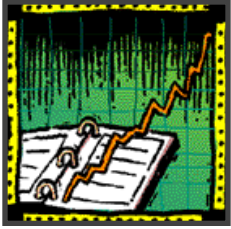


GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**



**Financial
Services**



Network Outsourcing





The Toughest Business Decade in History



“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**

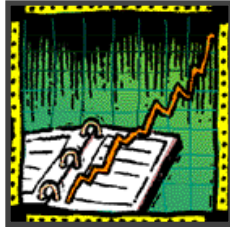
Our Client are Our Judges





GE Information Services

**Business
Productivity
Solutions**



**Value Added
Business
Applications**

**Electronic
Catalogs**

**Buy/Bid
Board**

**Shipment
Mgnt**

**Vendor
Managed
Inventory**

**Advanced
Shipping**

**Competitive
Intelligence**

**Information
Mgnt**

**Electronic
Marketplace**

**On-line
Client
Support**

**Electronic
Payment
Services**

**Risk
Exposure
Mgnt**

SMIP

RXM

**Electronic
Commerce
Core Products**

EDI

E-MAIL

**Information
Manager**

**Directory
Services**

**Third Party
Sources**

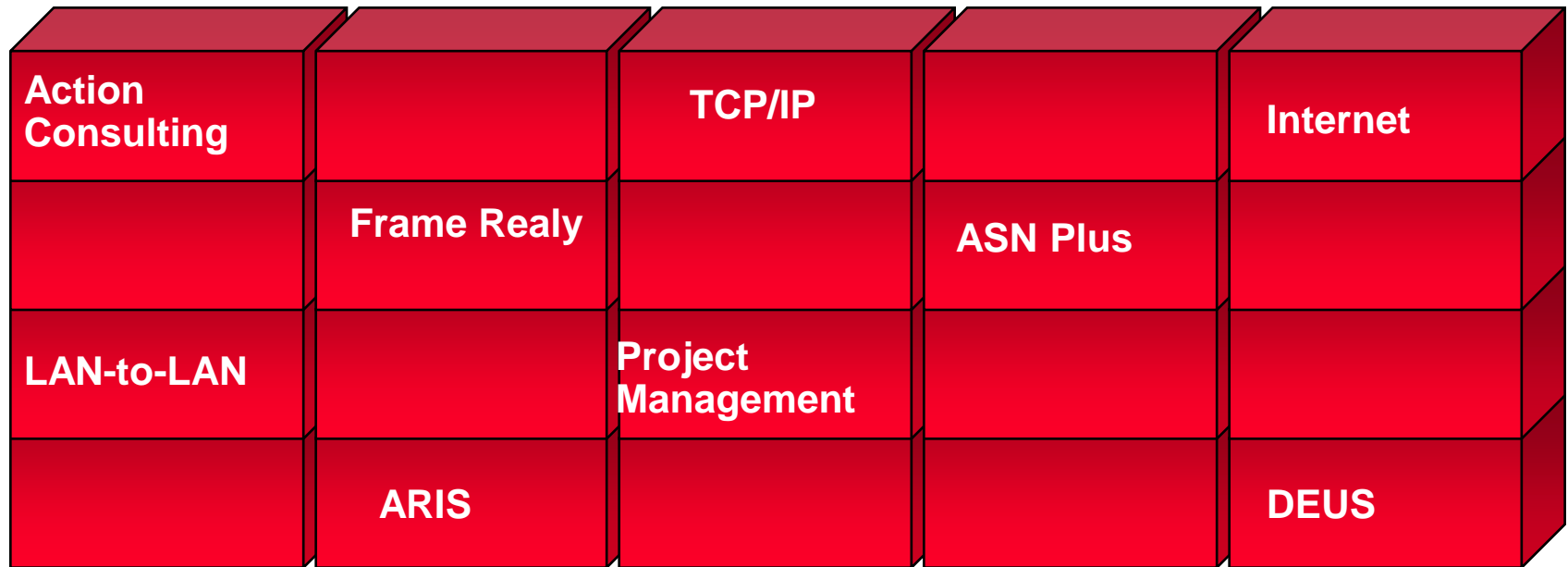
Delivery System

GLOBAL DATA NETWORK

Building Blocks Business Productivity Solutions



A Client Business Solution



The World's Largest Commercially Available Teleprocessing Network

- 4 Supercenters:
Amsterdam, Ohio,
Maryland, Alpharetta
- 23 Network control centers
- 500,000 miles of land
and under sea cables
plus satellite
- Local access from
750 cities worldwide
- Access from more than 100
countries via
Public Data Network





Network Control Centers (NCC's) in:

