic Commerce Community



Electrolux Benetton

6.000 clients in Italy

Abbott

GS

Levi's Frau

Nuovo Pionone

40.000 Clients in the World

Credito Italiano

Vaticano

Enichem Unil-It

Telecom

30 years of presence in Italy

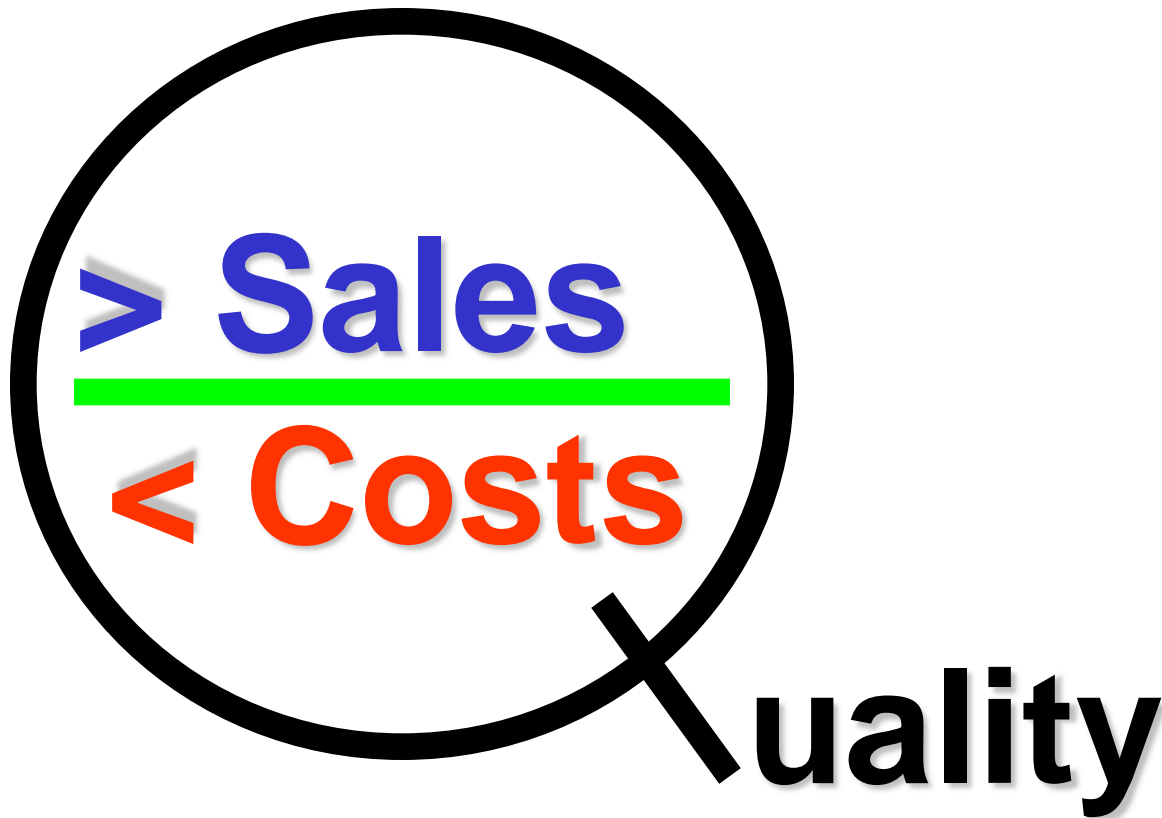


“In the 90’s, we are facing the toughest business decade in history, with more competition, tougher competitors, and customers who will be judge, jury and executioner of any business that does not anticipate, satisfy, and care about their needs.”

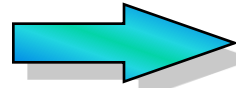
John F. Welch, Jr.
CEO
General Electric Company

Our Clients are our Judges





Intra-Company



Inter-Company

- **Internal Productivity**
- **Internal Work-Flow**
- **The best Technology**

- **External Productivity**
- **Partnership Programs**
- **The most useful technology**



