

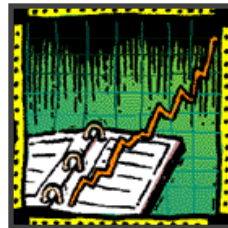
GE Information Services



Approvvigionamenti



Logistica



Marketing e
Vendite



Amministrazione e
Finanza



General Electric

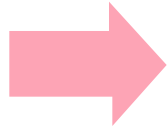


The Mother Company



1878

**EDISON
ELECTRIC
COMPANY**



TECHNOLOGY

**Aircraft Engine
Plastic
Medical System**

PRODUCTION

**Electrical Appliances
Energy
Motors
Lighting
Distribution
Transportation**

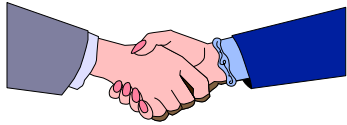
SERVICES

**Capital Services
NBC
Information Services**

GE a diversified group



GE Information Services



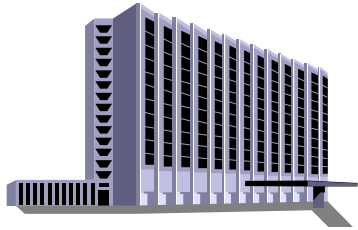
SALES
70 Miliardi \$



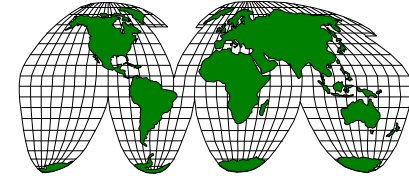
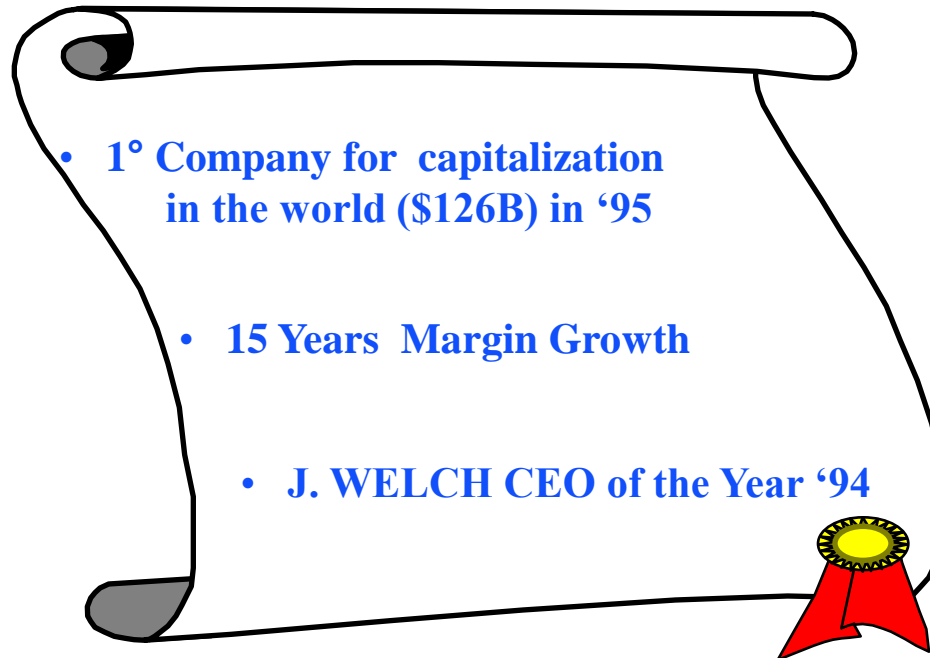
MARGIN
6,6 Miliardi \$



EMPLOYEES
222.000



PUBLIC COMPANY



COUNTRIES 35



SHAREHOLDERS
460.000

1995 Numbers



GE Information Services

	SALES	MARGIN	EMPLOYEES
1900	\$ 29 MM	\$ 6 MM	12,000
1920	\$318 MM	\$ 35 MM	82,000
1940	\$412 MM	\$ 56 MM	76,000
1960	\$ 4 B	\$200 MM	250,000
1980	\$ 25 B	\$ 1.5 B	402,000
1990	\$ 50 B	\$ 3.9 B	298,000
1994	\$ 60 B	\$ 4.7 B	216,000
1995	\$ 70 B	\$ 6.6 B	222,000

