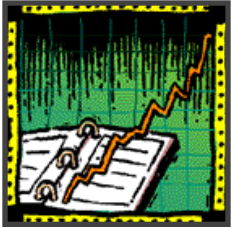


GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**



**Financial
Services**



Network Outsourcing



“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**

Clients are our Judges!

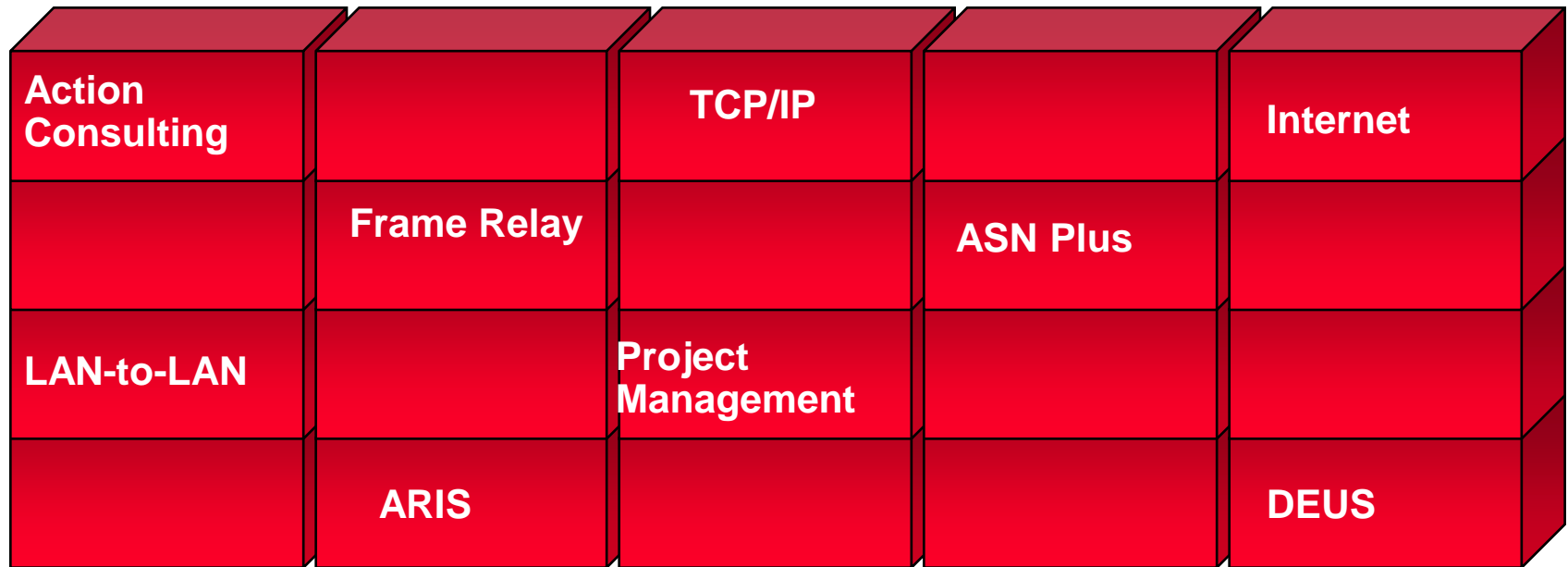




The Three Productivity Faces



A Client's Solution



“Building Blocks” Approach

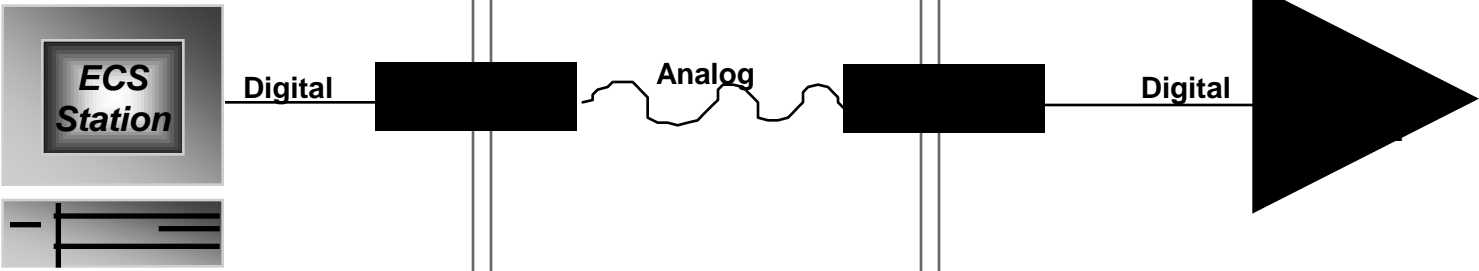


Network Update



GE Information Services

<u>MODEM STANDARD</u>		<u>CIRCUIT SPEED</u>	<u>Compressed MAX THROUGHPUT (MNP/V.42)</u>
V.32	=	9600 bps	38.4 Kbps
V.32 bis	=	14,400 bps	57.6 Kbps
V.34	=	28,800 bps	115.2 Kbps