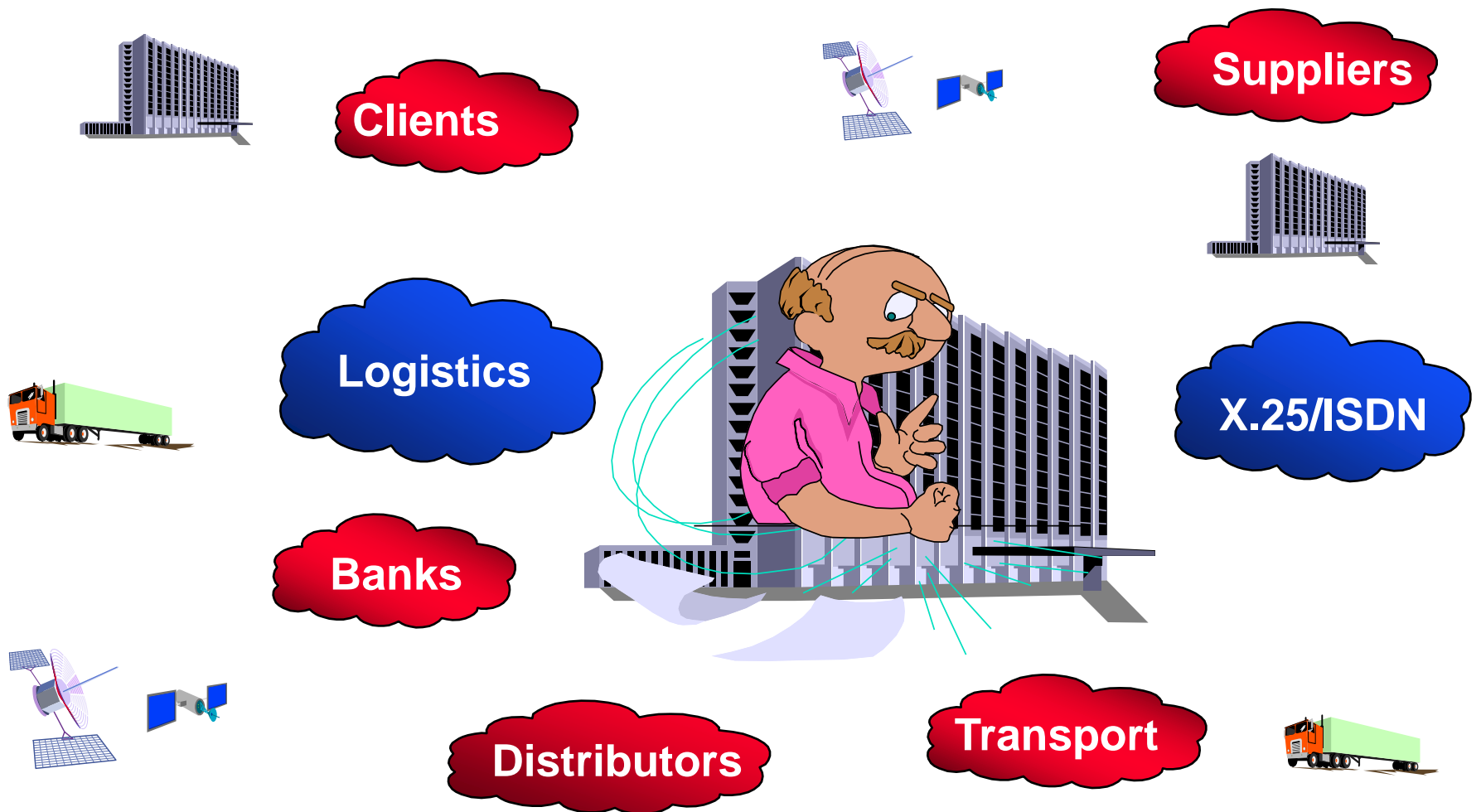
GE Information Services



..from the Intra-Company environment



GE Information Services

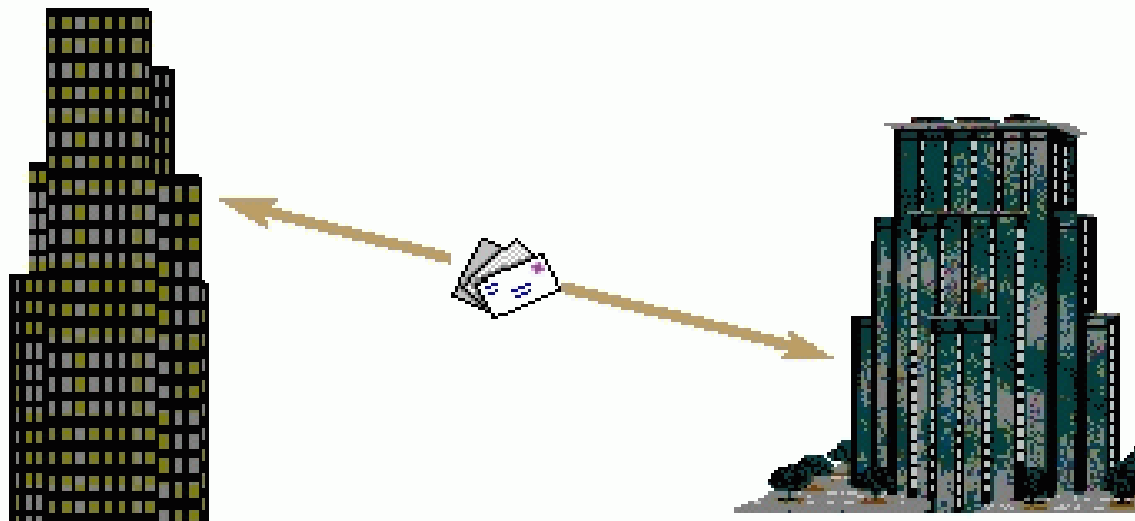


...to the Inter-Company environment



EDI is...

Electronic Data Interchange (EDI) is a way to electronically exchange business documents, such as purchase orders and invoices, between companies.



Business-to-Business Transactions

That's why of 1st EDI era



EDI does...

EDI streamlines the traditional paper process into an efficient and less time-consuming electronic process.

Rather than prepare paper documents and send them by mail or fax...

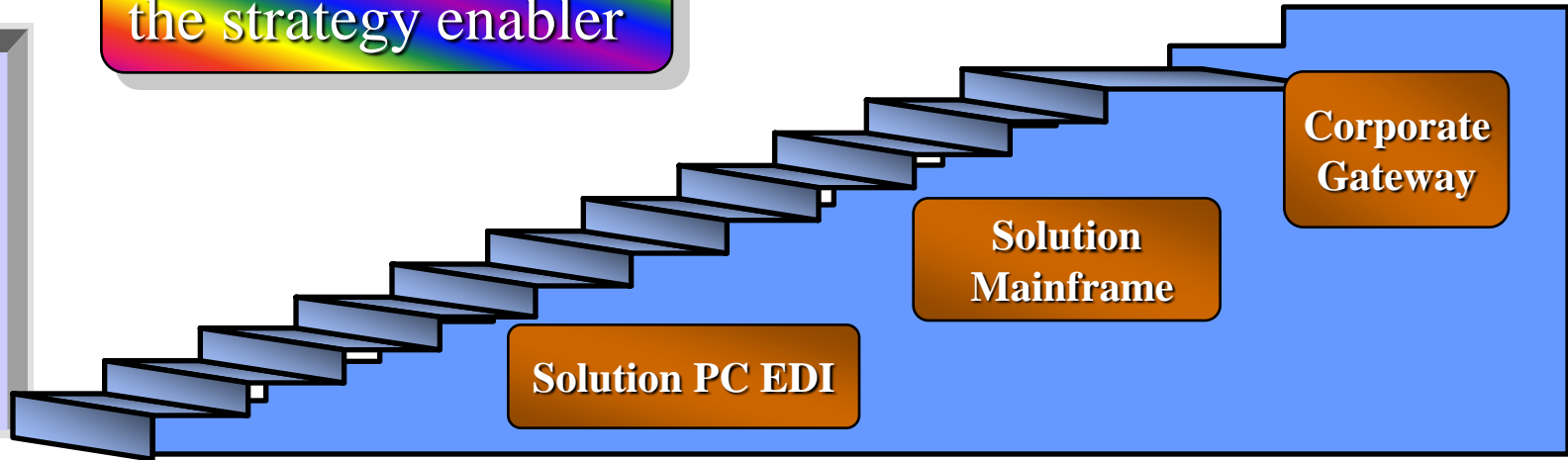


Business-to-Business Standard Transactions

That's why of EDI



Technology must be
the strategy enabler



- Forms/File Transfer based
- Low Volume
- Browser Independent
- Simple in-house integration

- Totally integrated
- High volumes, high speed
- Business-to-Business

- More in-house integration
- Higher volumes
- Data Entry module
- “Turn-Key” solution

