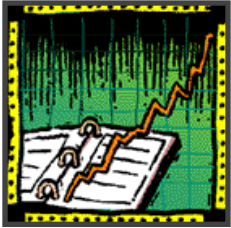


GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**



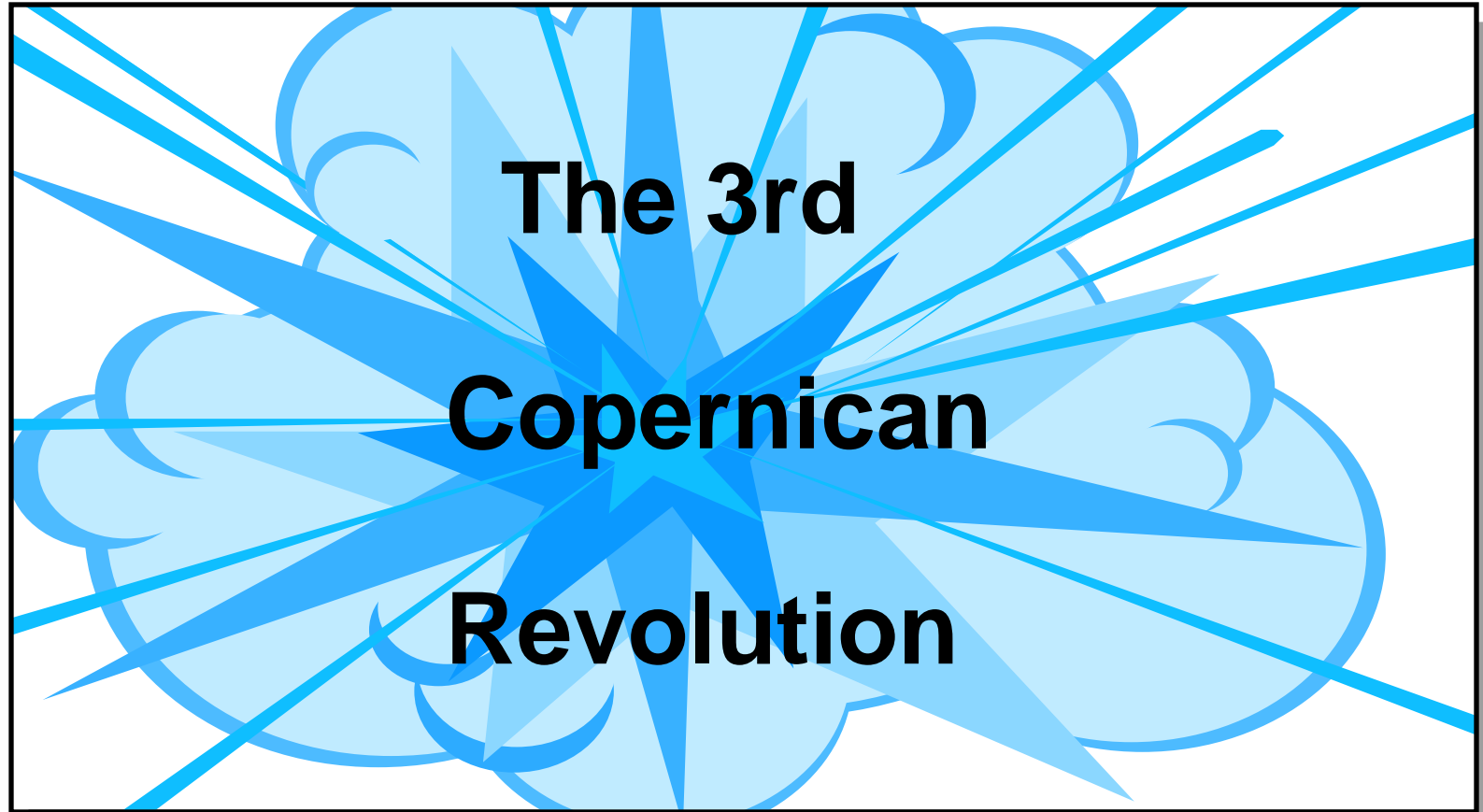
**Financial
Services**