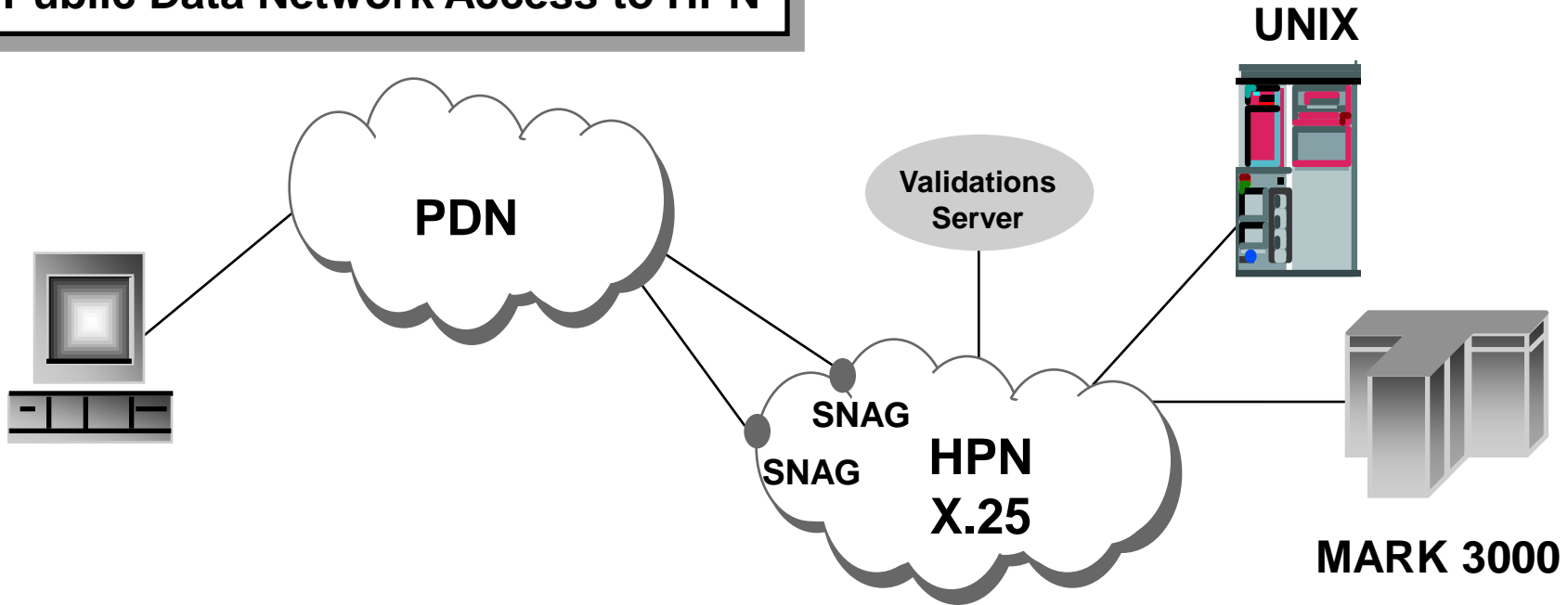


A piece of a global solution



GE Information Services

Public Data Network Access to HPN



Secure Network Access Gateway

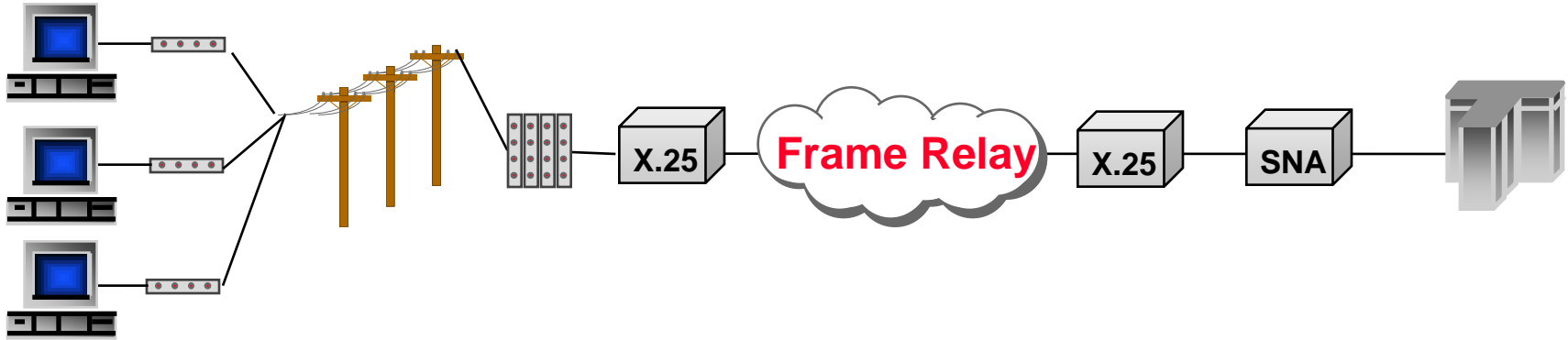
- Software Application which provides HPN Access security for all users coming in via async ports and X.25
- Supports validations, routing and accounting record generation for each PDN session