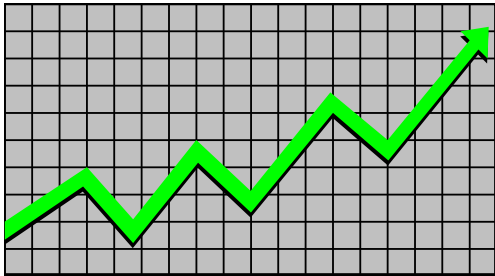
- Electronic Commerce Server
- Distributed applications
- High volumes
- EDP+TLC involvement
- On-line EDI services
- Any-to-Any integration



- More than 100.000 companies in the world**
- About 30.000 in Europe**
- More than 2.500 in Italy**
- Market Segments: Electronics, Retail
Automotive, Chemical, Pharmaceutical**
- Continuos growth of 30% AAVG last 15 years**
- Last two years > 40% AAVG in Italy**



The Internet is driving information connectivity and communication standards

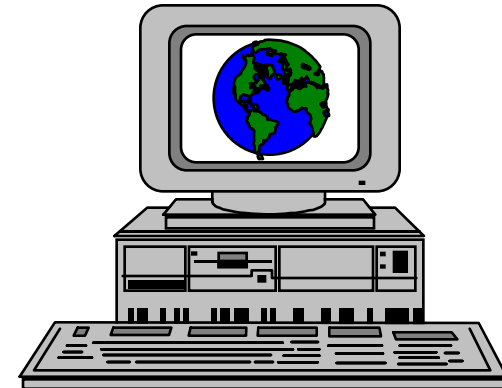


Phenomenal growth

- 40+ million users and growing
- New connection every 30 seconds
- Doubling of Web sites every 50 days
- Over 80% of large businesses connected

Drivers

- **World Wide Web**
 - Graphical interfaces; Multimedia
- **Standards based technology**
 - Large installed user base; low cost
 - Platform independent
- **Thought and implemented by End Users**
 - Simple design, intuitive use



Internet explosion & Electronic Commerce?



GE Information Services

Industry

Processes
no
Functions

Productivity

External
Focus

Standard

Open Standard
to facilitate
business-to-business
transactions

Companies

Focus
on
Core Business

Suppliers

No more
minor
Partners

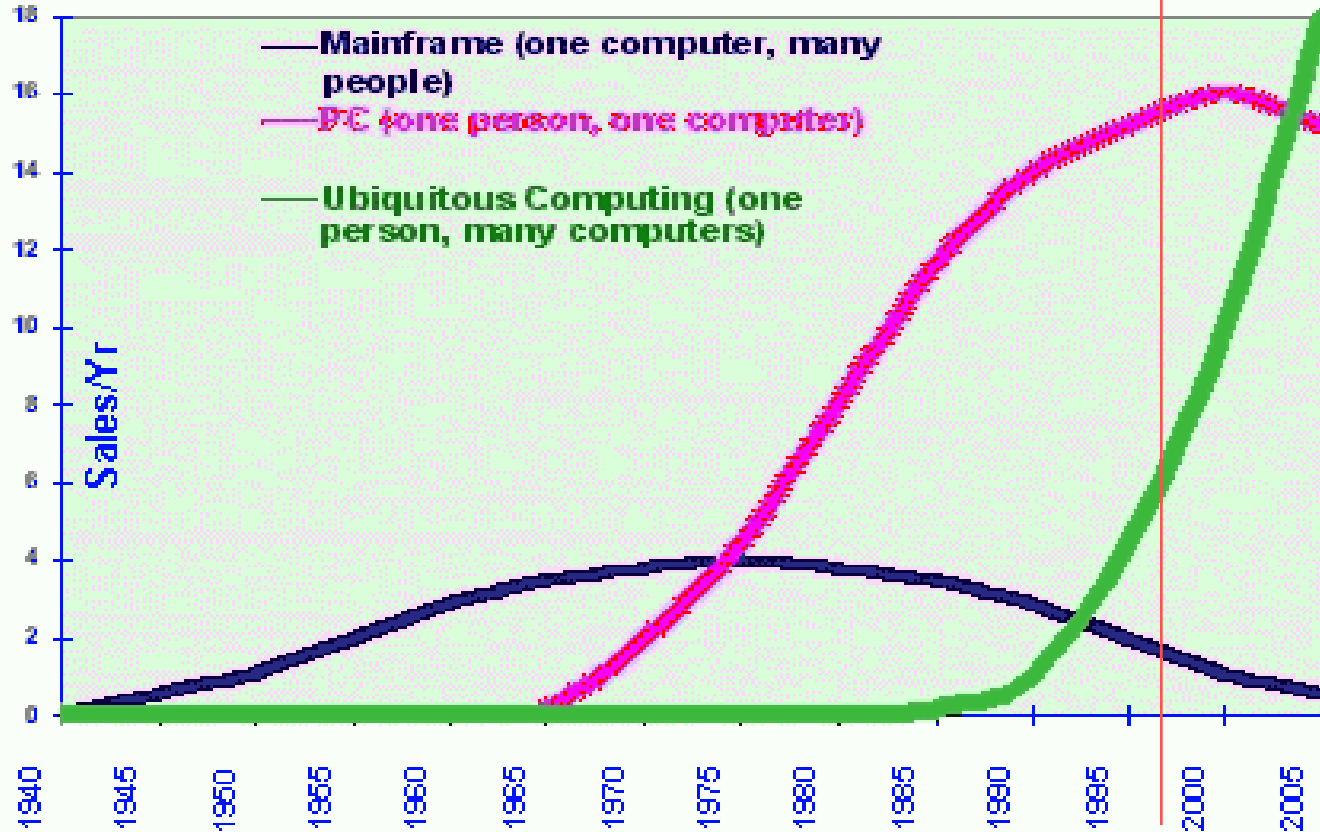
Merges

The big
become
bigger

The Extended Enterprise & inter-business transactions?