Cleveland, Ohio

Rockville, Maryland

Amstelveen, The Netherlands



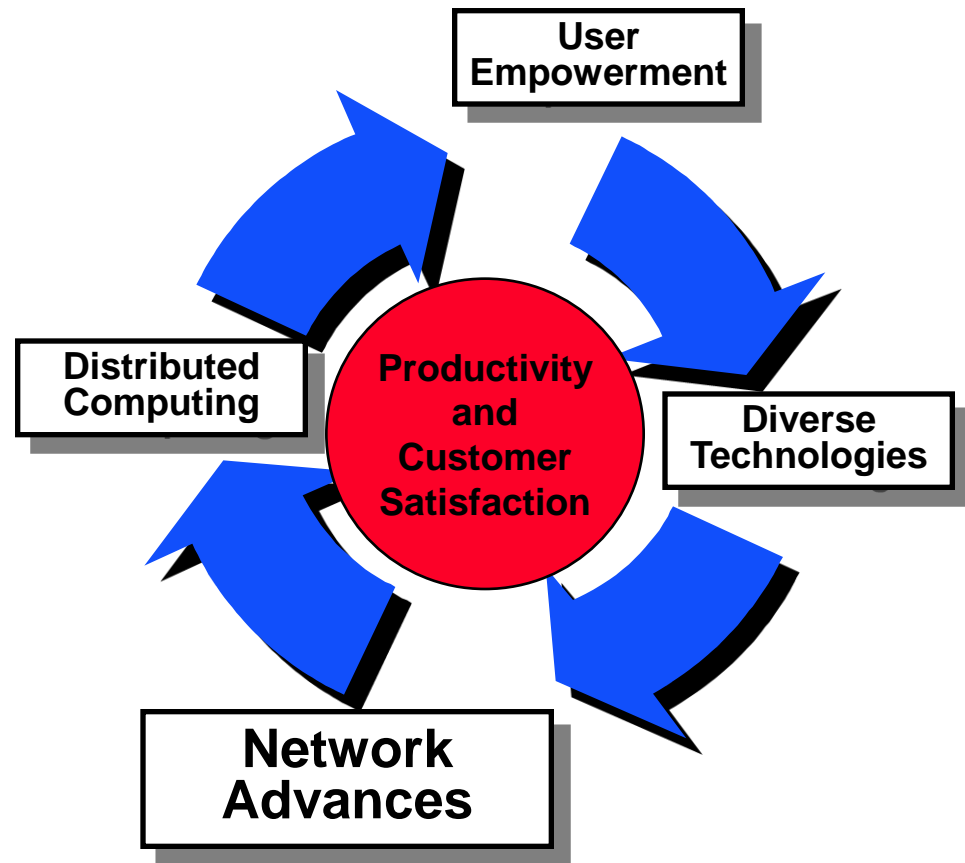
25 NSC=Network Service Center

- Low profile facility
- Access control
- UPS & Generator (where permitted)
- Multiple telephone exchange connections
- Staffed 07:00-19:00 (+ on-call)
- A-B switching & back-up components
- Educated Datacommunications Specialists



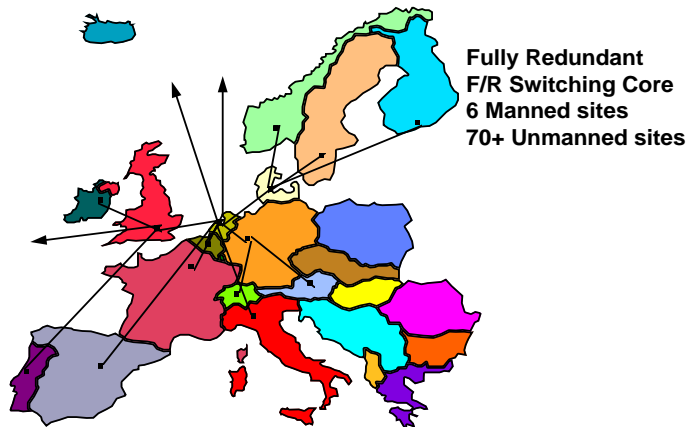
GE Information Services

- Advanced technology – Compression, frame relay, cell relay
- Increased capacity and availability
- Remote/wireless technologies increase application usage
- Fiber being deployed around the world

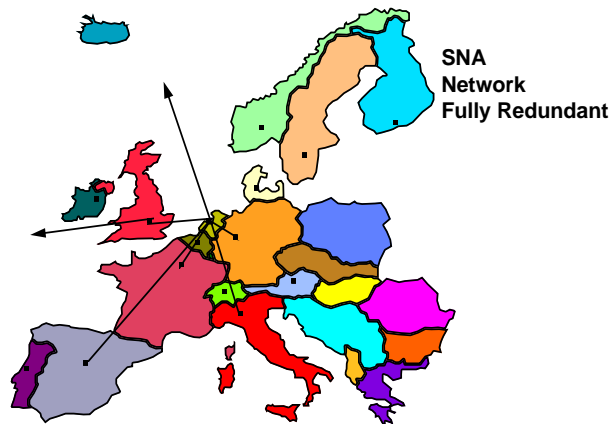


GE Information Services

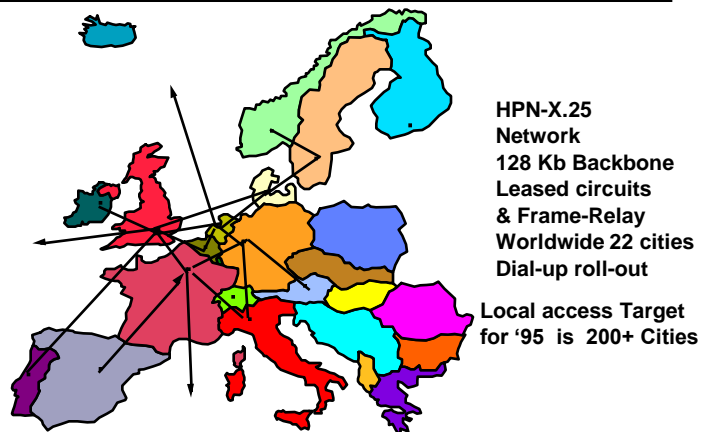
European Proprietary Network



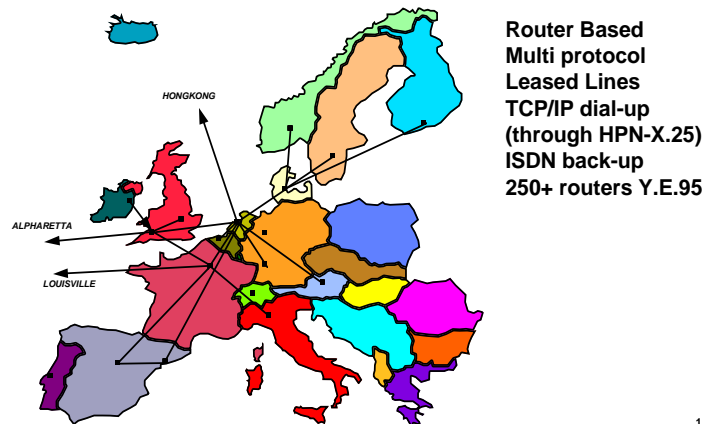
European SNA Network



European High-Speed X.25 Network



European GTN Network



GE Information Services

Red*Net (multi-protocol)

X3,X25,X75,X200,X400,X500
FTAM,FTP standards

Blue*Net (SNA)

3270,3770,3780,LU6.2,APPC,APPN,
T2.1,NDM,RSCS,NCCF/NETVIEW
standards

H.P.N . (high-speed X.25)

Standard X.25 based (Telematics)

GTN (Global Telecommunication Network)