A piece of a global solution

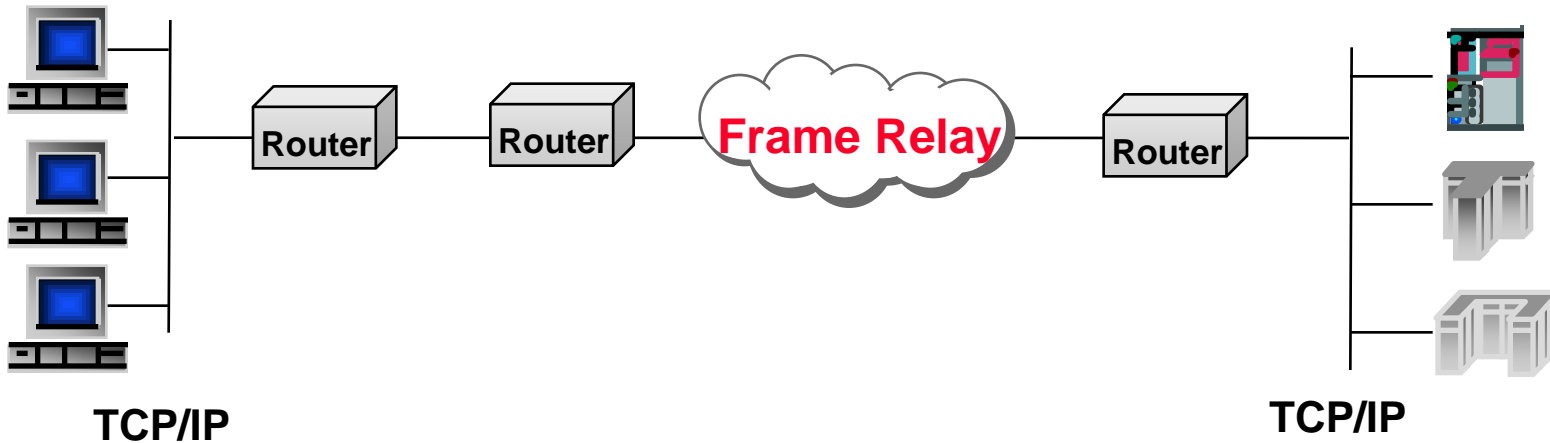


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HPN Async access



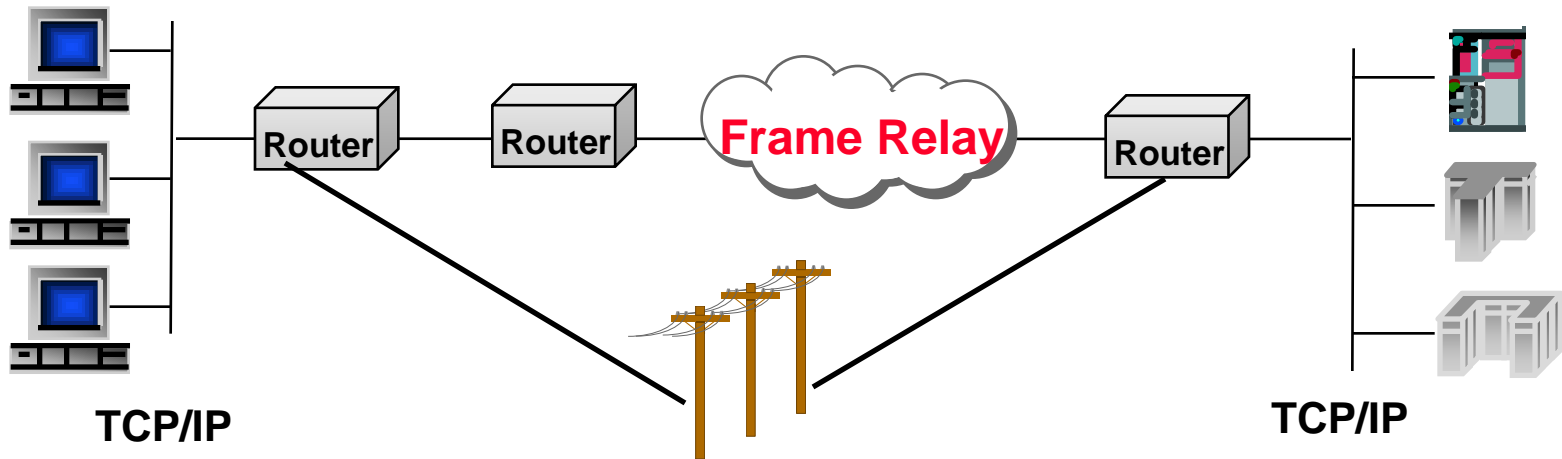
HPN LAN access



A piece of a global solution



HPN LAN access



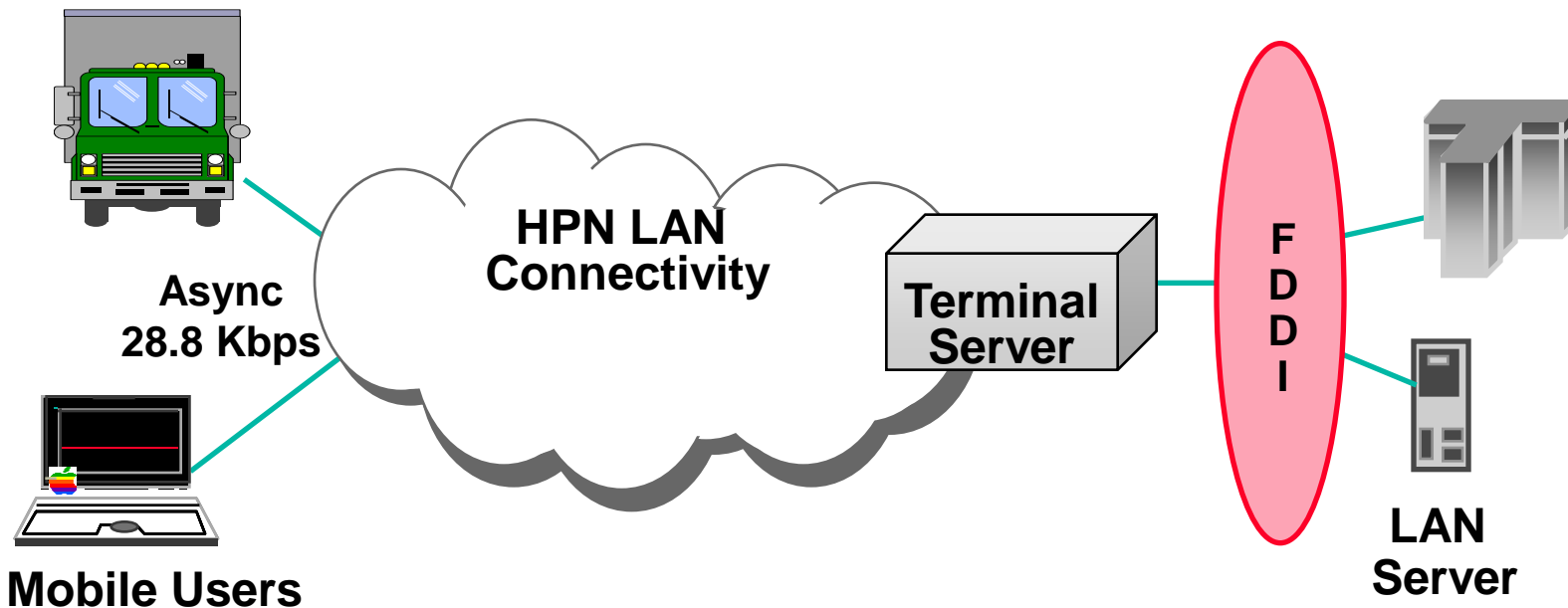
