

Unlocking The Assets Value by Digital Industrial Transformation

当智慧“预见”机器

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Our World is Changing Rapidly



Wave 1: WWW
Connecting PCs

350M PCs



Wave 2: Mobile/Cloud
Connecting People

2.32B Annually



Wave 3: IoT
Connecting Everything

50B by 2020

\$6.8T | \$700B

Over next 10 years

APM driven



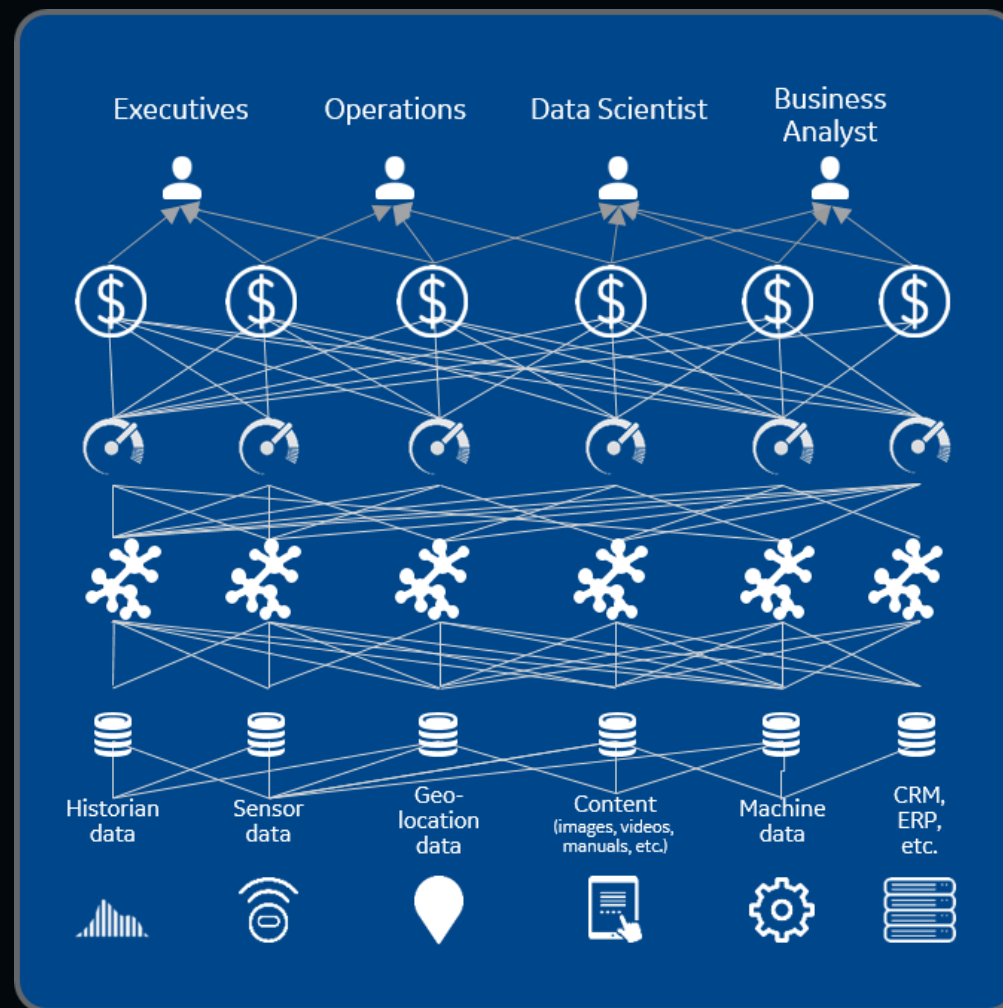
A large industrial turbine, likely a gas turbine, is shown in a close-up, low-angle perspective. The turbine's complex internal structure, including various blades and vanes, is visible. A semi-transparent white rectangular box is overlaid on the center of the image, containing text in a bold, blue, sans-serif font. The background is dark, emphasizing the metallic components of the turbine.