The Major Trends in Computing



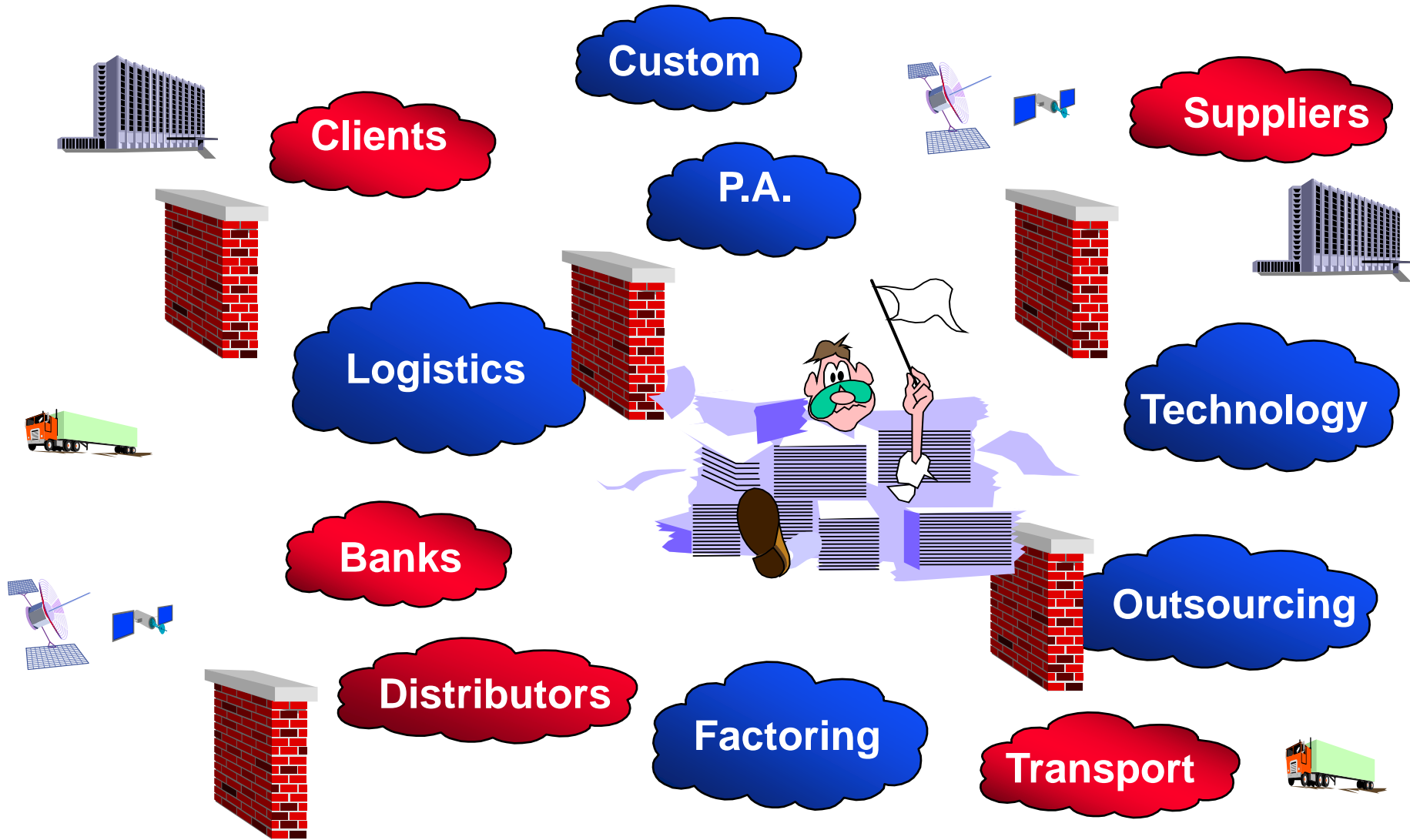
OneComputer/ManyPeople-OnePerson/ManyComputers?



- Globalization
- True, real, stable STANDARDS
- More Business Partners interconnected
- Independence from Hw, Sw, Network, Vendors
- Quicker, Simpler and more Cost Effective E*C
- More Integration with Legacy Systems
- The Virtual Workplace :
 - . Any platform
 - . Any office
 - . Any home
 - . Anywhere in the world
 - . Any time