Dial ISDN for back-up/peak demand



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The Need: Many remote individual users need access to LAN based resources and applications as if they were in the office

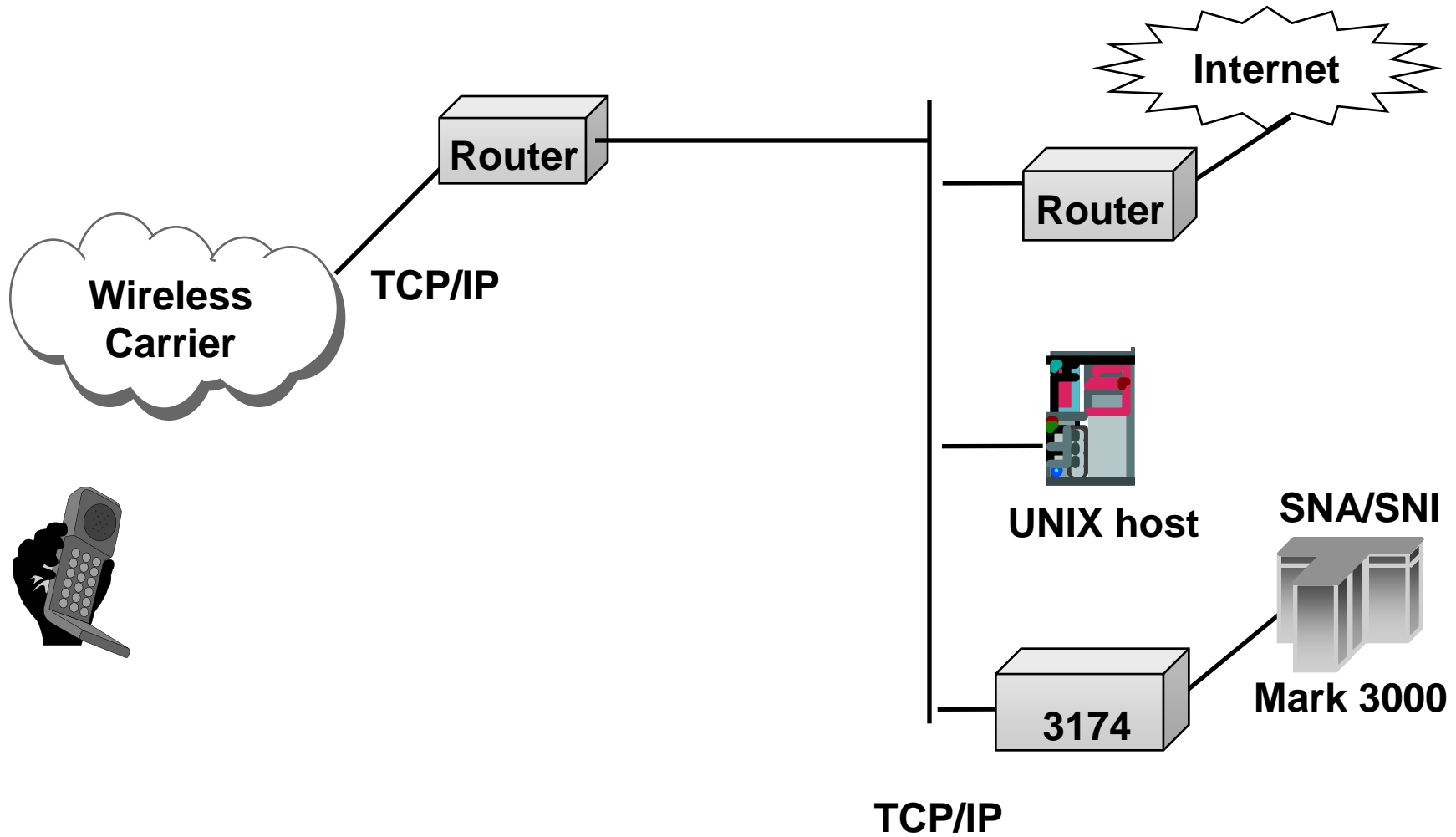
Solution: Provide LAN network protocols over an Async Dial network