**One Turbine
500 GB of data
every day**



This Brings New Opportunities for Industry

Contextualize Data



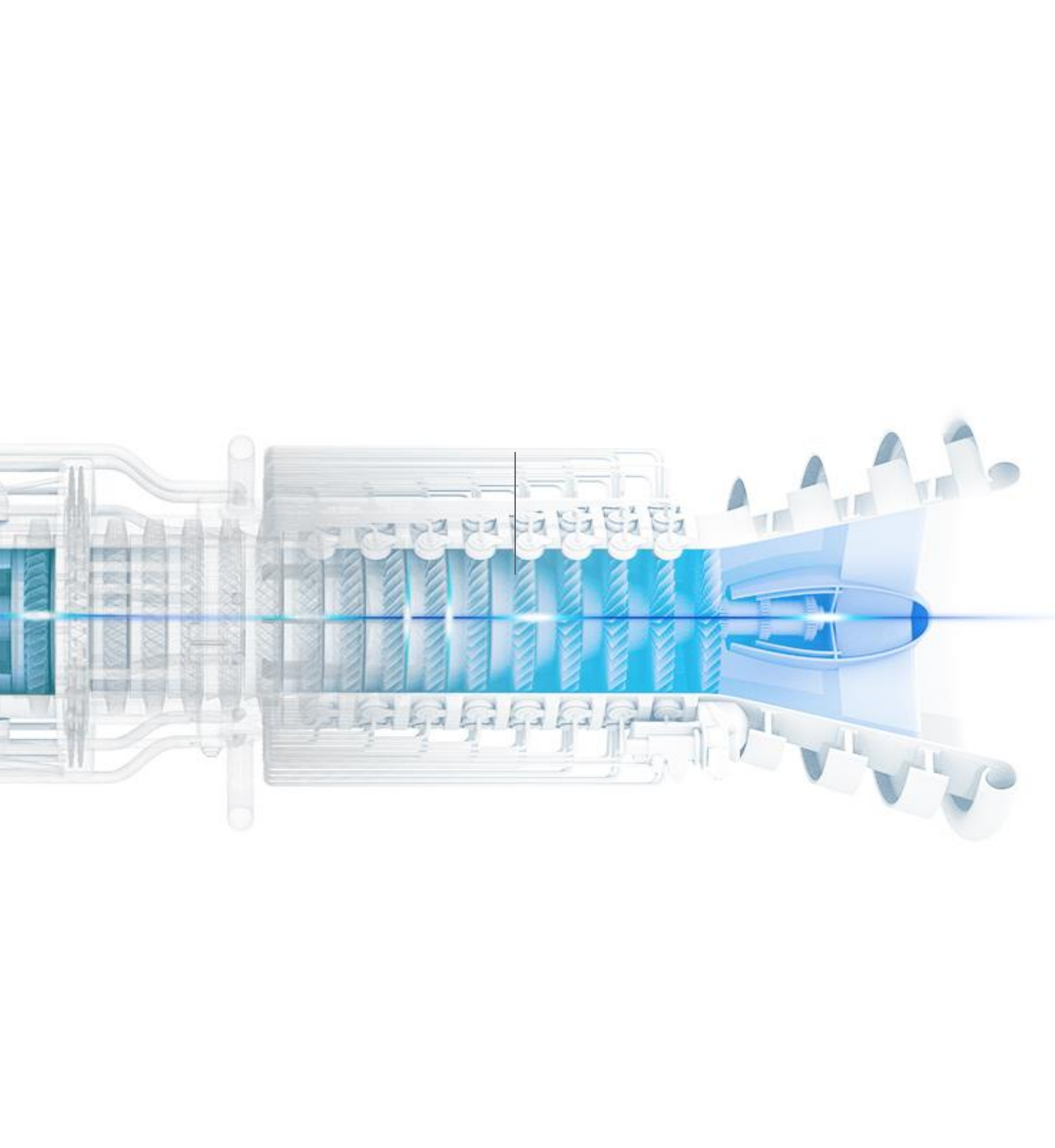
Analytics