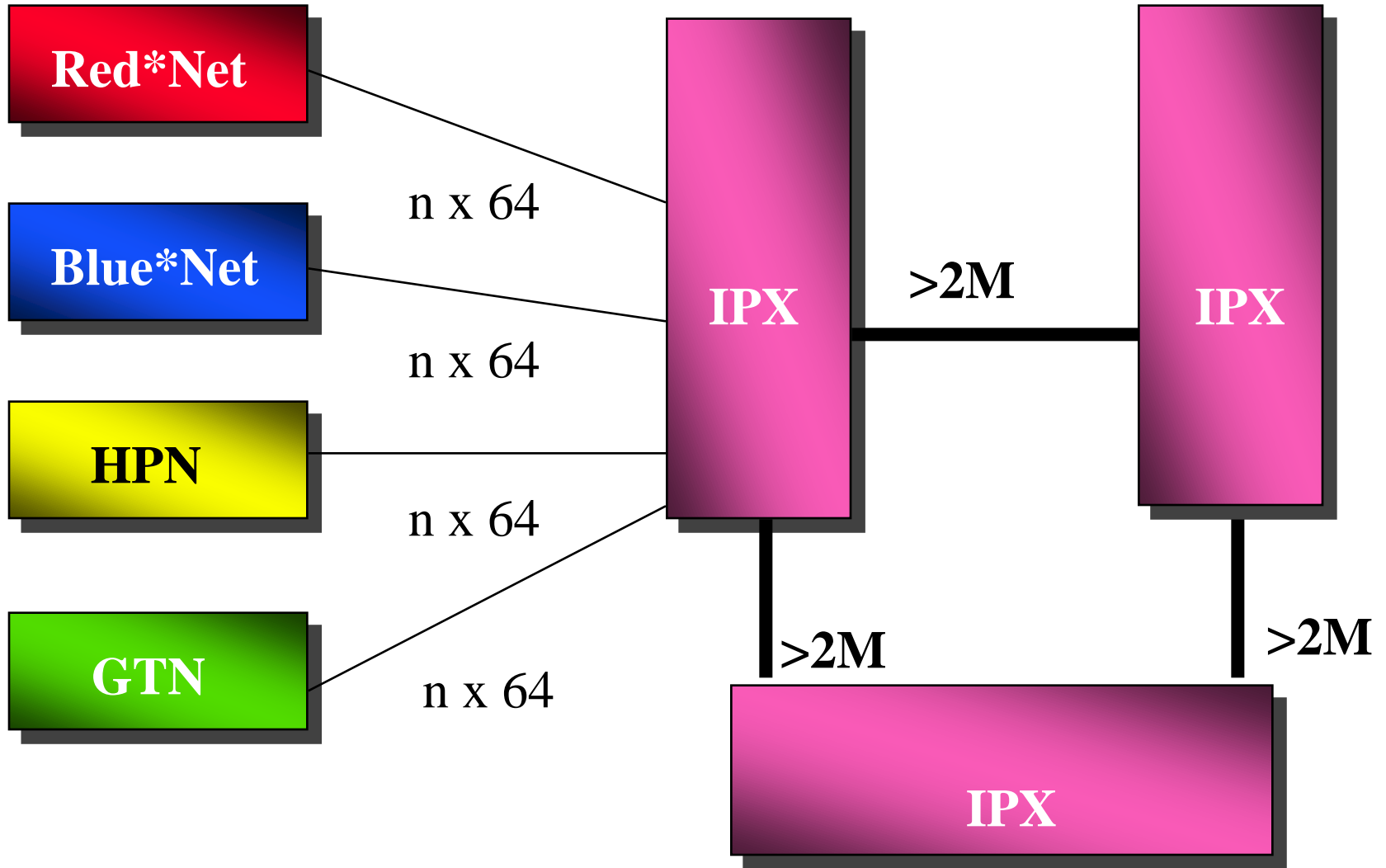
Multiprotocol High Speed Router Based
(=Global*Lan or HPN*LAN)



