SOLUTION PROVIDER PROGRAM FROM GE VERNOVA

GE VERNOVA

Program Guidelines to Drive Your System Integration Growth

Combine deep domain knowledge & award-winning software for growth

At GE Vernova, 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 service providers bring industry knowledge, innovation, application knowledge, and GE software expertise that greatly complements our advanced technology. GE Vernova's Solution Provider Program reflects our commitment to fostering the best possible working relationship with system integrators and end

PROGRAM GOALS

- Ensuring strong commercial alignment between GE Vernova and Solution Providers through regular communication including in-person meetings, webinars, and self-service online platforms and proactive business development
- Educating our program members on GE Vernova's software solutions, industry trends, and our sustainable competitive advantage over other vendors
- Addressing and responding to the commercial and technical needs of Solution Providers across a wide range of industries and markets
- Promoting the partners who have demonstrated excellence on our accreditation exams and in the field with customers
- Providing access to development licenses, technical support resources, case management, and customer success resources
- Providing end customers access to find Solution Providers within their geography with product, industry and application experience to ensure optimal performance of GE Vernova solutions

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 Vernova mutually define participation in the program based on both technical capability and a desire for commercial alignment.

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

The capability of any integration firm is based on the skill set and experience of the engineers and technicians it employs. GE Vernova provides individuals with access to training programs and accreditation exams that allow for verification of specific skill sets associated with GE Vernova's software.

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

There are three distinct levels of participation in the program for Systems Integration firms including:

- Solution Provider Member
- Solution Provider Gold
- Solution Provider Platinum

Getting started

Participation is open to systems integrators that meet the program participation criteria and requirements. Steps for new applicants:

1. Contact your GE Vernova 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 Rep sponsor.

3. After your application has been approved, order your Solution Provider Development Licenses/Support through your sponsoring rep.

4. Work with your rep to develop a Success and Mutual Action Plan (SMAP) that outlines your competency roadmap for product training and certification of your engineers and your opportunity goals and objectives.

Verification of Technology Skills

Earn recognition for the skills that you have acquired with GE Vernova's technology through online accreditation certifications and training

Certification

Deep knowledge in underlying product and system technology

Experience

Full domain knowledge in the design of advanced systems

CATEGORIES OF PARTICIPATION

GE VERNOVA

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 Vernova'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 Vernova's Proficy technology acknowledges cooperative business planning, commitment to competency and proven application expertise. SP Gold level is a recognition aligned with regions served, industry, and technology segments.

Solution Provider - Platinum

A Solution Provider Platinum recognition is a that reflects a "primary vendor" commitment. This primary commercial and technical alignment of GE Vernova'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.

Software from GE Vernova

GE Vernova's Solution Provider Program provides cost-effective access to development licenses for our industry-leading Industrial Automation, Digital Transformation and Manufacturing Execution software. Development license options scale to align with Solution Provider needs. Please reference Appendix A for a list of license options and contact your regional GE Vernova representative for pricing.

Benefits to Solution Provider	Member	Gold	Platinum
Solution Development & Support Resources			
Development software & updates (Segment Options in appendix 1)	Yes	Yes	Yes
Technical support, updates, case management, and service packs for in-house SW use and project development	Yes	Yes	Yes
Customer support activity reports	Yes	Yes	Yes
Participation in product advisory groups	No	Yes	Yes
Enterprise support program and resources	No	No	Yes
Competency and Knowledge Resources			
Complimentary access to self-paced eLearning modules & videos	Unlimited users	Unlimited users	Unlimited users
Complimentary instructor-led training (annually)	1 Individual	2 Individuals	3 Individuals
Discount on Instructor-Led Training	15%	25%	25%
Complimentary accreditation program for Industrial Automation and Manufacturing Execution	Yes	Yes	Yes
Access to personalized updates and training sessions and access to virtual development resources	No	By Request	Yes
Solution Provider eNews, industry insights, product updates and technical roadmap webinars	Yes	Yes	Yes
Business Development Resources			
Annual Success Planning	By Request	Yes	Yes
Dedicated GE Relationship Manager	No	No	Yes
Customer Demo License Program	Yes	Yes	Yes
Discounts on GE Vernova perpetual software license for resale	*Up to 10%	*Up to 15%	*Up to 15%
Discounts on GE Vernova Acceleration Plan support renewal contracts	*Up to 5%	*Up to 10%	*Up to 10%
Access to GE Vernova Partner Community Portal (Marketing collateral, Industry and product Info)	Via Rep	Yes	Yes
GE Vernova partner logo usage & authorized Solution Provider plaque/certificate	Yes	Yes	Yes
Listing on GE Vernova Partner Locator web page	Limited	Yes	Yes
Customer engagement assistance with GED product and commercial teams	Via Rep	Yes	Yes