Extends LAN applications ...anywhere

A piece of a global solution





**Outsourcing
Examples**



Access to diversified Hosts for WW Order management

4 different terminal emulations via one X.25 network only

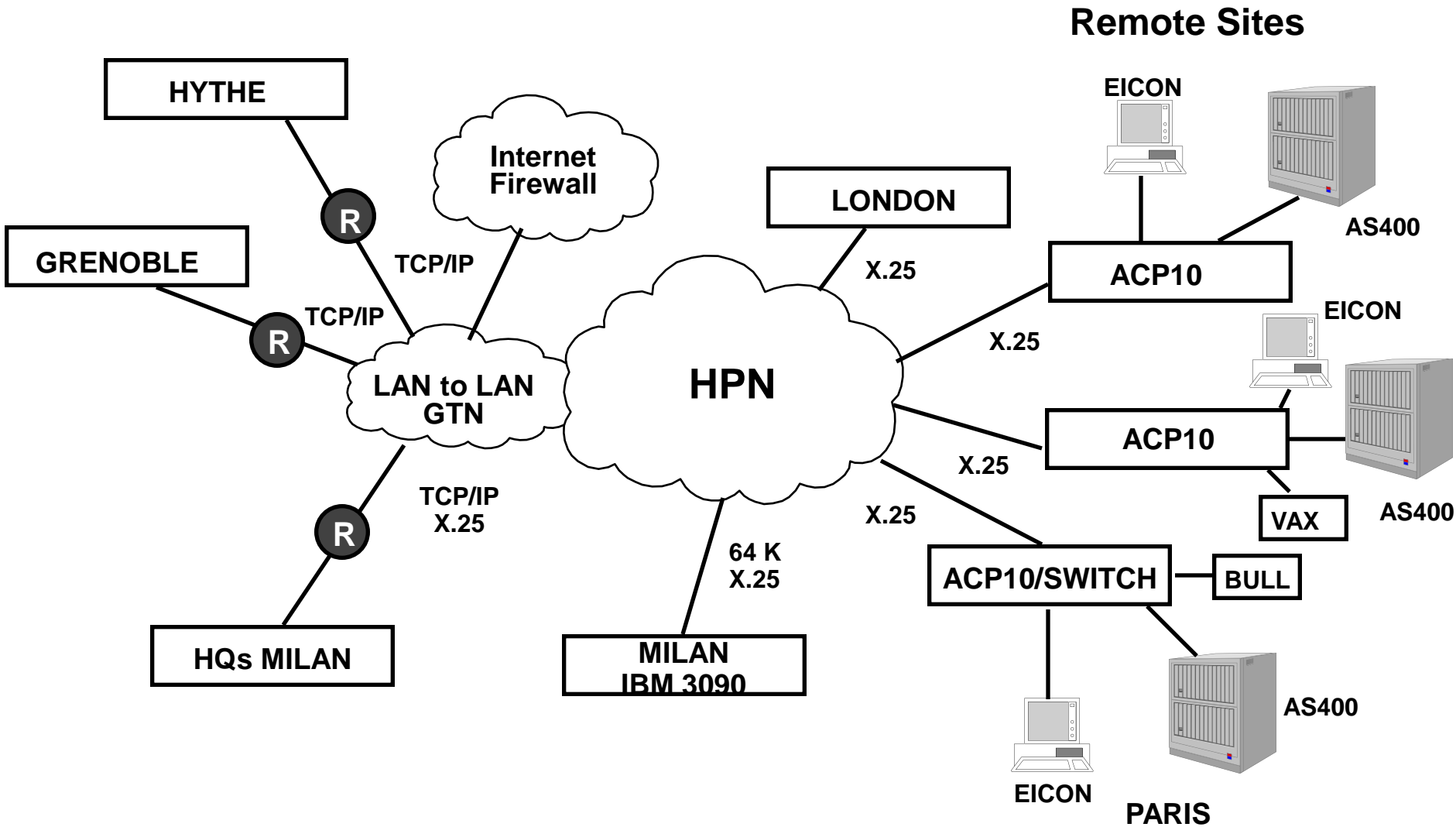
Connect different platforms via one line only