Currently Four Access Networks using one Backbone

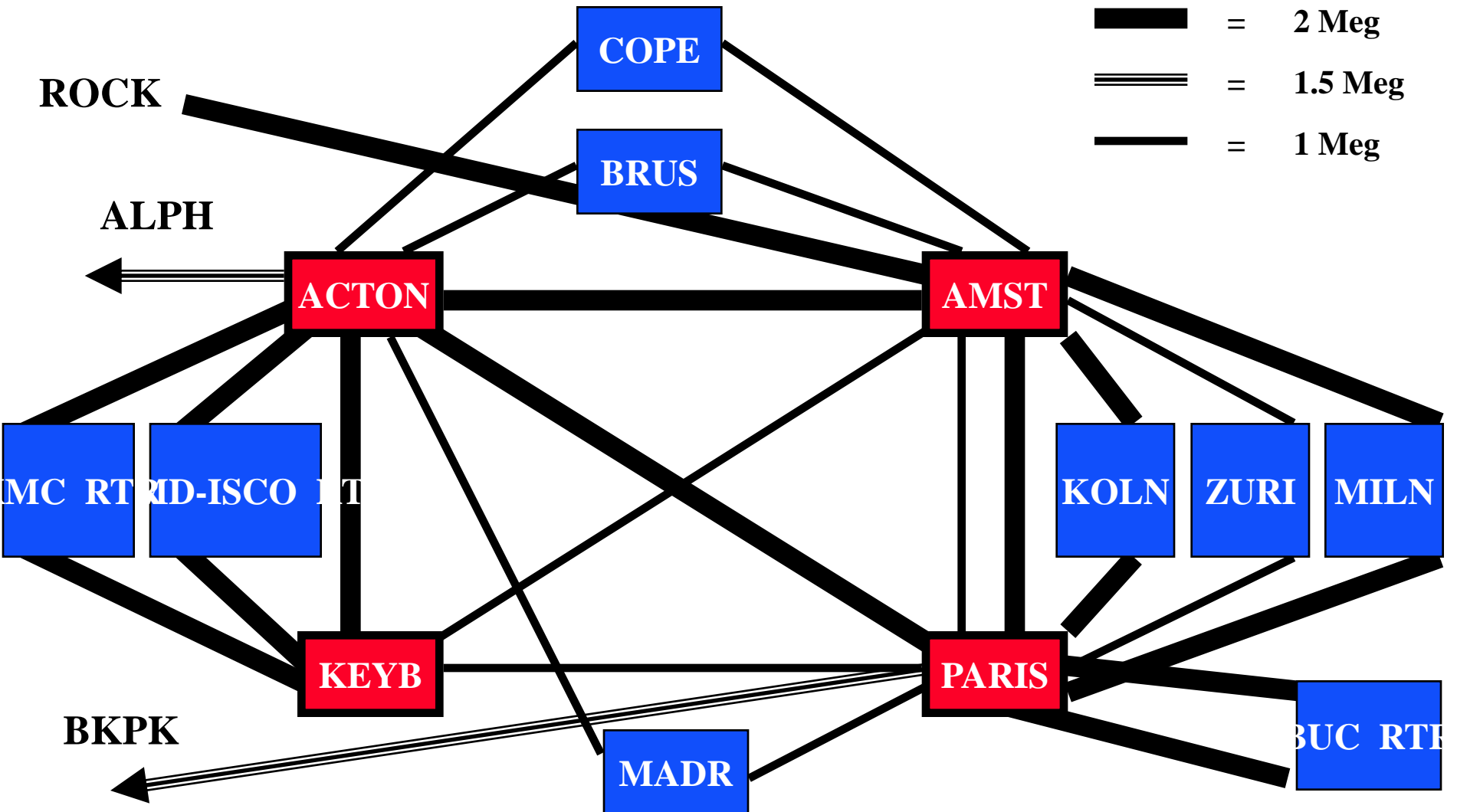


GE Information Services



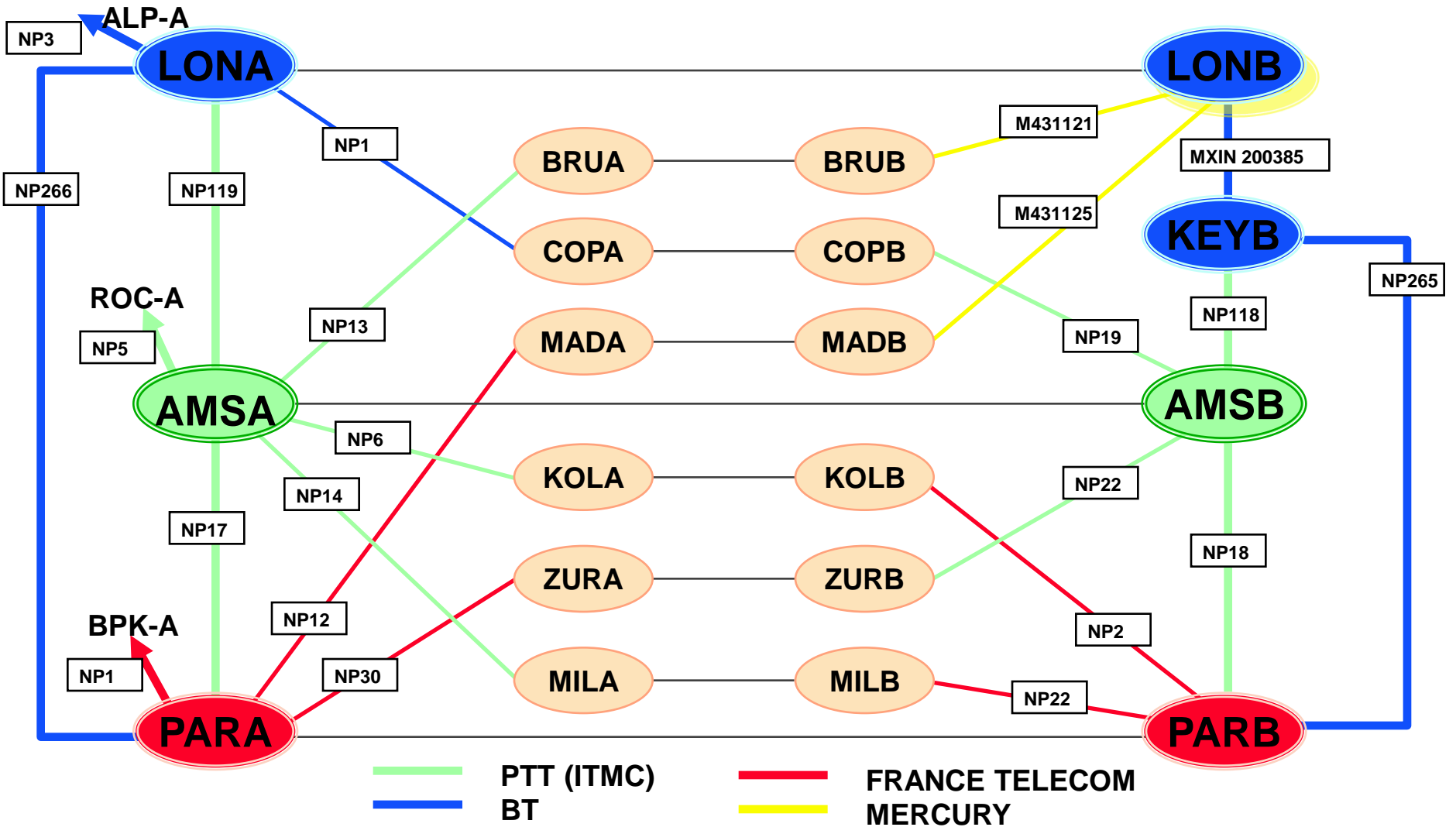
European IPX Network Configuration

GE Information Services



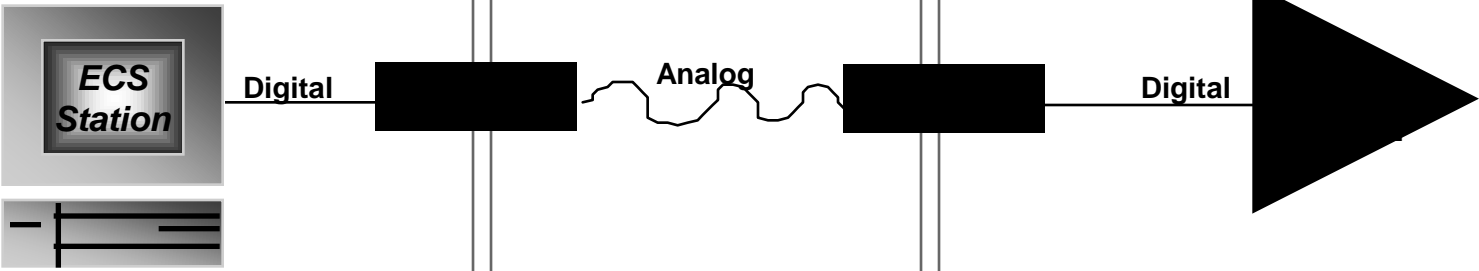
European IPX Network Redundancy

GE Information Services



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

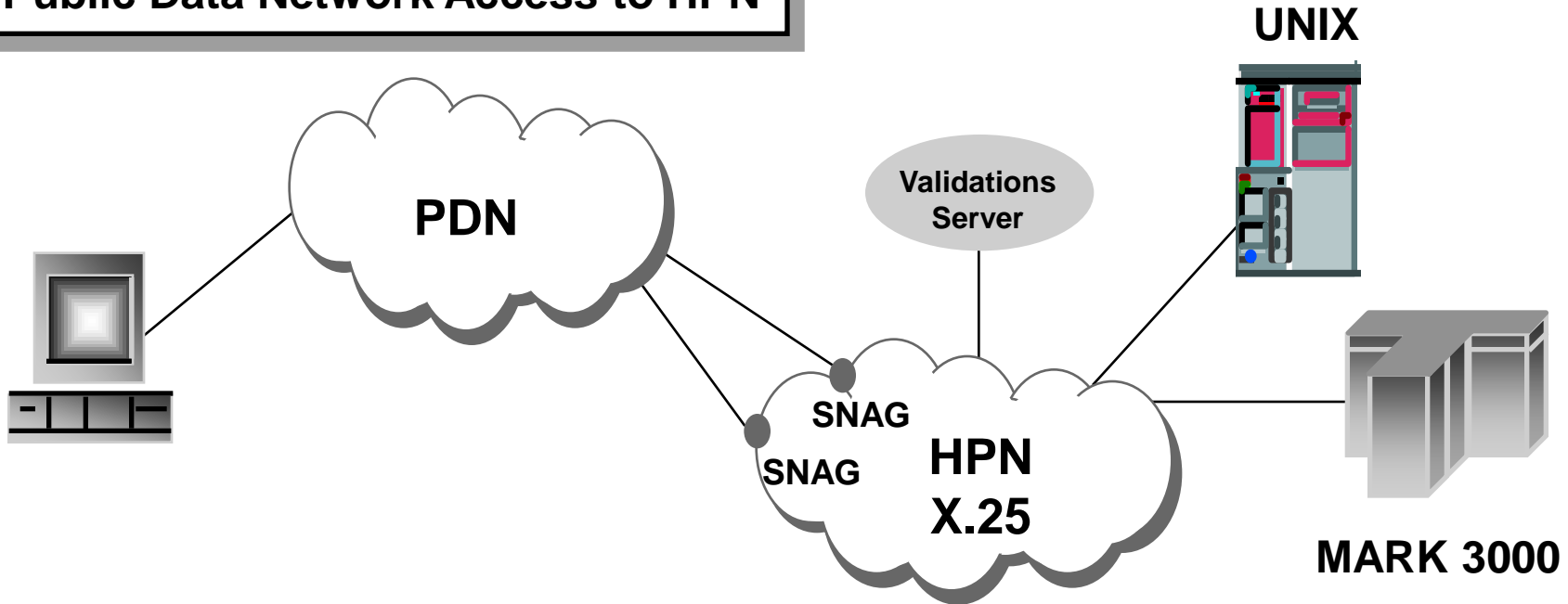


