

*We Bring Good Things to
Life*



Agenda & Goals for Today

Today we will cover:

- ◆ GE Information Services - Who We Are
- ◆ Current GE/SAP Partner Activities
- ◆ GE Enterprise System - the SAP R/3, GE Link



When you leave, you will understand how..

- ◆ GE Information Services Leads in Electronic Commerce
- ◆ GE & SAP Provide the Best Solution for Customers Integrating ERP and EC

The General Electric Company

GE Lighting
GE Appliances
GE Industrial Control Systems
GE Power Systems
GE ED&C
GE Transportation Systems

**Core
Products**

GE Information Services
NBC
GE Capital

Services

GE Aircraft Engines
GE Plastics
GE Medical Systems

Technology

A \$90 Billion Growth Company

GE Information Services

Global Leader in EDI Services

- Number one in U.S. and Europe
- Number two in Asia/Pacific

Source: IDC

Local Presence in 42 Countries

- Global network access from 750 cities in 42 countries
- Public data network access in another 75 countries

Number One in Electronic Commerce Services

- World's largest electronic trading community
- Over 90,000 trading partners and growing

 *Proven Strength and Leadership in Electronic Commerce*

GE Electronic Commerce Solutions



Industry Watchers Applaud GEIS

“GEIS has jumped ahead of such companies as IBM, Microsoft, and Netscape to lead the race into business-to-business Internet commerce.”

Forbes Magazine, March 1997

“GEIS is moving quickly to broaden its beachhead on the Internet.”

Fortune Magazine, July 1997

“GE clearly aims to be a major E-commerce player.”

***Information Week Magazine
January 1997***


“When GE does something, businesses everywhere pay attention. And GE is doing Internet electronic commerce in a big way.”

Economist Magazine, May 1997

GE TPN rated #3 commerce site on the Web.

PC Week Magazine, January 1997

GE Information Services Actively Participates with SAP

- ◆ Exhibit at SAPPHIRE
 - ◆ Involved with ASUG
 - ◆ Completed ALE and IDOC certifications for GE Enterprise System (message broker)
 - ◆ Joining Industry efforts with focus on Retail, CPG, & Automotive
 - ◆ Attended SAP Partners Congress in Berlin
-  **Recognized as BAPI certified Partner**

GE Information Services Successful With SAP Across Many Industries

Oil & Gas

Amerada Hess
Shell Services

Aerospace & Defense

Lockheed Martin

Healthcare

Allegiance (Baxter)

Retail

Polaroid
Monet

CPG

Procter & Gamble
Gillette

Manufacturing

Eastman Kodak
James River

Electronics

Motorola
AMP

Customers Drive Convergence of ERP & EC

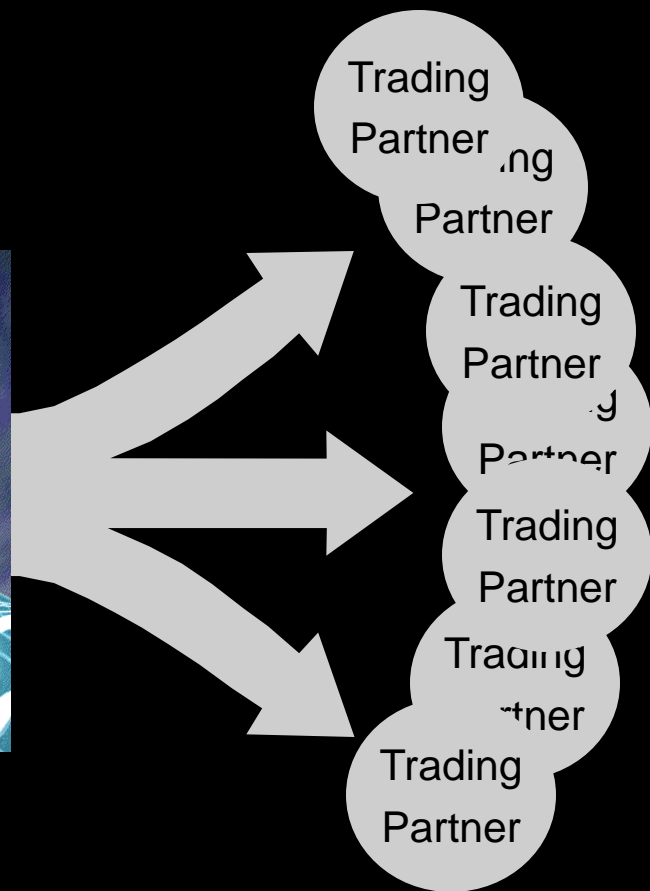
- Quickly **EC-enable** new business applications
- Quickly **expand Electronic Commerce reach**
- Be ready to leverage the **Internet**
- Establish a **global and unified EC** infrastructure
- Quickly and effectively **switch platforms** without disrupting existing operations
- Untangle the complexity of **application integration**