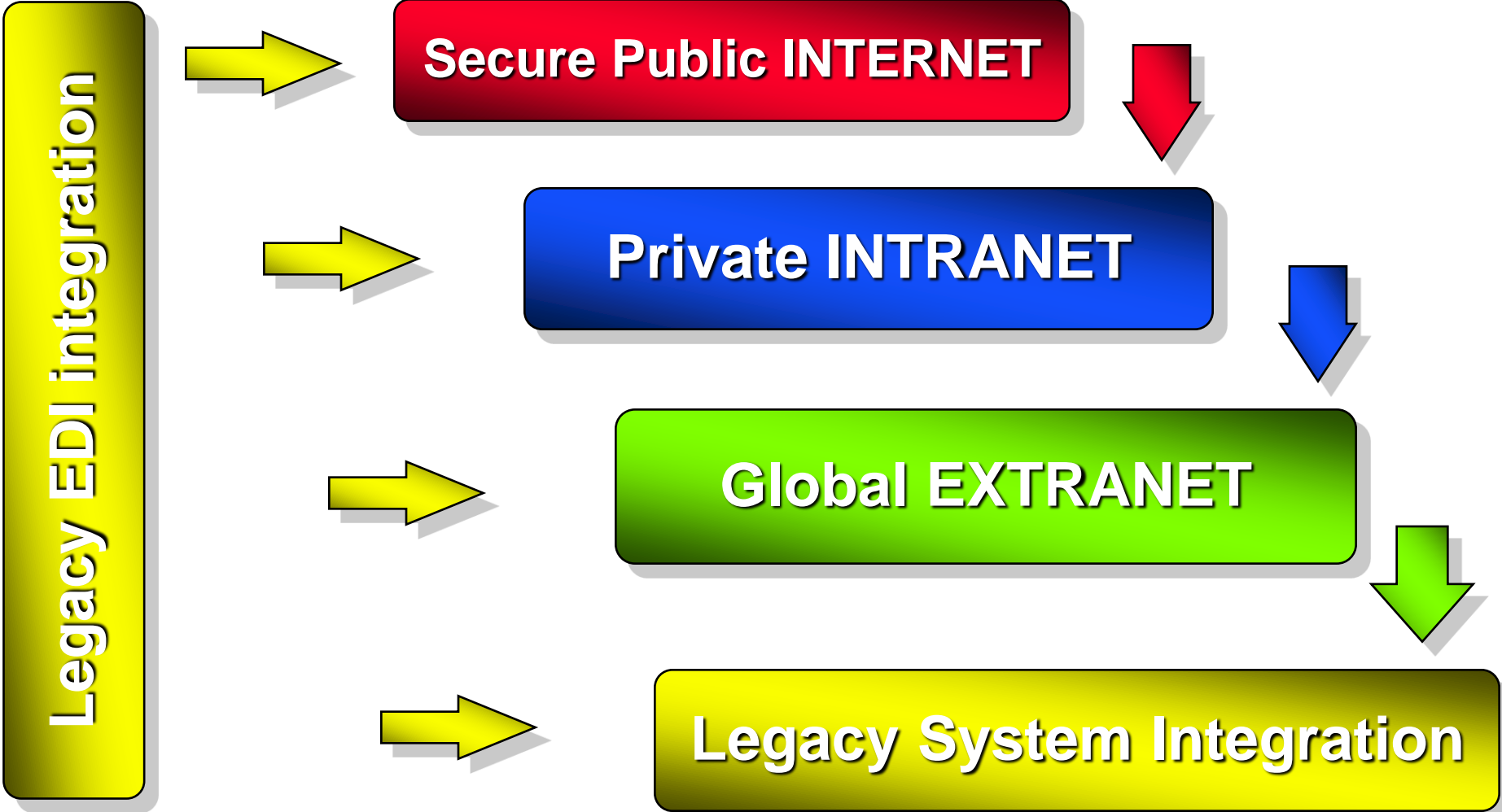
Client Needs are dramatically changing





...even more complex Inter-Company environment







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Reload



Images



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Stop

GE TradeWeb™

A Service of GE Information Services

**Sign on****Register****GE TradeWeb
Directory****EDI's impact
on business****Service
info****Service
demo****EDI tutorial****Who's New to
GE TradeWeb****Help**

Welcome to the GE TradeWeb™ Service!

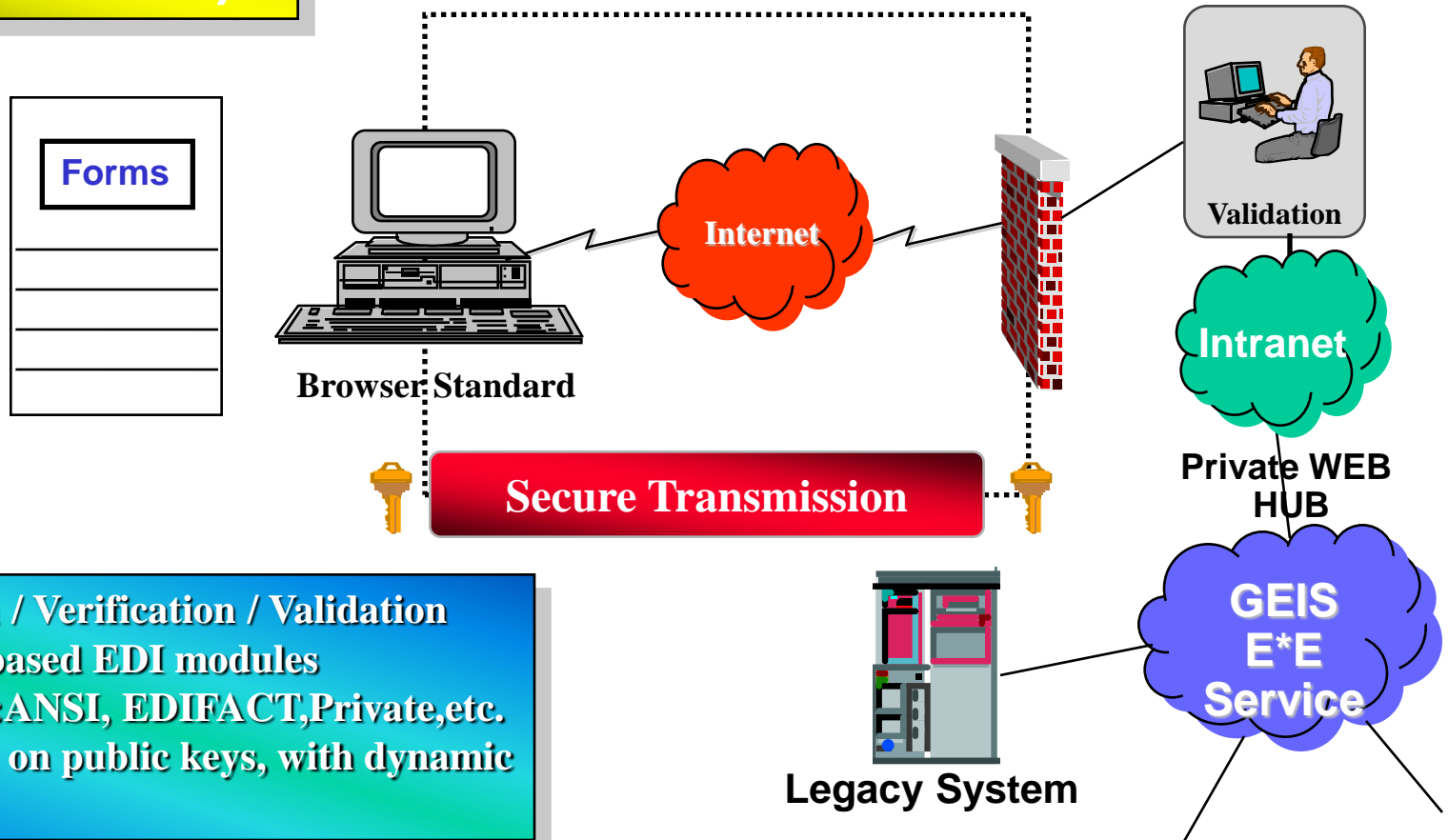
GE TradeWeb is a forms-based, entry-level Electronic Data Interchange (EDI) service for small businesses and organizations. This service enables small businesses to electronically exchange business documents with their trading partners using a personal computer, Internet web browser and the productivity tools accessed via this web site.

This subscription-based service can provide your organization with shorter cycle times and decreased costs of doing business. In addition, it provides you tools to streamline your business processes and strengthen your customer relationships.

All visitors are free to experience and explore the various options and opportunities present on this web site. To subscribe to the GE TradeWeb Service, please click on the ["Register"](#) icon. If you have already registered for this service, click the ["Sign On"](#) icon.

This release of the GE TradeWeb Service is designed to support US-based businesses and organizations. International support and multi-language conventions will be supported soon.

TradeWEB (EDI IceBreaker)



- Authentication / Verification / Validation
- HTML Form based EDI modules
- Many formats: ANSI, EDIFACT, Private, etc.
- Security based on public keys, with dynamic cryptography

TradeWEB (E*C over the Internet)





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**GE TPN**

Overview

[What is GE TPN?](#)[How it Works](#)[Negotiations](#)[Security](#)[Guidelines](#)[EDI](#)[Deutsche](#)[Español](#)[Français](#)[Italiano](#)[Magyar](#)

Join Today!