E-Mail via one connector only in Milan

LAN-TO-LAN connections in three sites

INTERNET OUTBOUND





- ☑ **Integrated Order Management**
- ☑ **One Vendor (one-stop-shopping)**
- ☑ **Using the ACP 10 X.25 switch they can connect different HW using one line only, saving additional HW costs**
- ☑ **Via GTN they can have both LAN-to-LAN and INTERNET (one line, two services)**
- ☑ **Pan-European Post sales technical support**



Win-Back from IBM

WHY ?

IBM was not able to connect via X.25 non-IBM platforms (VAX, BULL)

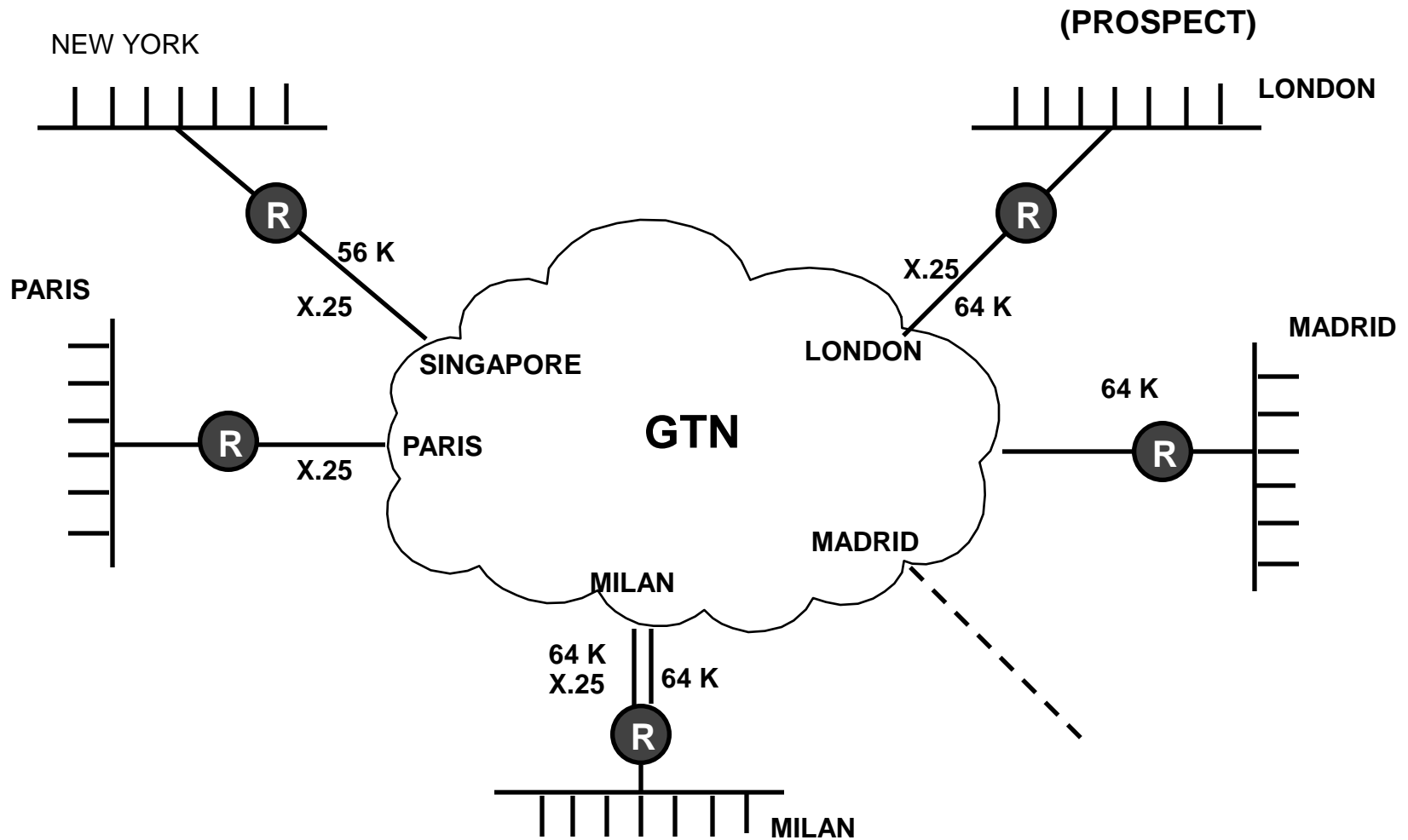
Better Service in terms of implementation speed and technical skills