Higher speeds support time critical applications



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Public Data Network Access to HPN



Secure Network Access Gateway

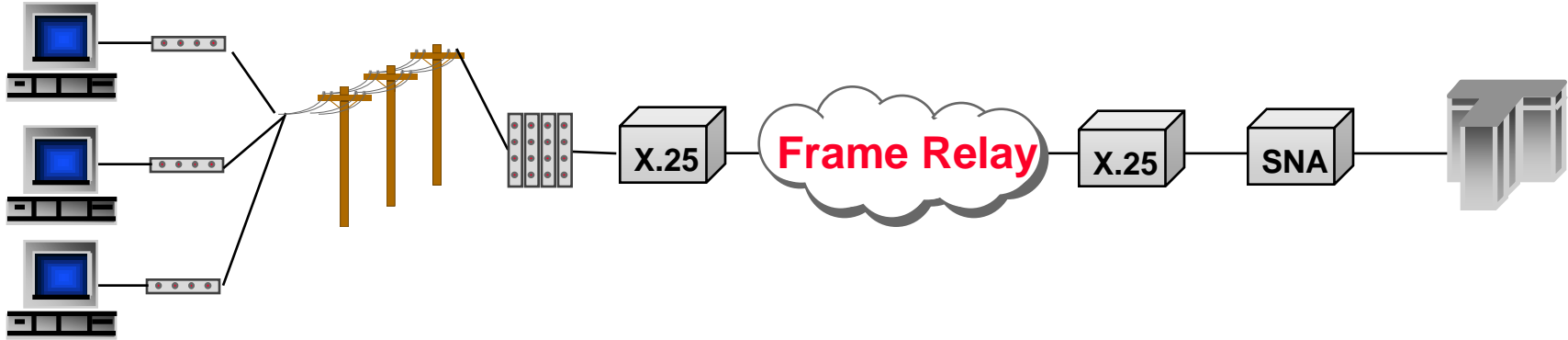
- Software Application which provides HPN Access security for all users coming in via async ports and X.25
- Supports validations, routing and accounting record generation for each PDN session



