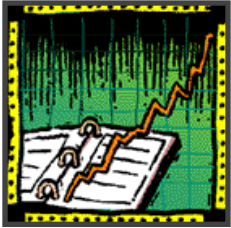


GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**



**Financial
Services**



InterBusiness Partner



Major Components

**Business
& Technical
Consulting**

**Systems
In-House
Integration**

**Ramp
services**

**Support
Services
(DEUS)**

Browser

**Application
Software**

Network



Major Services

E-Mail
(SMTP/
POP3)

Bulletin
Boards

Directory
Services

Web Pages
(Public &
Private)

Legacy
System
Access
(TN3270)

HTML
forms (a)

Administra
tion

Product
Catalog(a)



Major Access Options

Private
PPP dial
network

Private
TCP/IP
dedicated
network

Public PPP
dial
network (a)

Private with
additional
Security (a)

Public
with
additional
security(a)



GE Information Services

Basic Service:

- Mail
- Basic Directory Services
- Bulletin Boards
- Private Home Pages
- Public Home Pages
- HTML Forms
- Legacy Access (TN3270)
- Administration

for up to 500 users:

- 1Gbytes
- 128 Kbps dedicated link

**\$8,000 / month
plus \$10 / user / month**



- | | |
|---------------------------------------|------------------------------|
| - Additional 64 Kbps link | \$2,500 / month |
| - Dial PPP | \$ 7.50 / hour |
| - Browser | \$ 25 one time / user |
| - Browser customization | \$ 30,000 one time |
| - Product Catalog (1000 items) | \$3,500/month |



GE Information Services

250 Users :
- 50 LAN users
- 200 dial PPP users

| | |
|--------------------------------------|----------------|
| 1. Consulting (business & technical) | \$50k |
| 2. Software (Netscape) 250x\$25 | \$6.25k |
| 3. Ramp support (\$25x250) | \$6.25k |
| ----- | |
| TOT UFF | \$62.5k |

| | |
|--------------------------------------------------|--------------------|
| 1. Service | \$8k/month |
| 2. \$10 x 250 users | \$2.5k/month |
| 3. Network for 200 users (5 hours/user/month) | \$7.4k/month |
| ----- | |
| On going | \$18k/month |

First Year Revenues: \$270k
On Going Revenues: \$210k



Thank you !