Outcomes



The Next Industrial Revolution

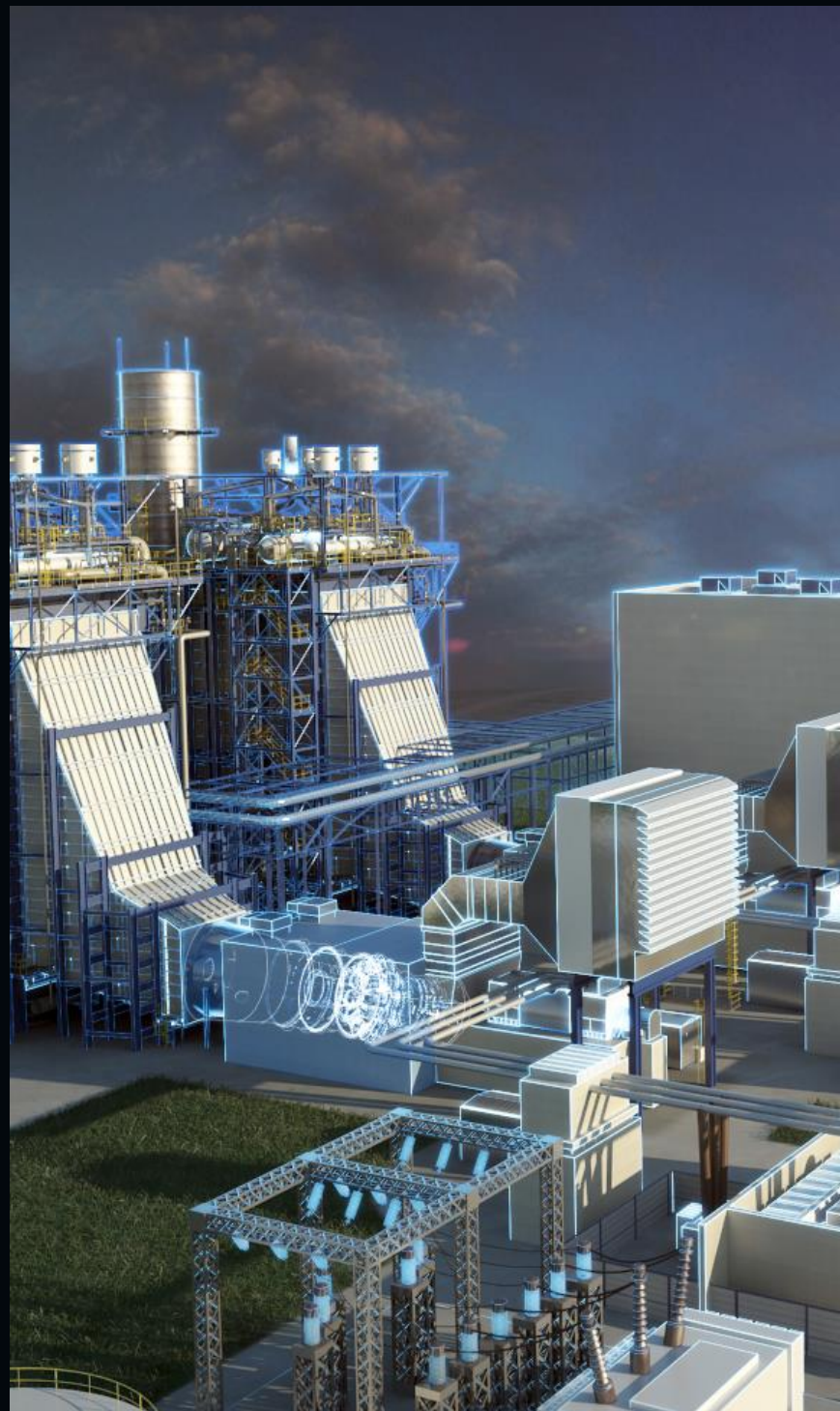


The Industrial Revolution Will Impact Your Entire Operation

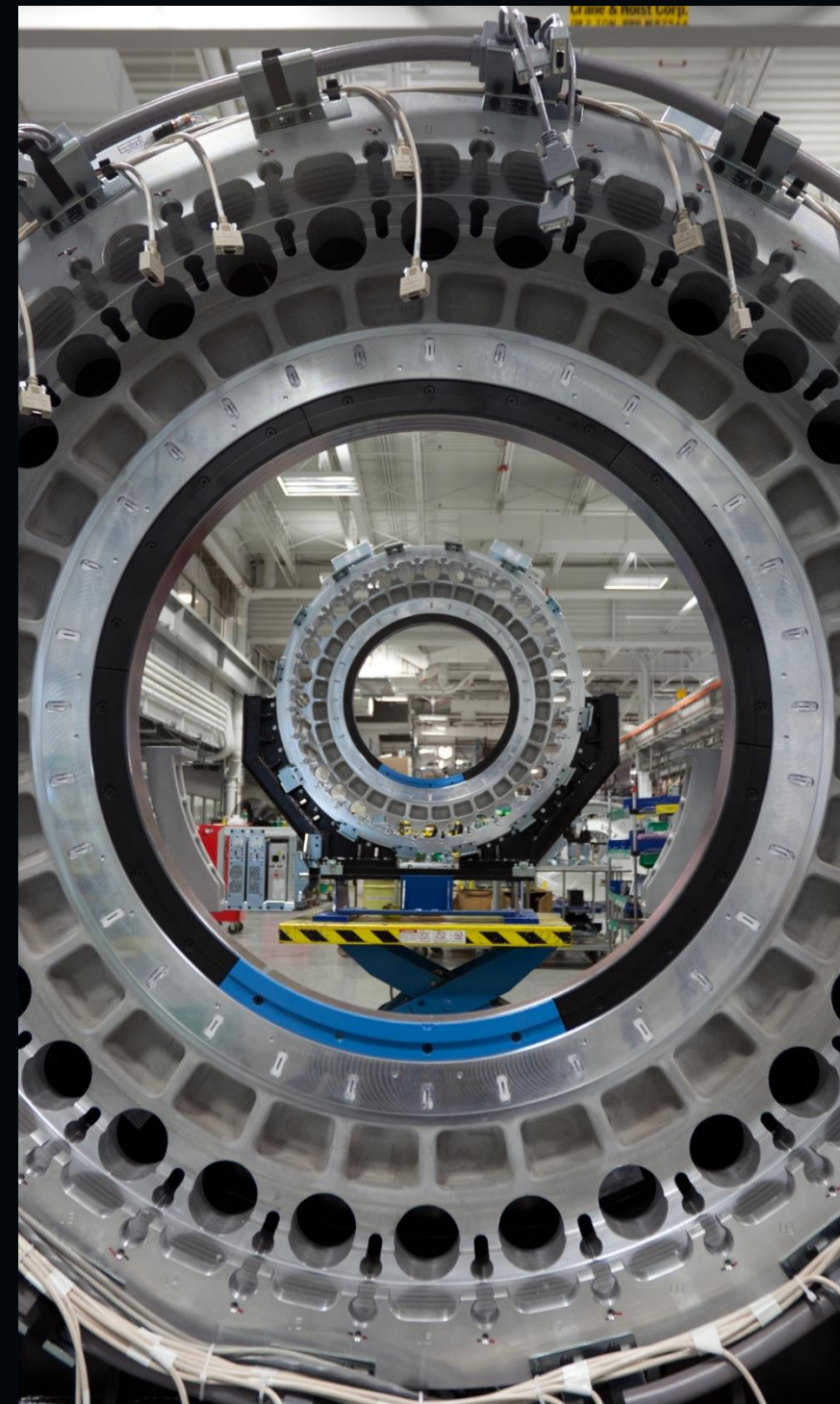