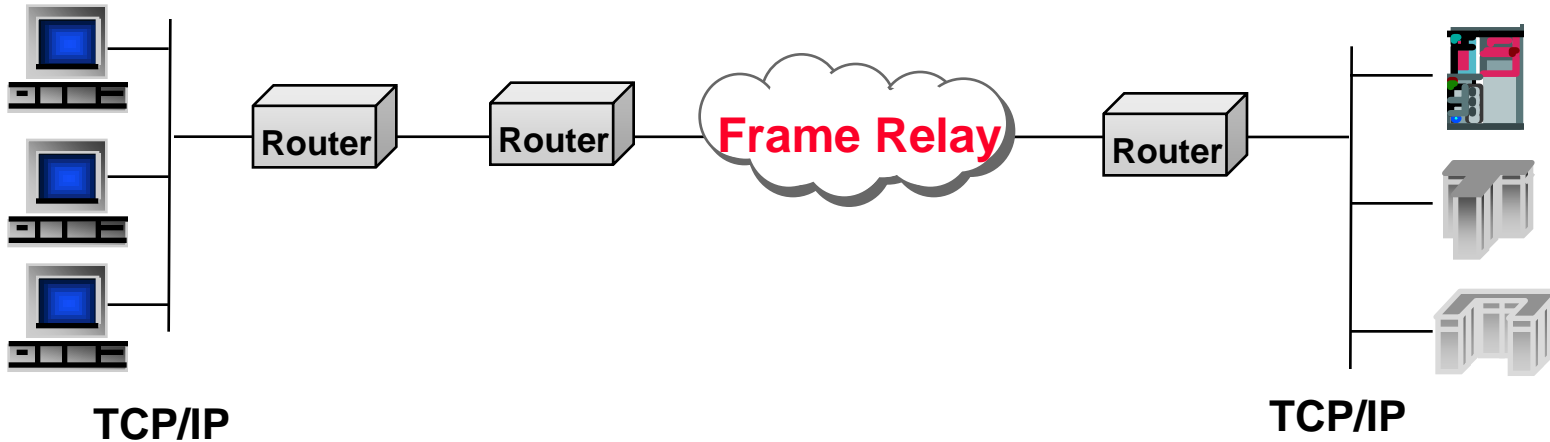
HPN Async Access vs HPN LAN Access

GE Information Services

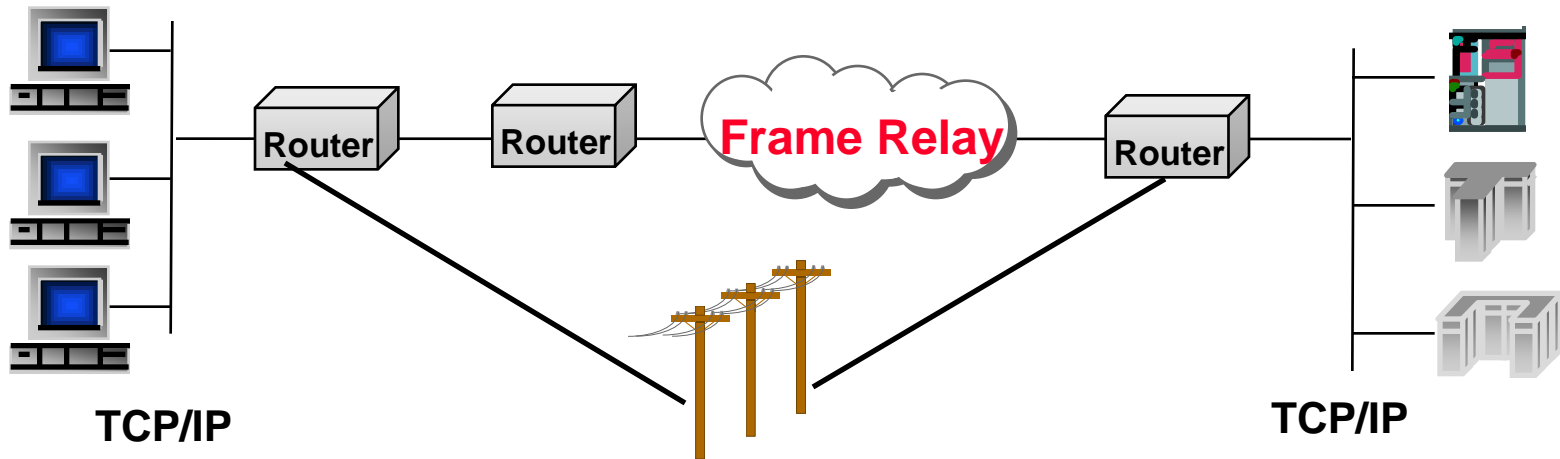
HPN Async access



HPN LAN access



HPN LAN access



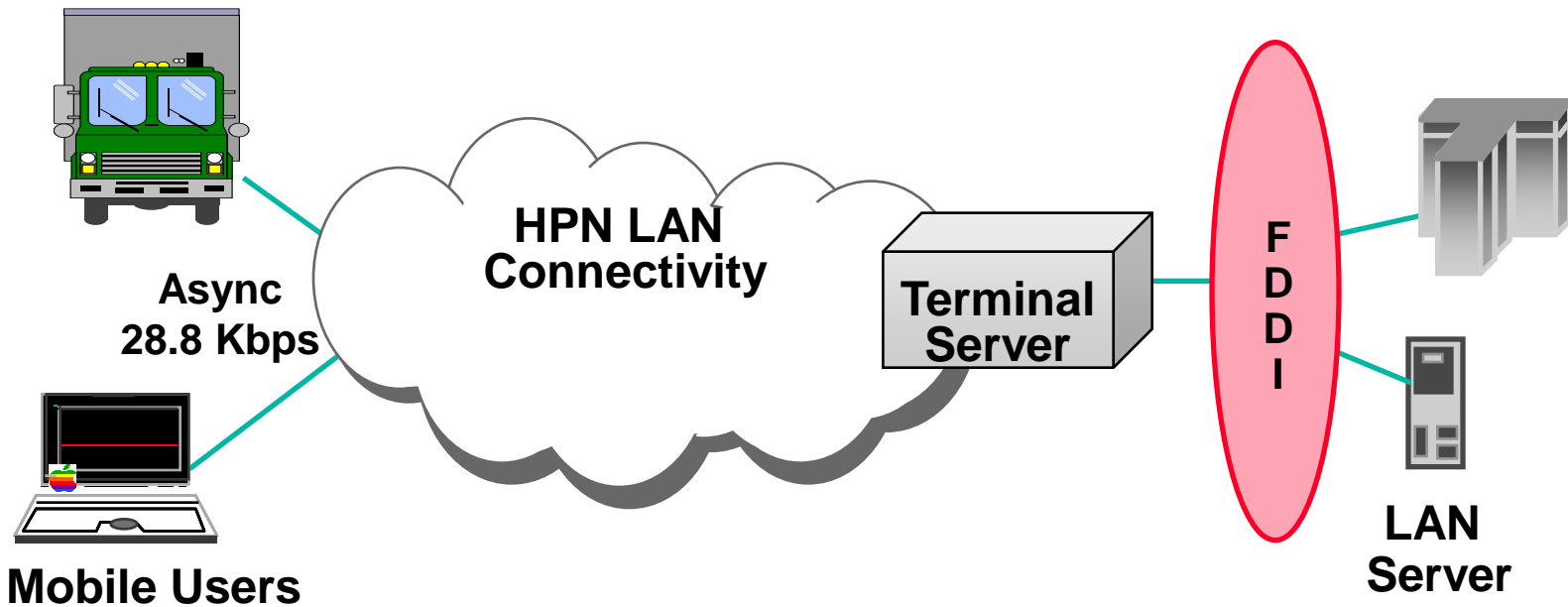
Dial ISDN for back-up/peack demand



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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

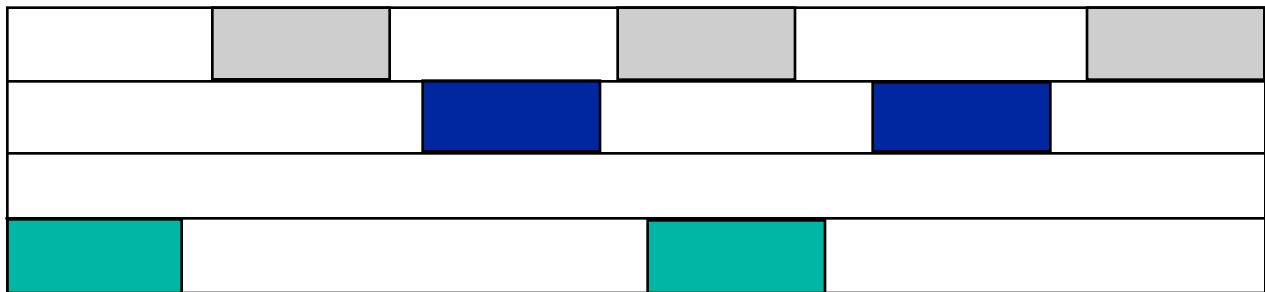
Solution: Provide LAN network protocols over an Async Dial network