"In production planning, we would like it if our **SAP system was linked directly with our suppliers and information was passed automatically,**" says Steve Grossmann, SAP implementation manager at **Amoco**, in Chicago.

"Companies are linking enterprise systems to the apps of their suppliers and customers. **ERP giants such as SAP and Baan say the cross-enterprise phenomenon is just beginning.**"

GE Enterprise System Enables EC to Converge with SAP R/3



GE provides a **message broker** solution - Enterprise
The fastest way to EC enable an SAP implementation

GE Enterprise System

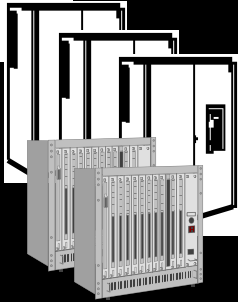
- ◆ GE's Enterprise System software provides comprehensive client-site message broker services
- ◆ The Enterprise System includes extensive "any to any" message translation through its mapper/translator, Application Integrator



- ◆ The Enterprise System provides IDOC and ALE integration between a customer's SAP R/3 and his/her external business partners
- ◆ The Enterprise System supports both legacy EDI applications & SAP initiatives
- ◆ Enterprise comes packaged with both software and systems integration services

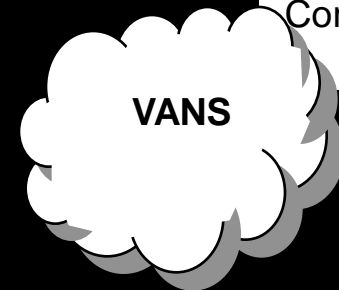
Current Environment Has Technology & Corporate Boundaries

Corp. Business Applications



Corporate

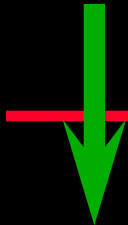
Corp. Business Partners



High Speed
High Volume
Direct Connects

Business Re-engineering:

- "ERP"
- WorkFlow
- Data Warehousing



Technology

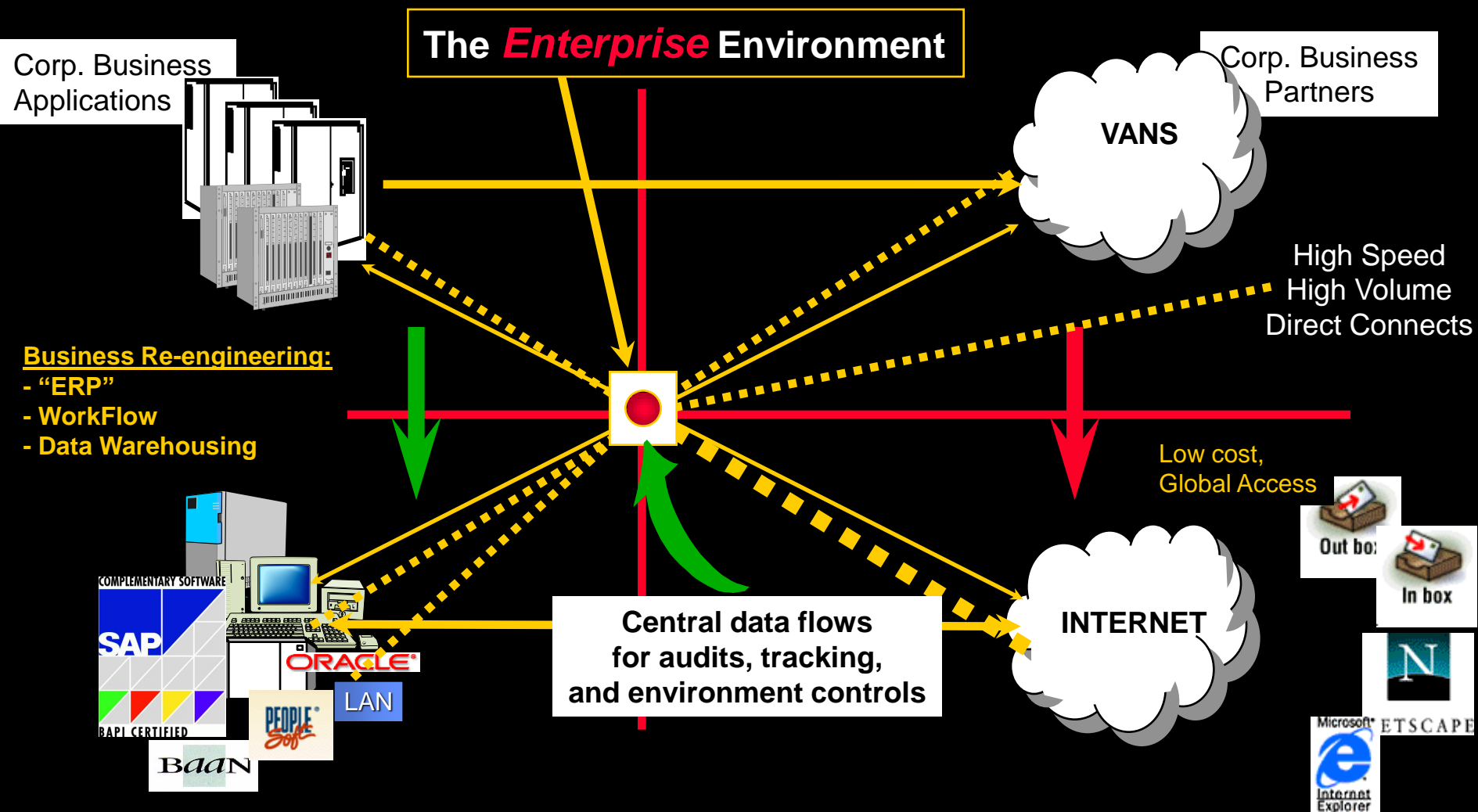


INTERNET

Low cost,
Global Access



Enterprise extends the solution set ...



4 Quadrant, 360° Coverage

Benefits of Integration

1. Rapid and Complex Data Integration Options

Legacy Applications

Local and Global internal information sources, Legacy based, and Open Systems

Traditional EDI
VANS
Direct Connects
FAX
Proprietary File Transfer

2. Immediate reach to installed partner base

technology axis

4. End to end tracking and control

Internet
Browser based forms
Browser based files
Browser based EDI
SMTP/MIME

3. Universal reach to extended partner base



ERP Applications

corporate boundary

Internet Communications

Enterprise System Summary

- ◆ **Rapid Integration**
faster ramp means faster ROI.
- ◆ **Central tracking and controls**
higher productivity, lower costs
- ◆ **Legacy investment protection**
- ◆ **Expanded EC via Internet**
- ◆ **Flexible “Any to Any” mapping on a variety of platforms**



GE's Enterprise System

An information architecture linking companies' SAP R/3 applications with their business partners

SAP & GE Address Corporate IT Needs



- ☒ Aligning IS and corporate goals
- ☒+ Capitalizing on advances in IT
- ☒ Using IT for competitive breakthroughs
- ☒+ Creating an information architecture

- ☒ Integrating Systems
- ☒+ Updating obsolete systems
- ☒+ Using the Internet and the World Wide Web
- ☒ Expanding Electronic Commerce

Key:

☒ SAP

☒ GE Information Services

☒+ Both SAP & GEIS

**Let's Get
ON TARGET**



**Best
ERP/EC Solution**



SAP



ERP/EC Partnership



GE Information Services

Together

GE Information Services ...
internetworking the
global
enterprise



Let us show you how we can complement your SAP R/3 solution
with our proven electronic commerce capabilities

Message Broker
GE Enterprise System

Translation
Application Integrator

For more information about our electronic commerce
solutions visit us at www.geis.com or call
1-800-560-GEIS