The Toughest Business Decade in History

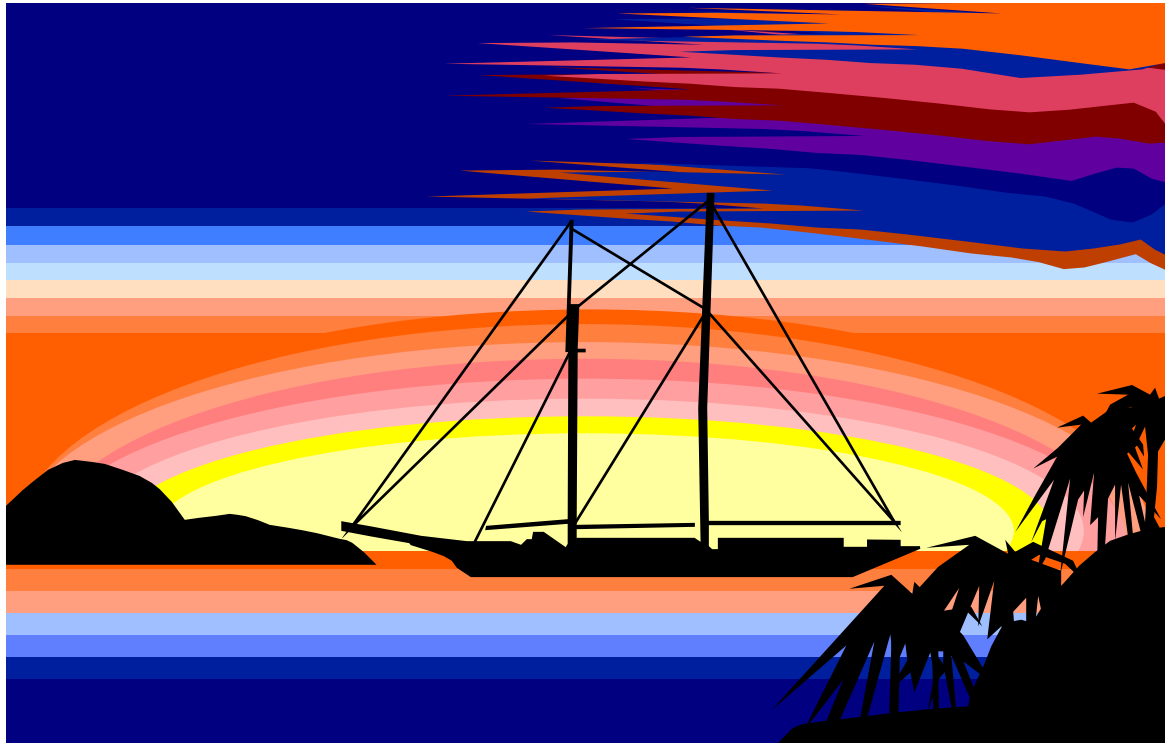




The Solution?



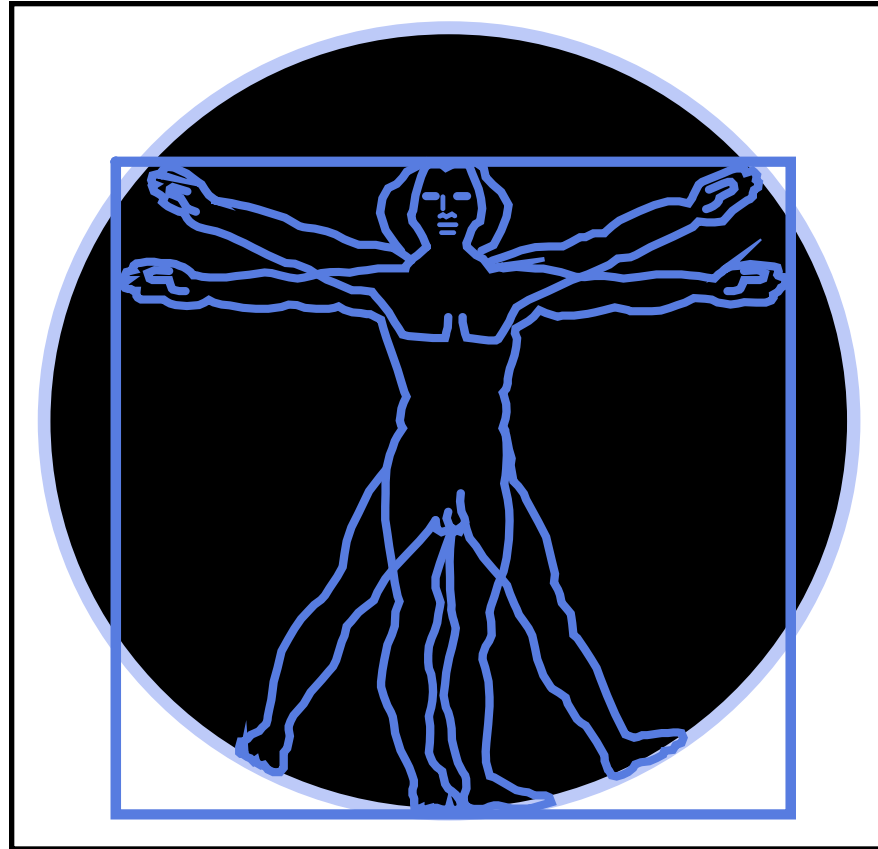
Putting the SUN to the center of Solar System