Extends LAN applications ...anywhere



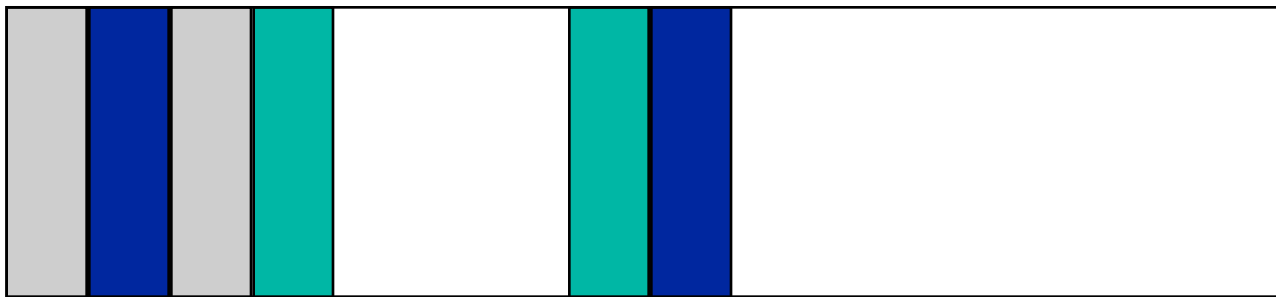
Circuit



Fixed use of bandwidth

Maximum
24 channels
@ 64 kbps

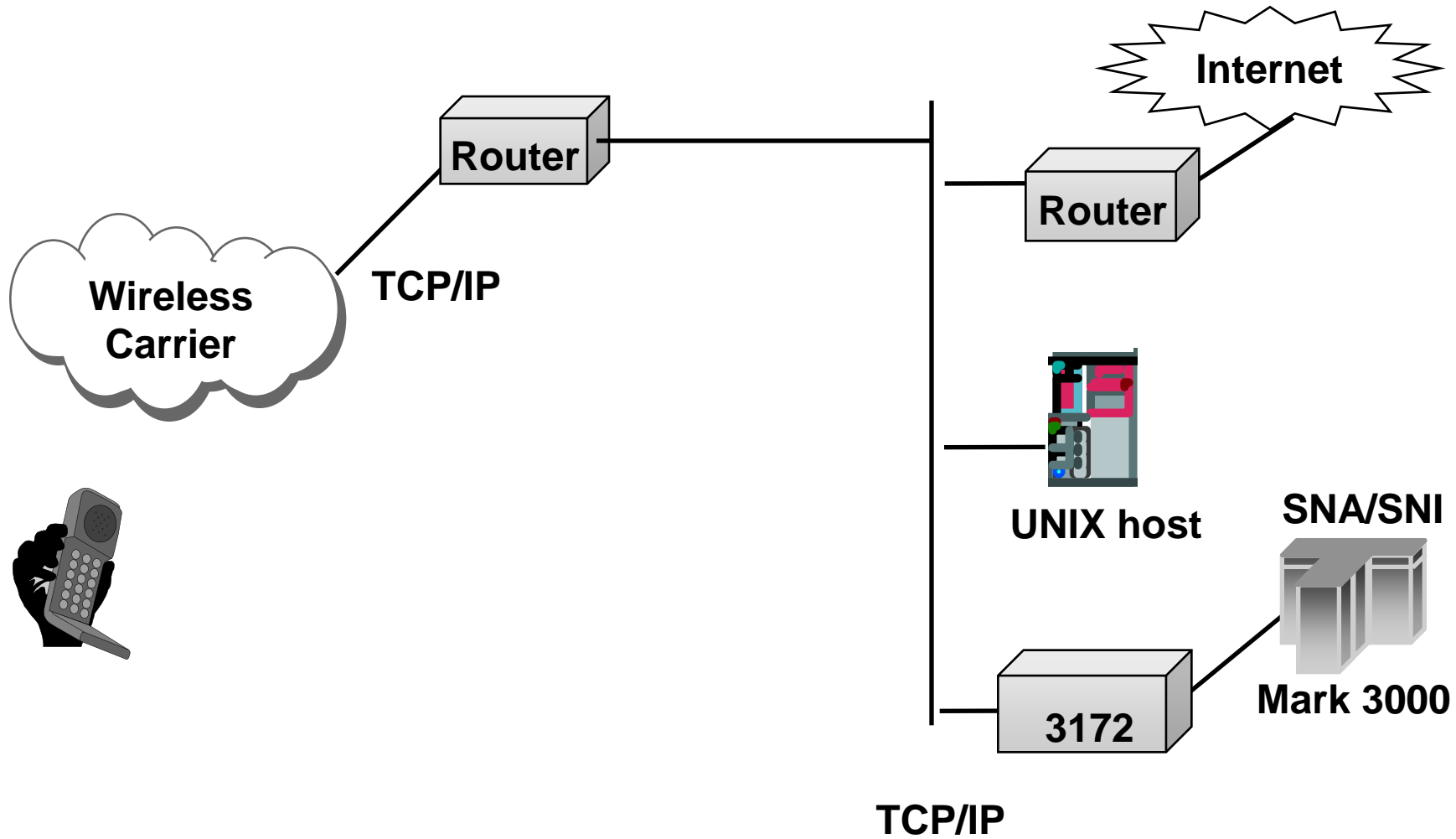
ATM



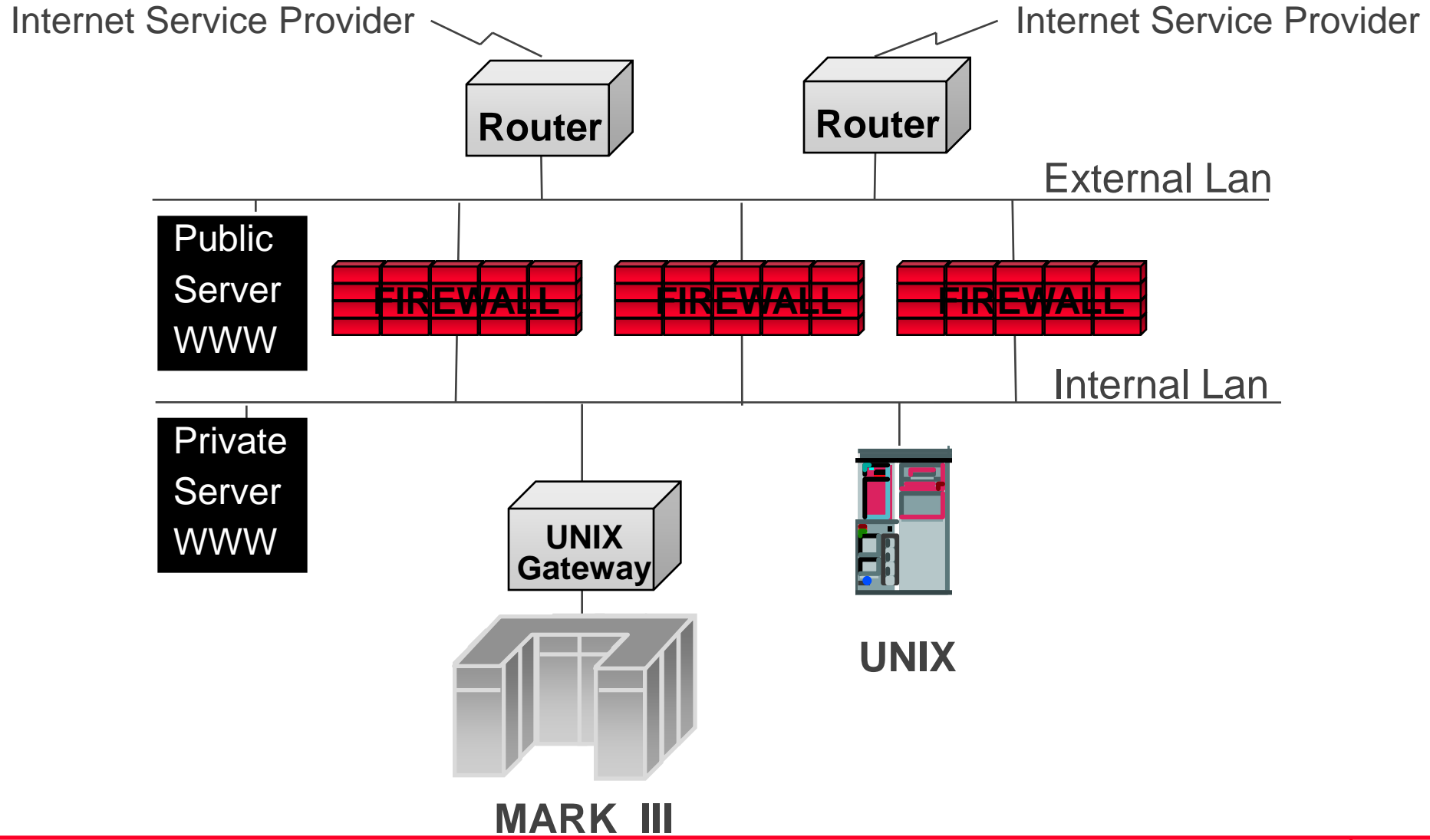
Flexible use of bandwidth

>24 channels
@ 64 kbps





GE Information Services



GE Information Services

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)