- **WW Bank Offices LAN-to-LAN connection**
- **High Quality Network Service (for Bank's transactions)**
- **Complete Outsourcing (HW, lines, etc.)**
- **One-Stop-Shopping**



GE Information Services



The Solution



- ☑ Complete Outsourcing (HW, SW and maintenance)
- ☑ LAN-to-LAN via GTN
- ☑ Native TCP/IP protocol
- ☑ 24 x 7 Hot Line



BT, IBM (Intesa), AT&T

WHY WE CAN WIN ?

Complete Outsourcing (HW, local installation,
remote maintenance)

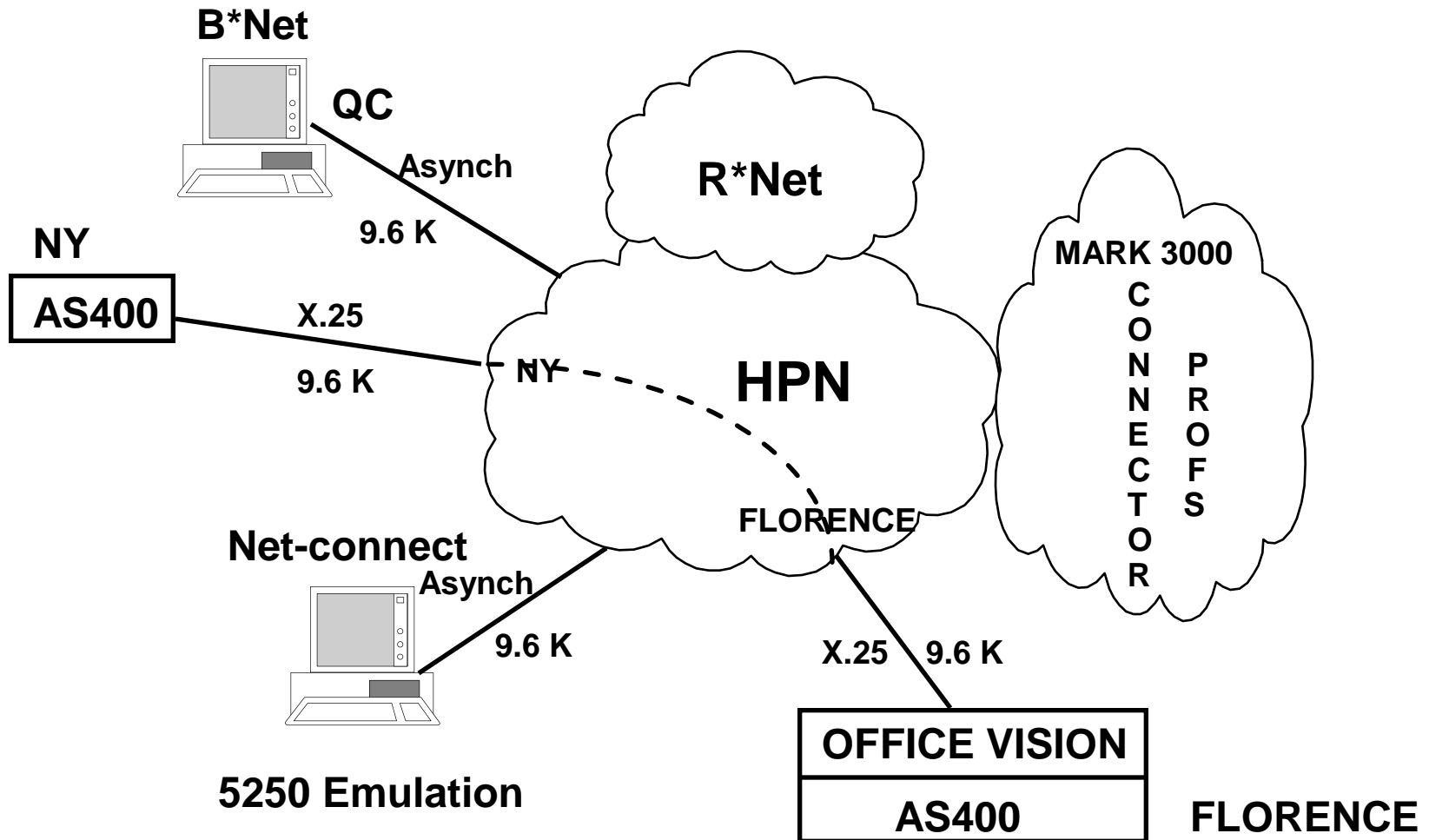
Network performance control, reporting and statistics



- **AS400 connection from FI to NY**
- **E-Mail : B*Net + Connector Office Vision (SNADS)**
- **Shops connection to AS400 in Florence for Order Management**