[Purchasing Volume](#)[Participating Buyers](#)[Purpose](#)

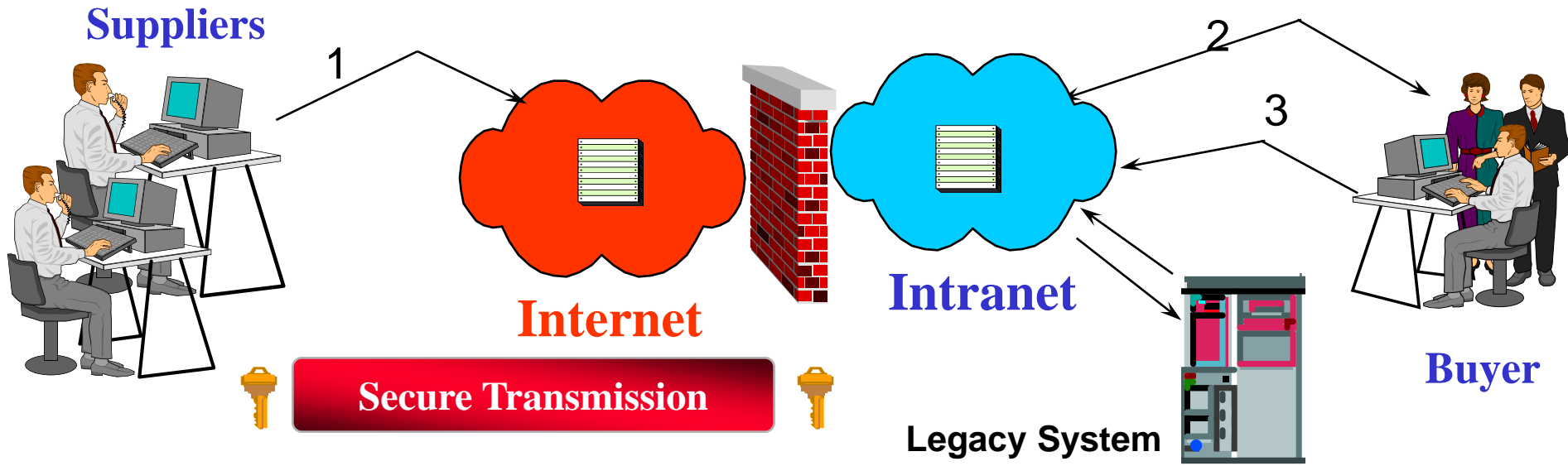
GE Trading Process Network (TPN) puts the world at your fingertips. It uses advanced technology to help you manage the sales process more efficiently. With TPNPost (Purchasing or Selling Toolkit), you can locate and bid on major business opportunities worldwide in a private Internet environment.

**GE TPN**

**Access more than
\$1,000,000,000
in trade without
leaving your desk**

You will gain instant access to buyers like General Electric Company, which founded GE TPN. Once you have the right computer hardware and free software, you will be able to search through requirements that TPNPost buyers are putting out for quote, receive electronic information packages and drawings, and submit offers. You will dramatically improve the productivity of your bidding and sales activities in the process.

GE Information Services



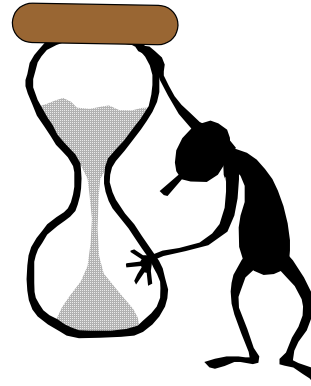
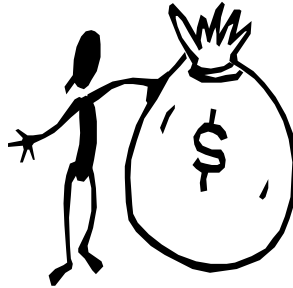
- 1) Suppliers register for GE TPN by filling out pre-qualification form on TPN Home Page
- 2) Buyer qualify-in or qualify out supplier
- 3) Buyer searches in TPN supplier database and selects suppliers
- 4) Buyer prepares and uploads RFQs and supplier list.
- 5) Based on buyer's selection, suppliers are notified of the upcoming project that they have been invited to bid on.
- 6) Suppliers download selected RFQs, fill out response and submit quote.
- 7) Buyer evaluates, invite suppliers back for additional rounds and make final selection.

GE Trading Partner Network Process



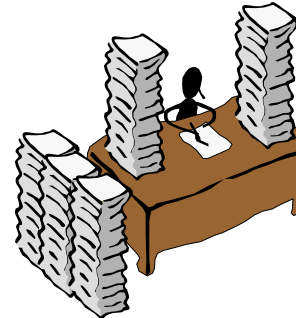
GE Information Services

1.400 suppliers
\$0.5 B business



**Order cycle
from 21 to 10
days**

**15% orders
to international
suppliers**



**Increased
competition
lowered costs
by 5% / 20%**

... after first year..



GE Information Services

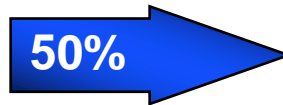
Primary partner for application software on Internet in the business-to-business Electronic Commerce market