- *Resale discounts are established by GE Vernova Representative or Reseller and may vary by product. Term and SaaS subscription licenses are excluded from standard discounts and require advance approval. Acceleration Plan Renewals discounts are intended for program members that bundle with their own value add support services.*

Details of limited licensing

GE Vernova provides limited license authorization for the software technology provided as part of the Solution Provider program. The activations and the associated licenses that they enable are to be used solely by the program member for development, testing, and staging solutions. The use of these activations and software in production environments of any kind is prohibited. The re-sale and/or transfer of ownership of the activations is prohibited.

The Acceleration Plan agreement provided as part of the Solution Provider Program provides the program member support for only the development systems authorized by the provided SP activations. Production systems implemented with GE Vernova's technology by the Solution Provider requires a separate Customer (End User) Acceleration Plan agreement for access to support. Service Providers calling on behalf of end users of production systems will be required to provide the Customer Service Number (CSN) of the end user to verify the appropriate Acceleration Plan access.

Additional information

GE Vernova reserves the right to modify the Solution Provider Program at any time. The benefits and features of the program may vary across regions, and program applicability should be confirmed with a qualified local representative of GE Vernova.

Contact us

For additional information regarding GE Vernova's Solution Provider Program, please contact us at gedigital.partners@ge.com

| Requirements of Solution Provider	Member	Gold	Platinum
Sponsorship from GED authorized representative	Required	Required	Required
Approval from GED Program Management	No	Required	Required
Relationship & Loyalty Expectation	GED Specified	GED Preferred	GED Primary
Prior GE Vernova Customer Experience	None/minimal	10+ Projects	20+ Projects
*Annual Project Activity Expectation	1+	3+	5+
Purchase/Renew SP development License (Includes Software, Support, and Training)	Yes	Yes	Yes
Submitted customer success stories or reference sites	Optional	1	1
Completion of Technology Segment Certification (See Appendix 2 for details)	1 Engineer	2 Engineers	3 Engineers
Joint Success and Mutual Action Plan (SMAP) for Business Development, Competency and Sales	Recommended	Required	Required
Annual Sales Expectation (**Direct or Influenced)	US$10k Direct US$20K Influence	US$50k Direct US$100K Influence	US$100k Direct US$200K Influence

Project experience is defined by site locations where a Solution Provider has successfully delivered GE Vernova Software.

*** Influence sales is a project that the solution provider assisted in the sale and/or delivery.*

Standard	Production Manufacturing	Authorized Software License
✓	✓	HMI/SCADA: IFIX
✓	✓	HMI/SCADA: CIMPLICITY
✓	✓	WIN 911
✓	✓	WEB HMI
✓	✓	WEBSPACE
✓	✓	PROFICY OPERATIONS HUB
✓	✓	OEM AND ROC DRIVERS
✓	✓	PROFICY CSENSE
✓	✓	PROFICY HISTORIAN
✓	✓	PROFICY HISTORIAN FOR SCADA
✓	✓	INFORMATION PORTAL
✓	✓	BATCH EXECUTION
✓	✓	PROFICY WORKFLOW
✓	✓	SHOP FLOOR SPC
✓	✓	DREAM REPORT
✓	✓	IGS DRIVERS
	✓	PROFICY PLANT APPLICATIONS
	✓	OPEN ENTERPRISE
	✓	PROFICY SCHEDULER