Instead of the Earth as before Copernicus



Putting the MAN to the center of Information System



Instead of the Technology



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



Instead of its own Success



“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



**Winning in this climate demands
Significant Productivity Improvement
across client business processes**



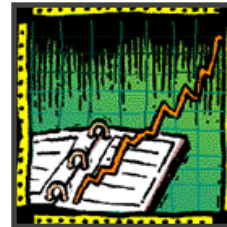
**Purchasing/
Procurement**



**Inventory
Management**



**Logistics
Management**



**Direct Sales
Force**



**Channel
Management**



**Streamline Information Flow and Strengthen
Links with Partners, Suppliers and Clients**





Dedicated to Clients Success

means for GEIS to translate

“Significant Productivity Improvement” into:

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



That's why we have :

1) To understand their business

2) To identify business processes which improve consistently their productivity

3) To provide on time Applications to solve identified business needs



Industry Expertise

Process Knowledge

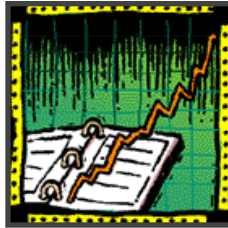
Time-to-Market

Three steps strategy

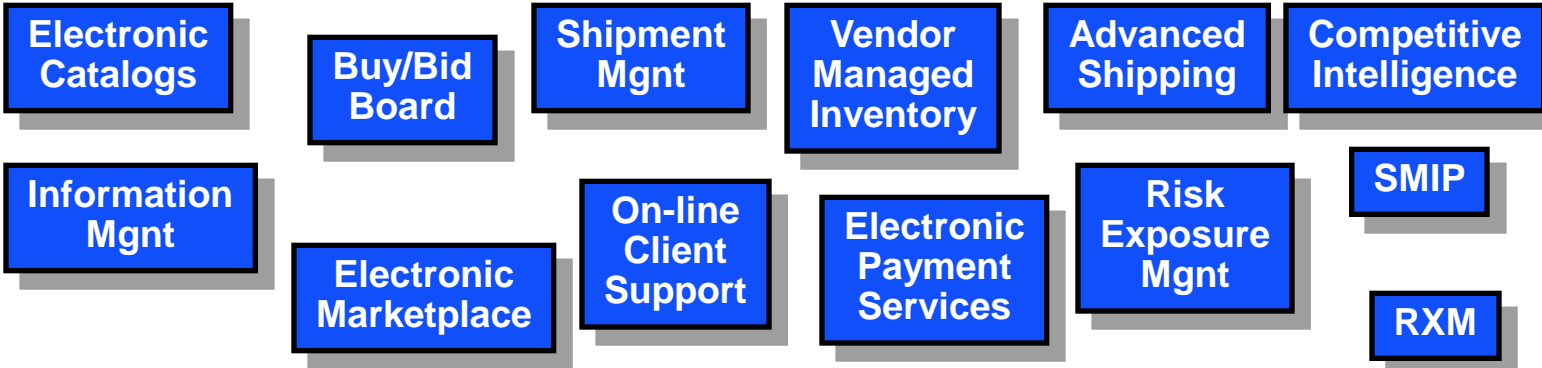


GE Information Services

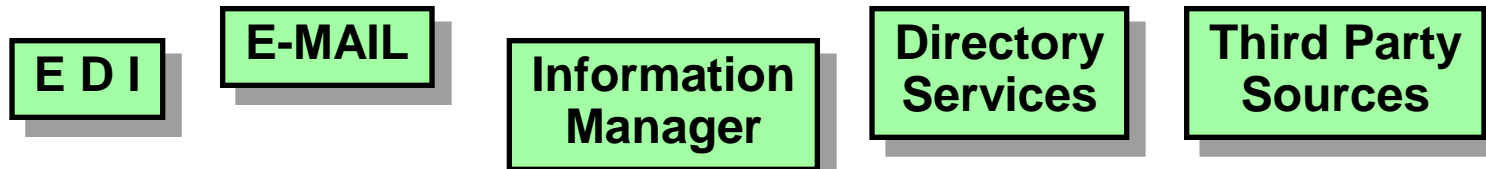
Business Productivity Solutions



Value Added Business Applications



Electronic Commerce Core Products



Delivery System



Building Blocks Business Productivity Solutions



A Client Business Solution

Action Consulting		TCP/IP	EDI	Internet
	BNET		ASN Plus	
LAN		Project Management		VMI
	ARIS	EPS		DEUS





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**





Thank you!

