

Solution Provider Program from GE Digital

Combine deep Systems Integrator domain knowledge & award-winning software for growth



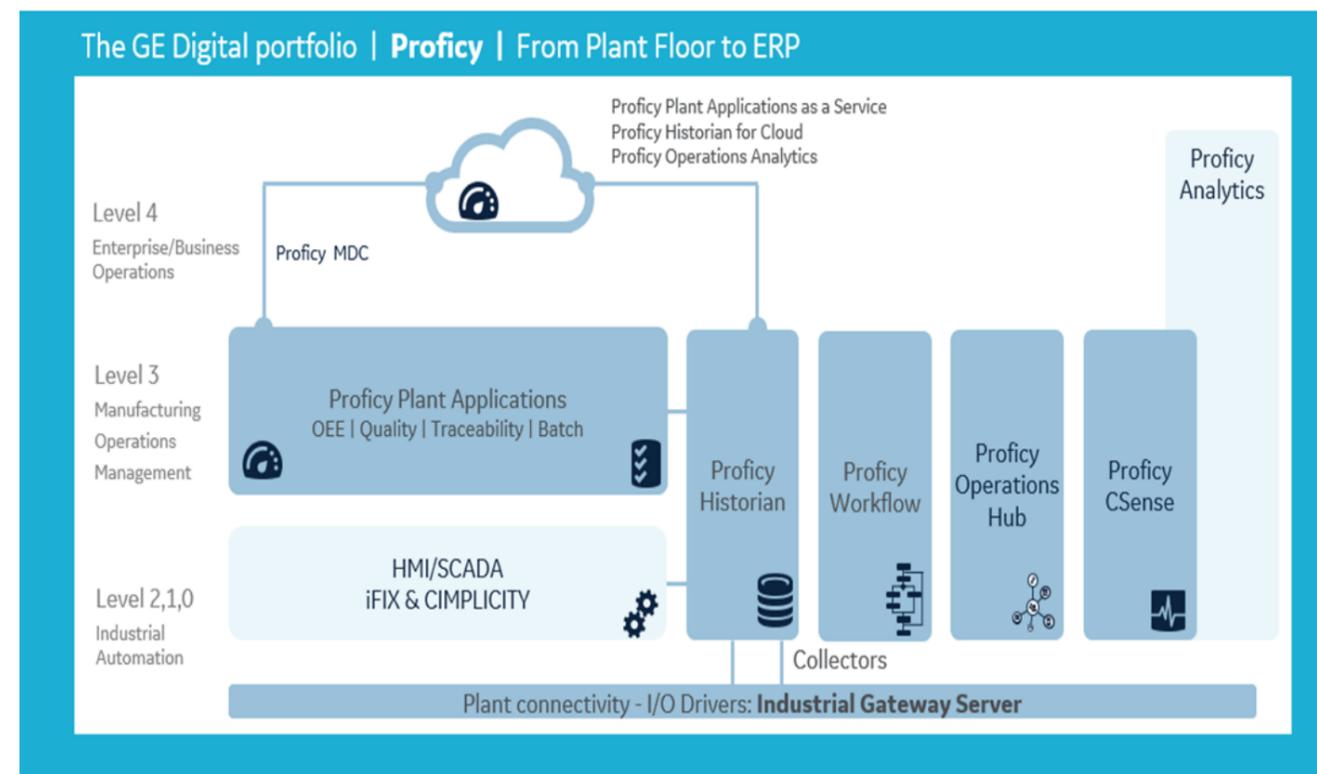
At GE Digital, we see independent systems integrators as a key element in driving the success of Industrial Automation, Digital Transformation and Manufacturing Execution solutions for our mutual customers. These valued Solution Providers bring industry knowledge, innovation, application knowledge, and GE software expertise that greatly complements our advanced technology. GE Digital's Solution Provider Program reflects our commitment to fostering the best possible working relationship with system integrators and end users of automation software.

Flexibility to meet your needs

Our Solution Provider Program provides the flexibility to address the respective needs of independent system integration firms. Systems integrators and GE Digital mutually define participation in the program based on both technical capability and a desire for commercial alignment.

GE Digital and program members benefit by capitalizing on an increased commitment to strategic users, a closer connection of technology to application, and ultimately, more effective installations.

The program's requirements and benefits are structured to address your solution design, specification, testing, and development needs. We provide members access to our development tools, technical support, and incentives. Program benefits will vary based on commitment and program level.



Program Goals

- Ensuring strong commercial alignment between GE Digital and Solution Providers through in-person meetings, webinars, and self-service online platforms
- Educating our program members on GE Digital's software solutions, industry trends, and competitive advantage over other vendors
- Addressing and responding to the commercial and technical needs of Solution Providers
- Promoting partners who have demonstrated excellence on our accreditation exams and with customers
- Providing access to development licenses, technical support resources, case management, and customer success resources
- Providing end customers access to Solution Providers with industry and application experience within their geography



Categories of Participation

Solution Provider – Member

The Solution Provider program provides independent system integrators and engineering firms worldwide with access to cost-effective development software. It includes GE Digital’s Acceleration Plan to provide access to technical training, ensure the best technical support, the latest technologies, and product upgrades needed to deploy GE Proficy software to our mutual end users.

Solution Provider - Gold

A Solution Provider Gold recognition reflects a “preferred vendor” commitment. This preferred commercial and technical alignment of GE Digital’s Proficy technology acknowledges cooperative business planning, commitment to competency and proven application expertise. SP Gold level is a regional recognition aligned with industry and technology segments.

Solution Provider - Platinum

A Solution Provider Platinum recognition is a global commitment that reflects a “primary vendor” commitment. This primary commercial and technical alignment of GE Digital’s Proficy technology acknowledges collaborative business planning, advanced commitment to competency, extensive application expertise and demonstrated delivery best practices. Platinum level optimizes the total cost of technology ownership, reduces risk, and improves success. SP Platinum level is a global recognition aligned with industry and technology segments.

Getting started

Participation is open to system integrators that meet the program participation criteria and requirements. Here are the steps for new applicants:

1. Contact your GE Digital representative to review program guidelines, discuss projects or opportunities, and establish mutual expectations
2. Complete the online application and company profile and accept the commercial agreements. Note: you must have a GE or representative sponsor
3. After your application has been approved, order your Solution Provider Development Licenses through your sponsoring representative
4. Work with your representative to develop a Success and Mutual Action Plan (SMAP) which will outline your competency roadmap for product training and certification of your engineers and your opportunity goals and objectives



Apply Here



Products & Architecture

- Development Tools
- Technical Resources
- Innovation, Application & Architecture Guidance
- Design Standards & Best Practices
- Productivity Enablers



Competency & Knowledge

- Product Training
- Best practices
- Product Updates
- Professionalism
- Certification Programs
- Project Execution



Business Development

- Sales Tools & Incentives
- Visibility & Co-Marketing
- Expanded Offerings
- Communications
- Success Planning
- Industry/Market Trends



Technical Support

- Product & Technology Support
- Case Management
- Revisions & Updates
- Knowledge Base
- Collaboration

Program alignment => Differentiating Systems Integrators and Improved program experience