GE Information Services



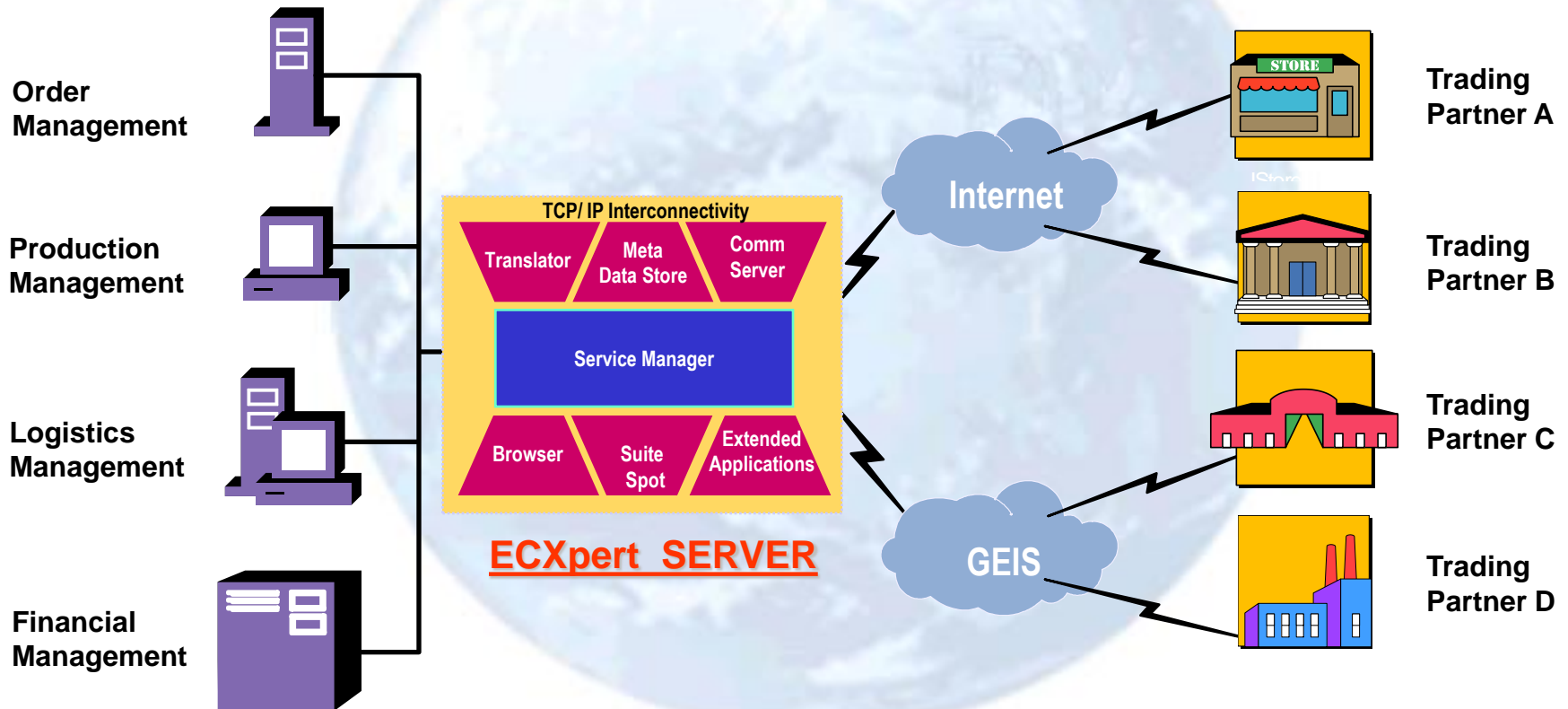
NETSCAPE



Another component



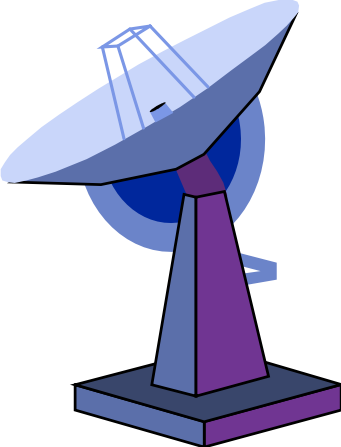
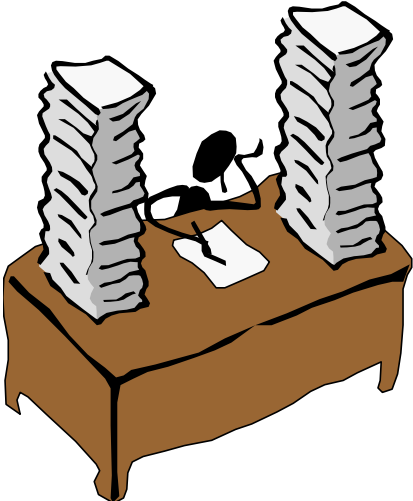
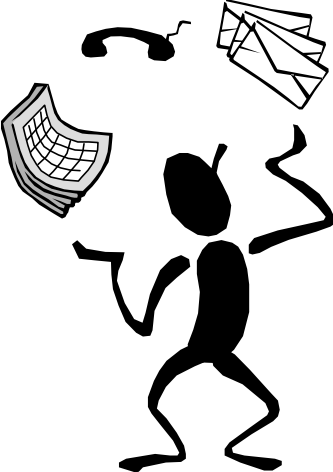
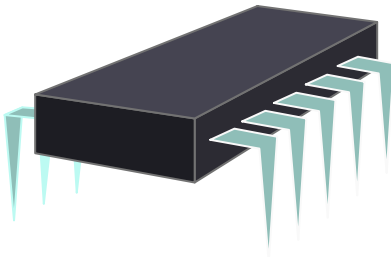
Allows EDI transactions between public TCP/IP EDI (INTERNET) and private EDI (INTRANET) with integration to Legacy Systems