Assets



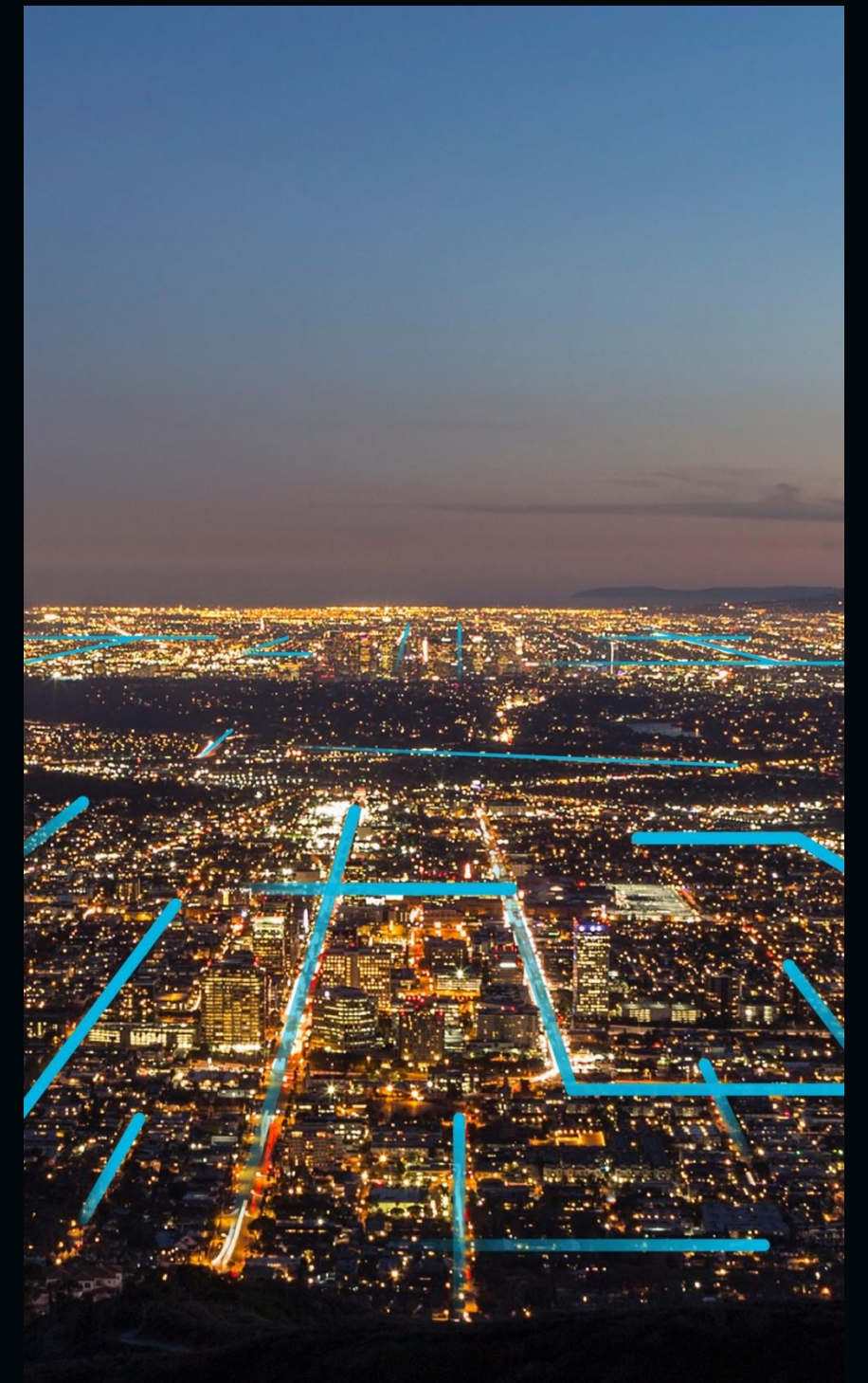
Environments



Operations

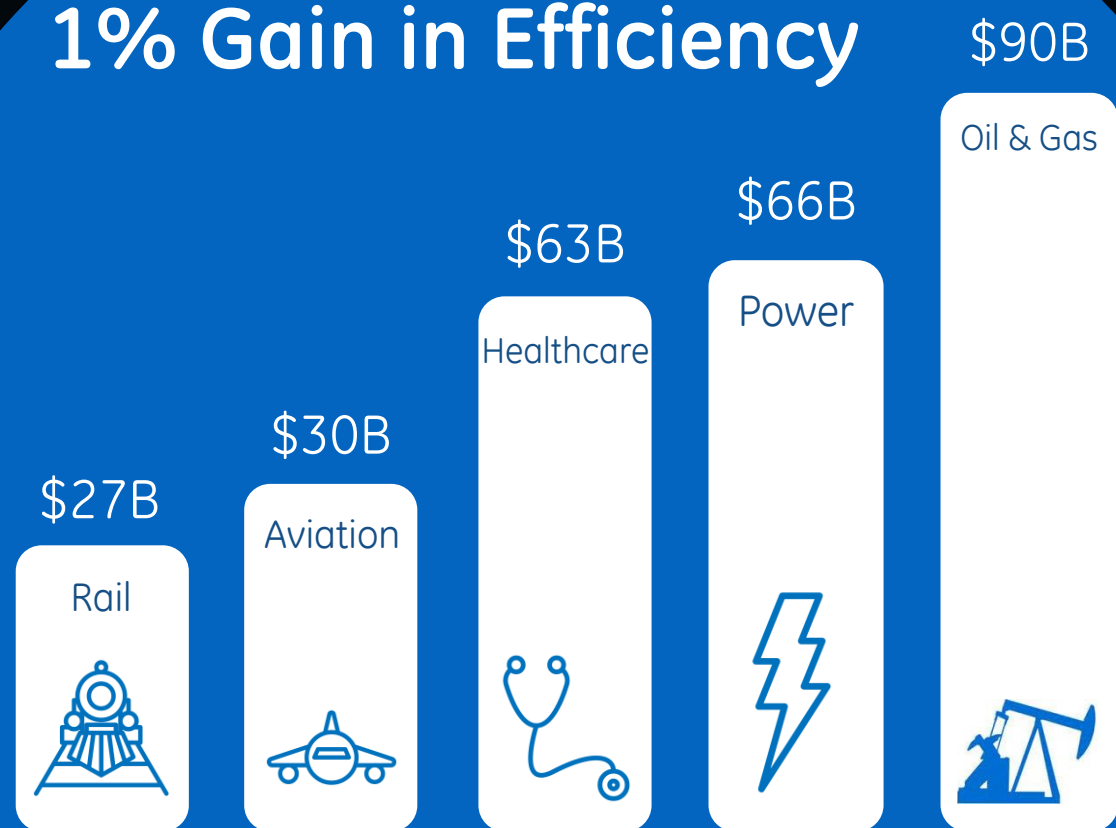


Business



What's at Stake?

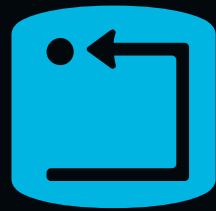
1% Gain in Efficiency



How does GE Define Digital Industrial?



- **Create a Digital Twin**
Serves as the digital foundation.