Proficy Portfolio | We enable productivity
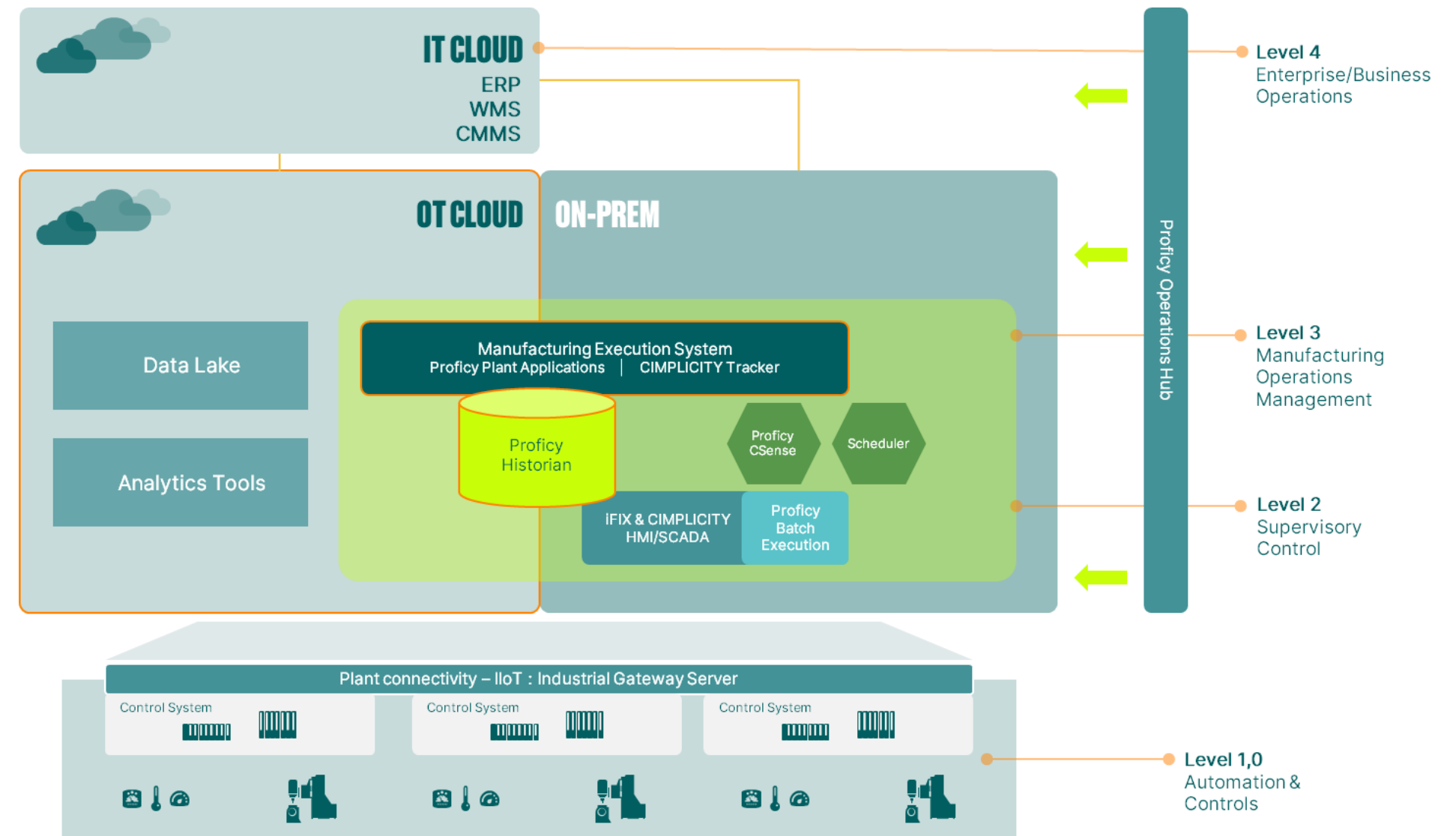
Notes

1. New products and versions may be added as they are released. All Solution Provider Software licenses are the property of GE Vernova. Program licenses are intended for project development only and may not be resold, transferred, or used in a production or manufacturing capacity.

2. If a program member's software lapses for more that 3 months, a 25% reinstatement fee will be applied.

Appendix B: Segment Certification

Solution Provider Program members are required to have acceptable industry and product domain experience on GE Vernova Products. Certification requirements are broken down into two technology segments – Industrial Automation and Manufacturing Execution. The program member can select the segment that aligns with their business focus.

New program members will be required to have an individual(s) meet the program requirement within 120 days of joining the program. In the event the certified personnel leave the company, a replacement must be identified and certified within 120 days.

Verification of technology segment skills are measured by a pre-selected group of online product Builder certification exams. Each online Builder certification exam is approximately 50 open book questions. Questions are multiple choice and true/false format, and individuals are limited to 50 minutes to complete each exam.

Company level and Individual logos and identity standards are available as individuals and companies successfully complete the certification requirements.

Online Exams	Industrial Automation	Enterprise Execution
iFIX HMI/SCADA or CIMPLICITY HMI/SCADA	Required	
Proficy Operations Hub	Required	Required
Proficy Historian	Required	Required
Proficy Plant Applications		Required

Notes

1. *Additional certifications may be added, and product re-certification may be required for major release updates*

2. *Members may be excluded from the GE Vernova Partner Finder until the certification requirements for the respective program level have been met.*

GE VERNOVA
Industrial Automation Certified
Proficy Software & Services

GE VERNOVA
Manufacturing Execution Certified
Proficy Software & Services

GE VERNOVA
Certified Professional
Proficy Software & Services