GE Information Services



The Solution



- ☑ **SNADS connector to link local Office Vision**
- ☑ **One connection only for MNS with NY, E-Mail and shops order management**
- ☑ **Shops with N*C with on-net translation between 3270 and 5250 with keyboard remapping and video management**



↙ INTERNATIONAL

↙ GLOBAL PROJECT (support, HW&SW maintenance ie: ROUTERS, equipment, and lines)

↙ BPS/ECS integration



Project Management

- . WW PTT interface and management (contracts, etc..)
- . Hardware management (buy & maintenance)

Post Sales Technical Support

- . Standard Hot Line (8h x 5d)
- . Customized DEUS Service (24h x 7d)

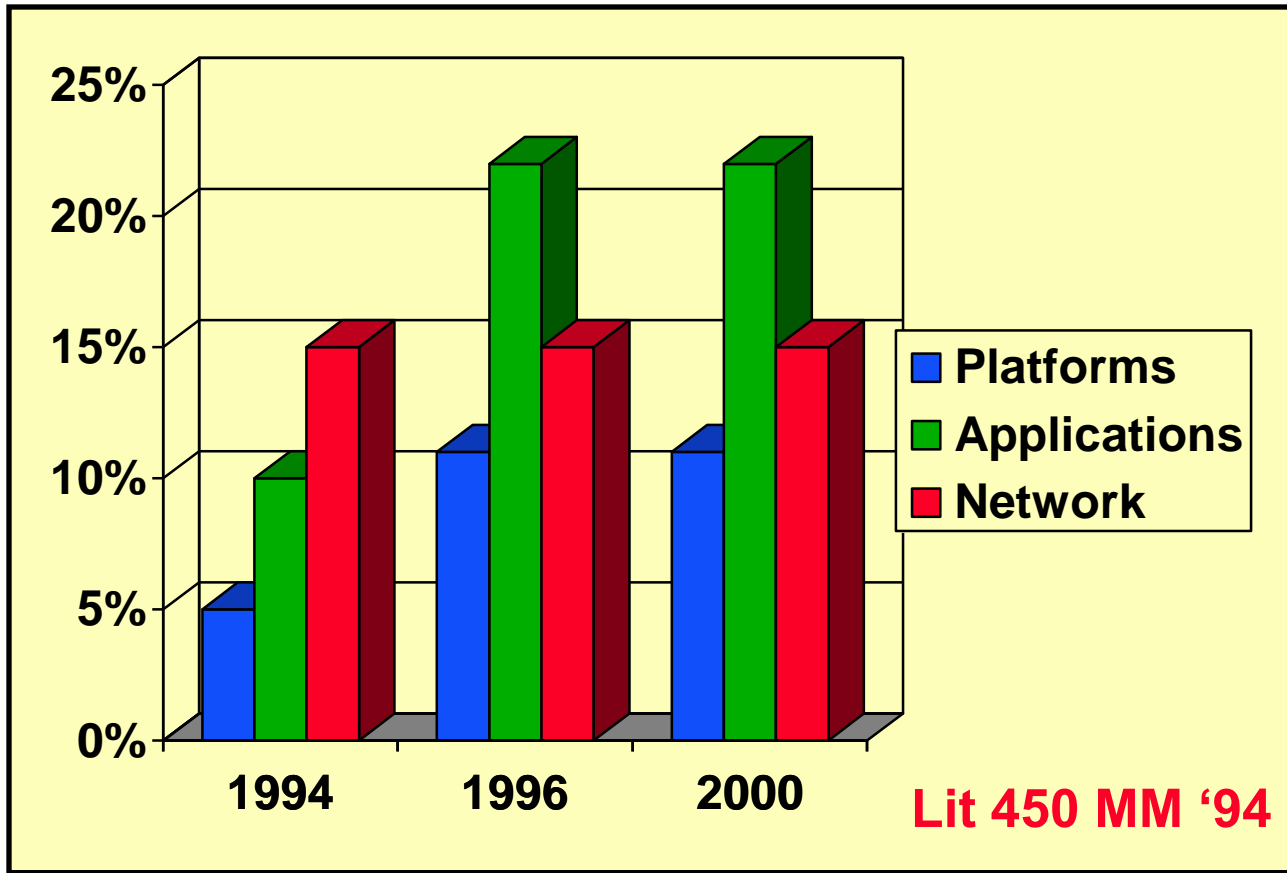
WW Training

- . End User Training
- . Training for Trainers

Network Management

- . Network Monitoring
- . Remote Maintenance





Italian Outsourcing Trend (Input)



- 1) Improve Company focus on Core Business**
- 2) Improve high level competence**
- 3) Accelerate reengineering**
- 4) Risk sharing**
- 5) Frees up resources for 'core business'**
- 6) Frees capital investment**
- 7) Improve liquidity**
- 8) Reduce operative cost**
- 9) Overcome lack of internal resources**
- 10) From fixed to variable cost**



AGIP S.p.A

Benetton

Ferragamo

ENICHEM

Credito Italiano

Banco di Napoli

Foster Wheeler

AGIP Petroli

Bulgari



Thank you!