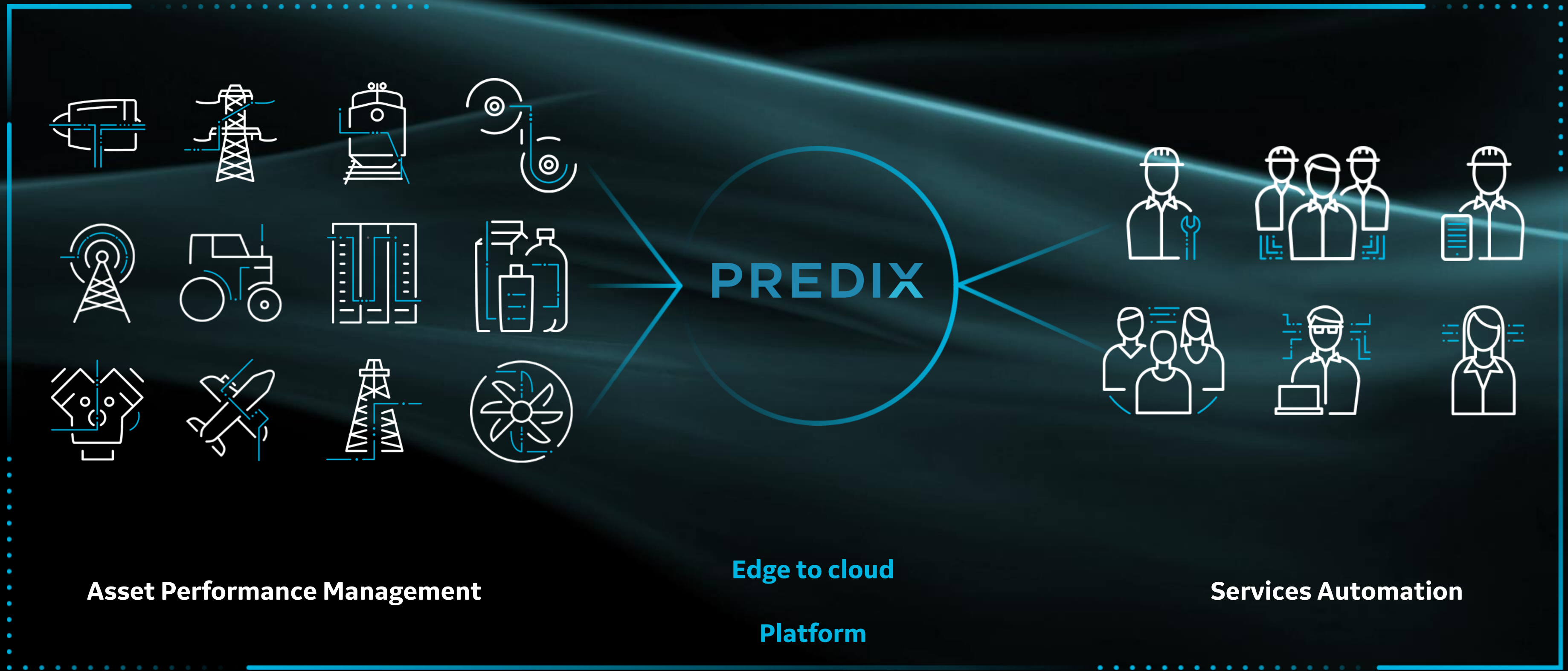


- **Enable the Digital Thread**
Creates a virtuous loop of continuous improvements.



- **Business Model Innovation**
Create the OT and IT capabilities that enable innovation.

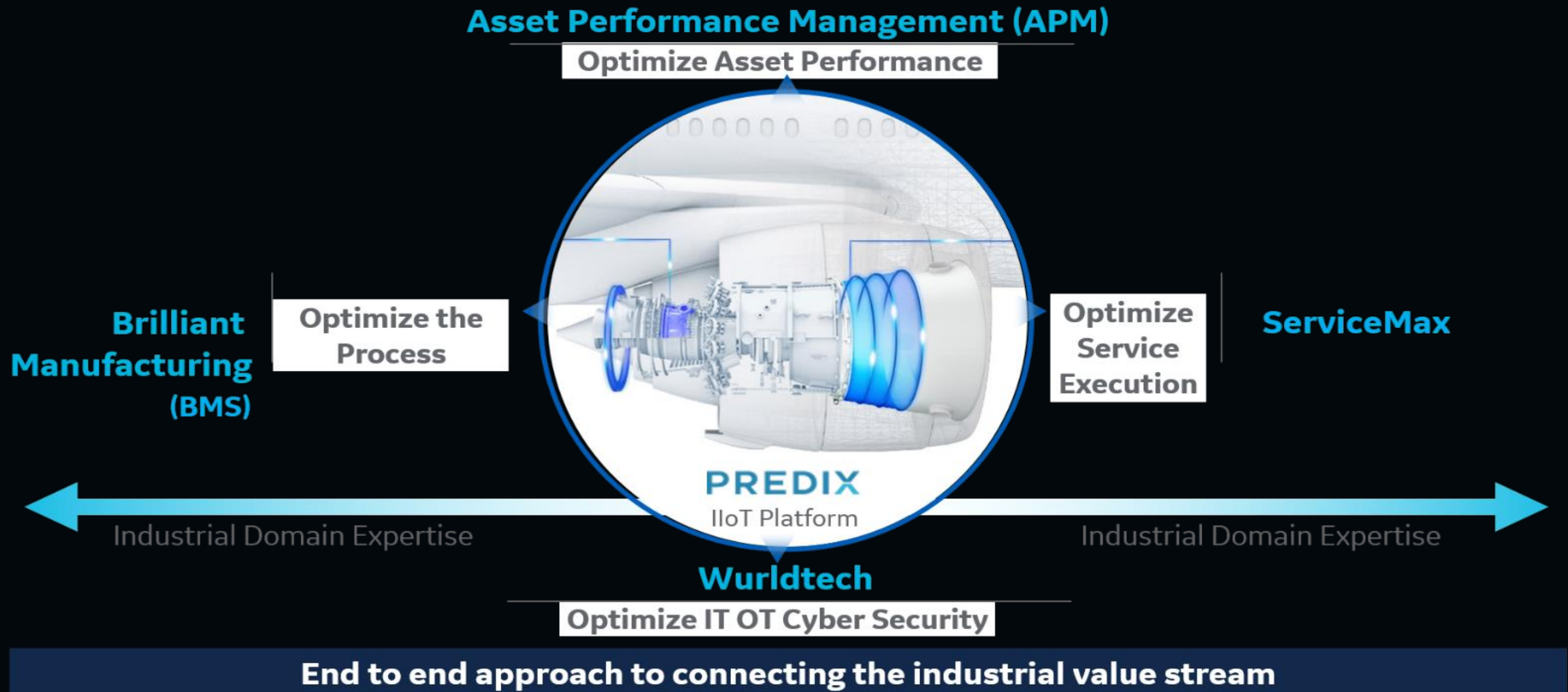
Digital Transformation for Asset Optimization + Service Innovation