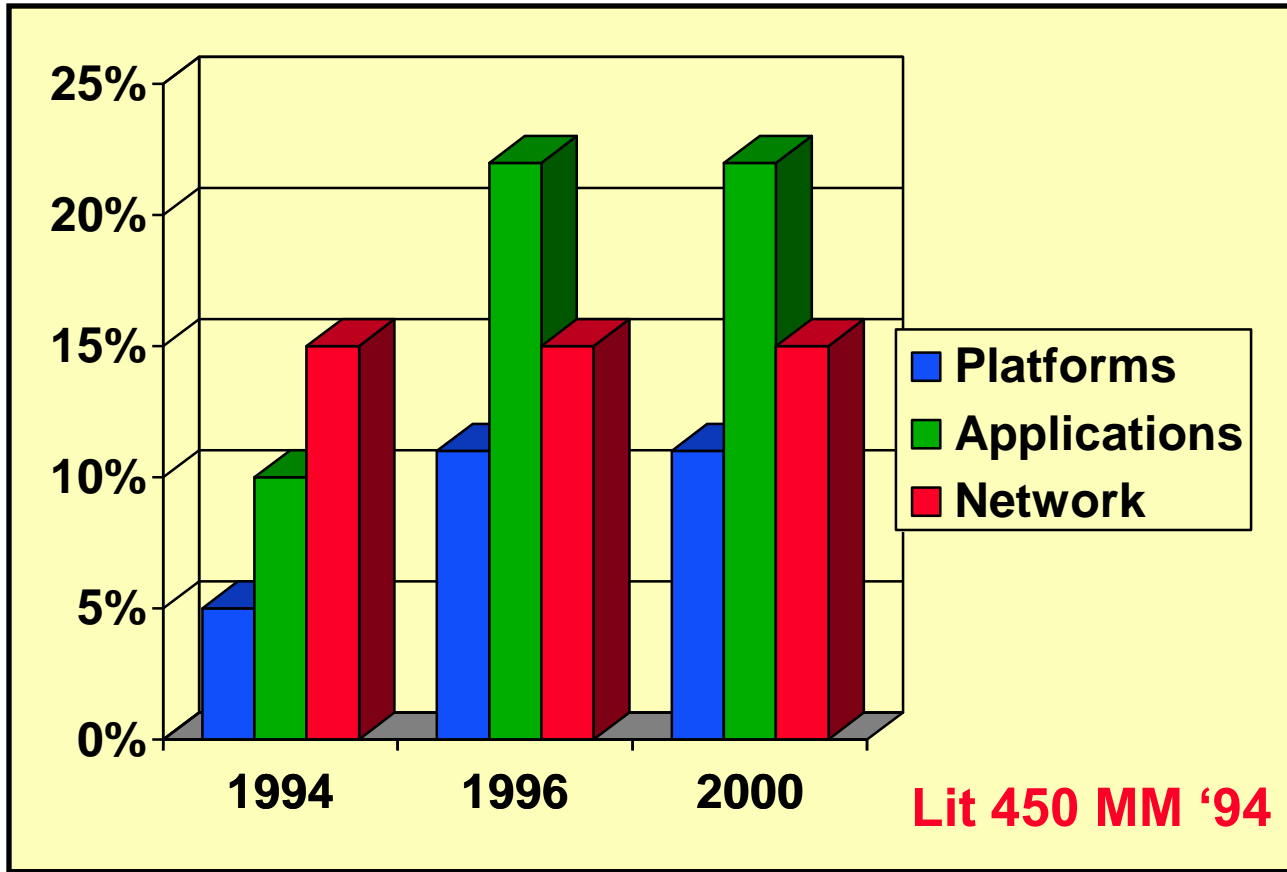
WW Training

- . End User Training
- . Training for Trainers

Network Management

- . Network Monitoring
- . Remote Maintenance





- 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**



Benetton

AGIP

Ferragamo

ENICHEM

Banco di Napoli

Credito Italiano

**Foster
Wheler**

AGIP Petroli

Bulgari



Thank you!