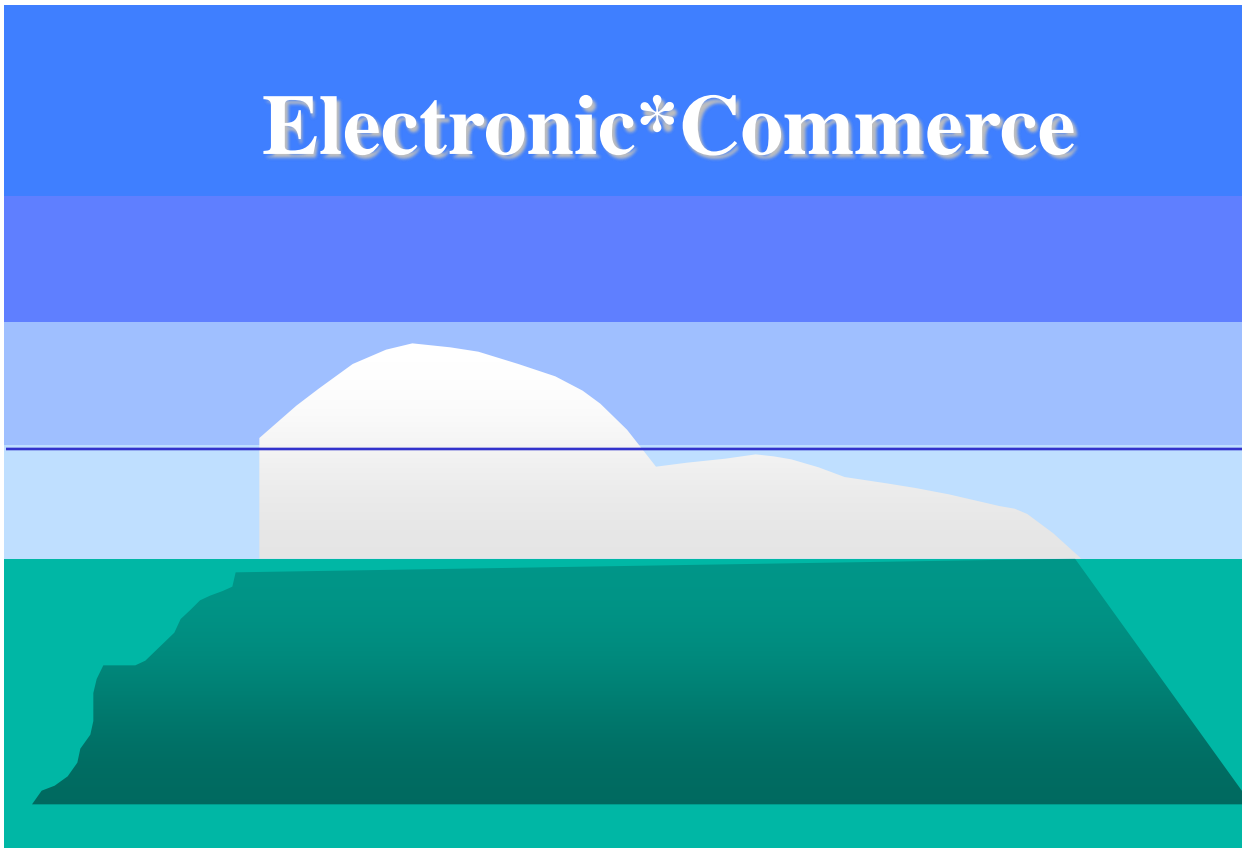
*ECXpert is the foundation for E*C*



GE Information Services



Electronic*Commerce

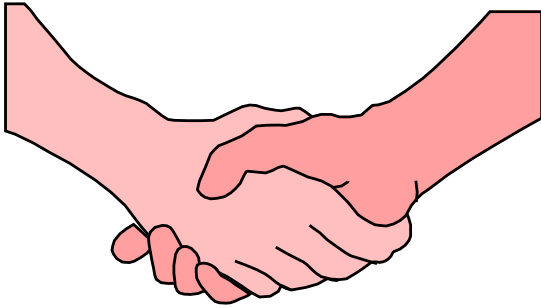


- ➔ Technology
- ➔ Mgnt Involvement
- ➔ Change Culture
- ➔ Implementation
- ➔ Post-sell support
- ➔ Monitoring

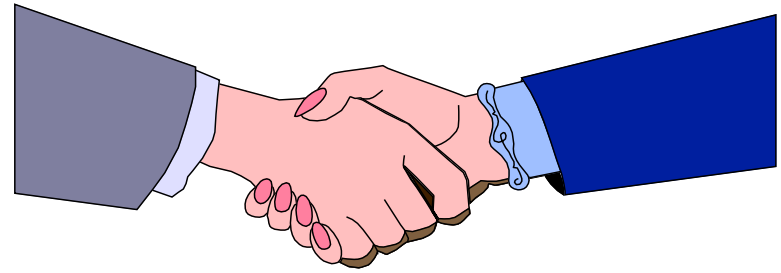
....more than a technical solution



GE Information Services



Client



Consulting



Solution Provider



Thank You!



Productivity. It's all we do.™





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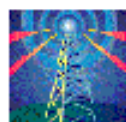
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GE Information Services

JUNE

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[GE Information Services Announces Systems Integration Support for Actra's CrossCommerce\(TM\) Products](#)

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GE Information Services is a global leader in business-to-business electronic commerce solutions, managing the world's largest electronic trading community of more than 40,000 trading partners. Our global networked solutions include EDI and messaging services, Internet and Intranet services, and a full suite of applications that help streamline supply chain



[GE Information Services' CEO Harvey Seegers Keynote Speaker at the 1997 DISA Conference](#)





Netsite:



GE Trading Process Network (TPN)



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... IT'S YOUR BUSINESS

[\[Getting Started\]](#) [\[Join Today\]](#) [\[Customer Service\]](#) [\[Resource Center\]](#)

June 5, 1997 2:21pm

[Welcome Cryenco Contract Manufacturing.....Read the Late](#)

Access more than \$1,000,000,000 in trade without leaving your desk

Welcome to TPN

TPN is a portfolio of secure, easy-to-use, web-based products that make the benefits of electronic commerce available to you - today! A revolutionary new way of doing business on the Internet, TPN is designed to increase purchasing, selling, and marketing productivity. To learn more about how TPN can help you do business electronically and deliver real



GE TradeWebSM

A Service of GE Information Services

Welcome to the NEW GE TradeWebTM Service!

GE TradeWeb is a forms-based, entry-level Electronic Data Interchange (EDI) service for small businesses and organizations. This service will enable your business or organization to electronically exchange business documents with your trading partners using a personal computer, Internet Web Browser and the new and improved productivity tools accessed via this web site.

This service can provide your organization with shorter cycle times and decreased costs of doing business. You can conduct EDI using our generic form templates, or if your company is a member of a closed trading community, you may have access to company-specific form templates.

The service offers multiple subscription plans from which to choose, each intended to satisfy the varying needs of our clients. New billing features and the option to post an



Sign on



Register



GE TradeWeb Directory



Who's New to GE TradeWeb



Service info



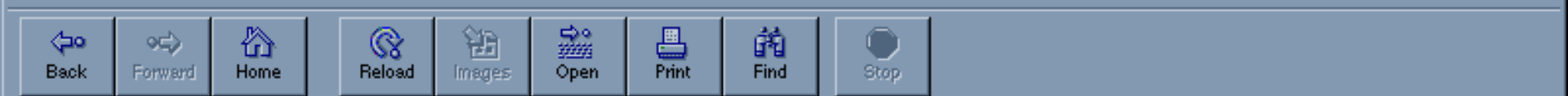
Service demo



EDI tutorial



EDI's impact on business



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- [CAREERS](#)

Actra

is bringing the Internet commerce community to you and engaging a new world of partners, suppliers & customers into an open, one-on-one community. Internet commerce is ready for business.

Welcome to Actra.

*"Actra ECXpert offers an open, secure solution that makes the Internet a viable business alternative for communications."
Robert Chlebowski, SVP, Wells Fargo*



Actra ECXpert for Sun Solaris is shipping in the U.S. and Canada.