COMMON ASSET MODEL



The Industrial “Killer Apps”



How We Build the Digital Ecosystem

Independent Software Vendors (ISVs)

- Revenue & Renewal
- Customer Time to Value
- Force Multiplier



Create Market and Shared Revenue



Strategic Systems Integrators

- Influence & Relationships
- Deep Industry Expertise
- Global Scale



Mindshare, Pipeline, Orders, Customer Stories



Software Representatives/Reseller

- Customer Influence & Relationships
- Go-to-market 3-tier approach
- Channel Evolution



Accelerate Mid to Low Markets



Technology Partners

- Joint Research & Development
- Joint go-to-market partnerships
- Deep Industry Expertise



Accelerate Product Roadmap, Source, Influence



Future is NOW

reduced VDT by 6 days per year
RasGas
\$30M
In savings

NOBLE
20%
reduction in op ex across all rigs

sse
£10M
Savings from unplanned outages

DB
25%
reduction in service failures

56% **CRISTAL**
reduced equipment failures and projected reduction in required inspections

WESTMOR
20%
increase in tech utilization

38%
Production Increase

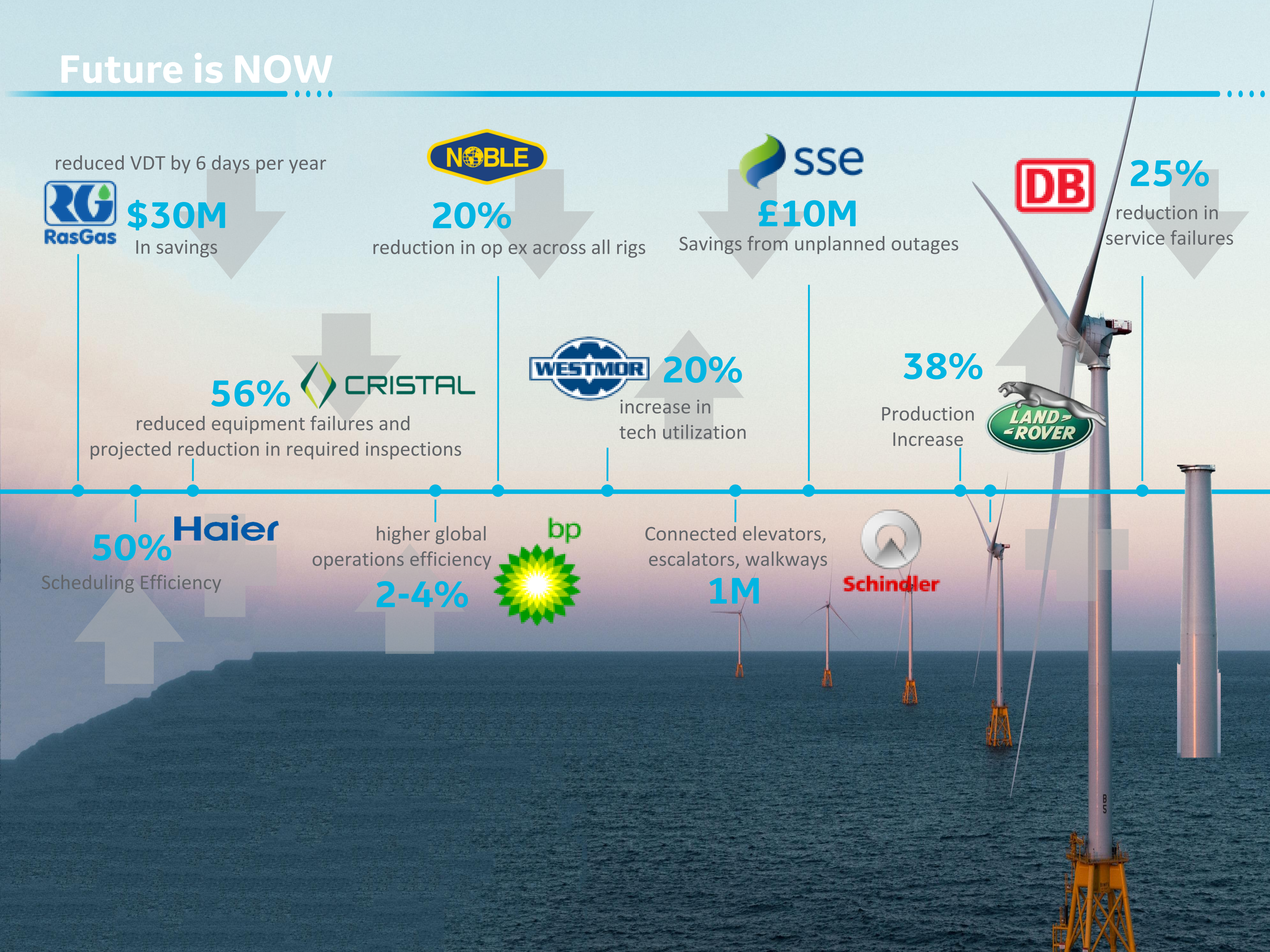


50% **Haier**
Scheduling Efficiency

higher global operations efficiency
2-4% **bp**

Connected elevators, escalators, walkways
1M

Schindler



GE Digital Momentum

\$6B+

TY16 revenue

4

Acquisitions

30,900+

Foundry visitors

\$600MM+

TY internal productivity

3,000

SI partners trained

July '16

Shanghai Foundry opened

35k+

Developers on Predix

1,500+

Developers Certified

Sept '16

Paris Foundry opened

200+

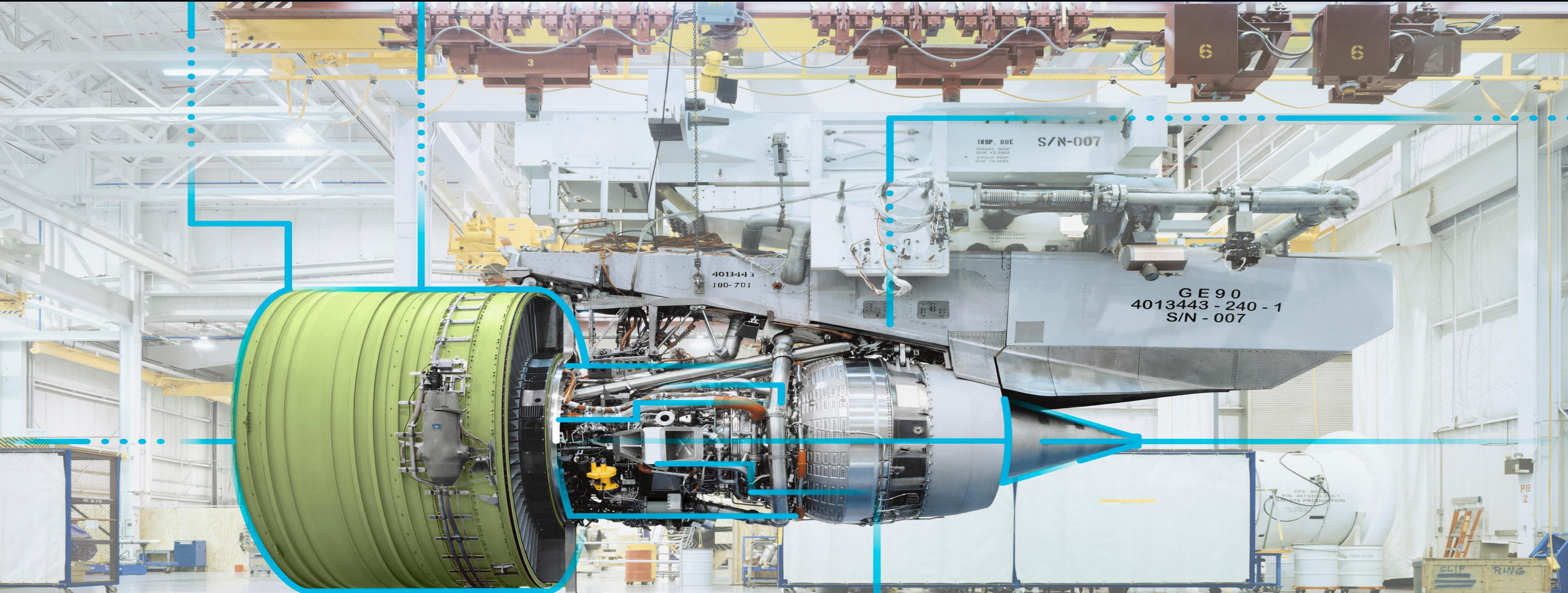
Predix based apps

56

Microservices YTD

3,100+

Unique customers/partners/
dev ecosystem visits



Thank You