100 years of successes



1st or 2nd in served Markets

VALUES

- Quality
- Integrity
- Boundaryless
- Speed
- Semplicity

STRENGTHS

- Financial
- Dimension
- Image
- Diversified
- Global
- Innovation



GE Information Services



GE Information Services

W W W
. World
. Wide
. WAN

- **2.500 People**
- **33 Countries Direct Presence**
- **110 Connected Countries**
- **Largest Commercial Network**

1° EDI PROVIDER

2° E-MAIL PROVIDER

USA

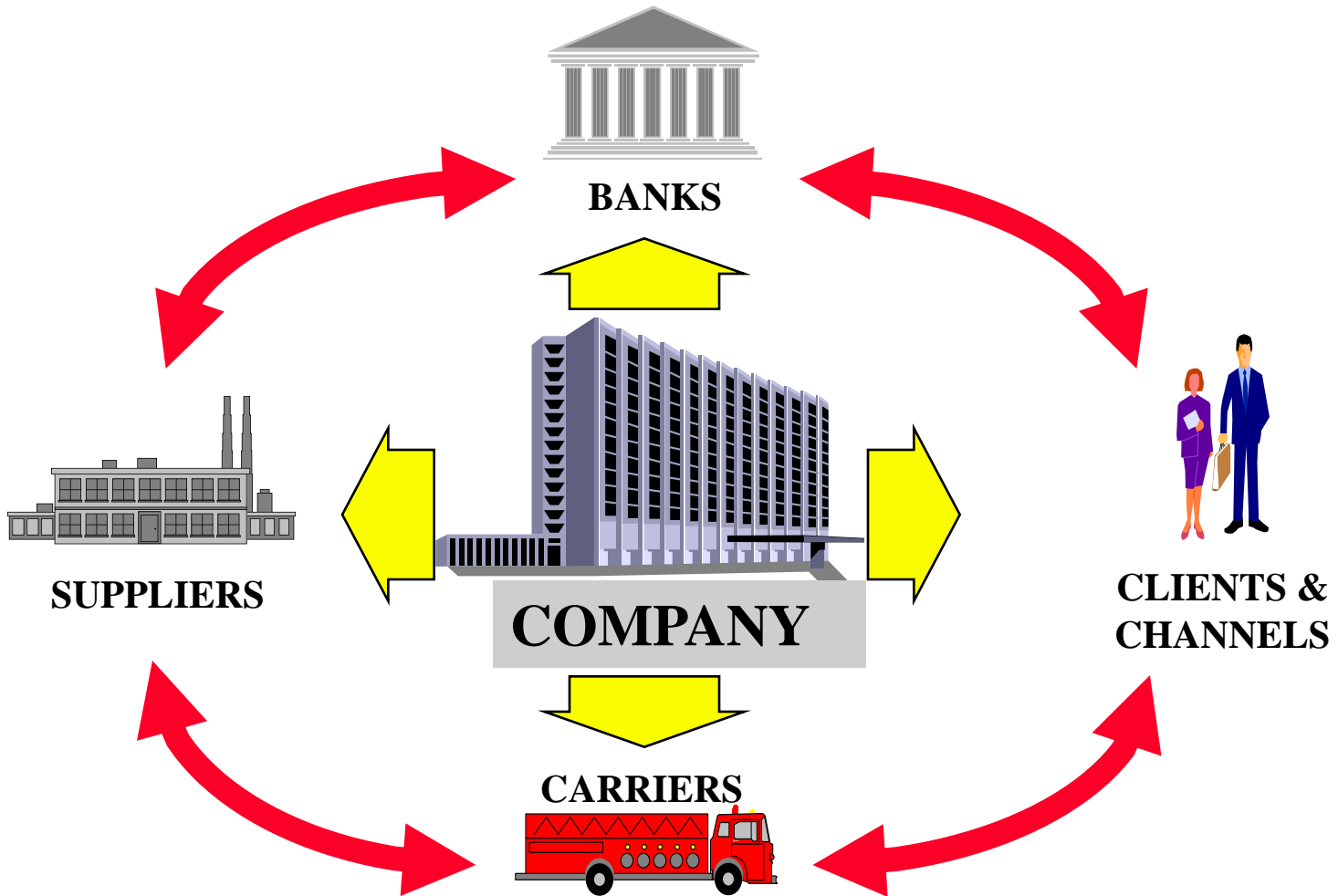
EUROPE



ASPAC

40.000 served Companies around the World

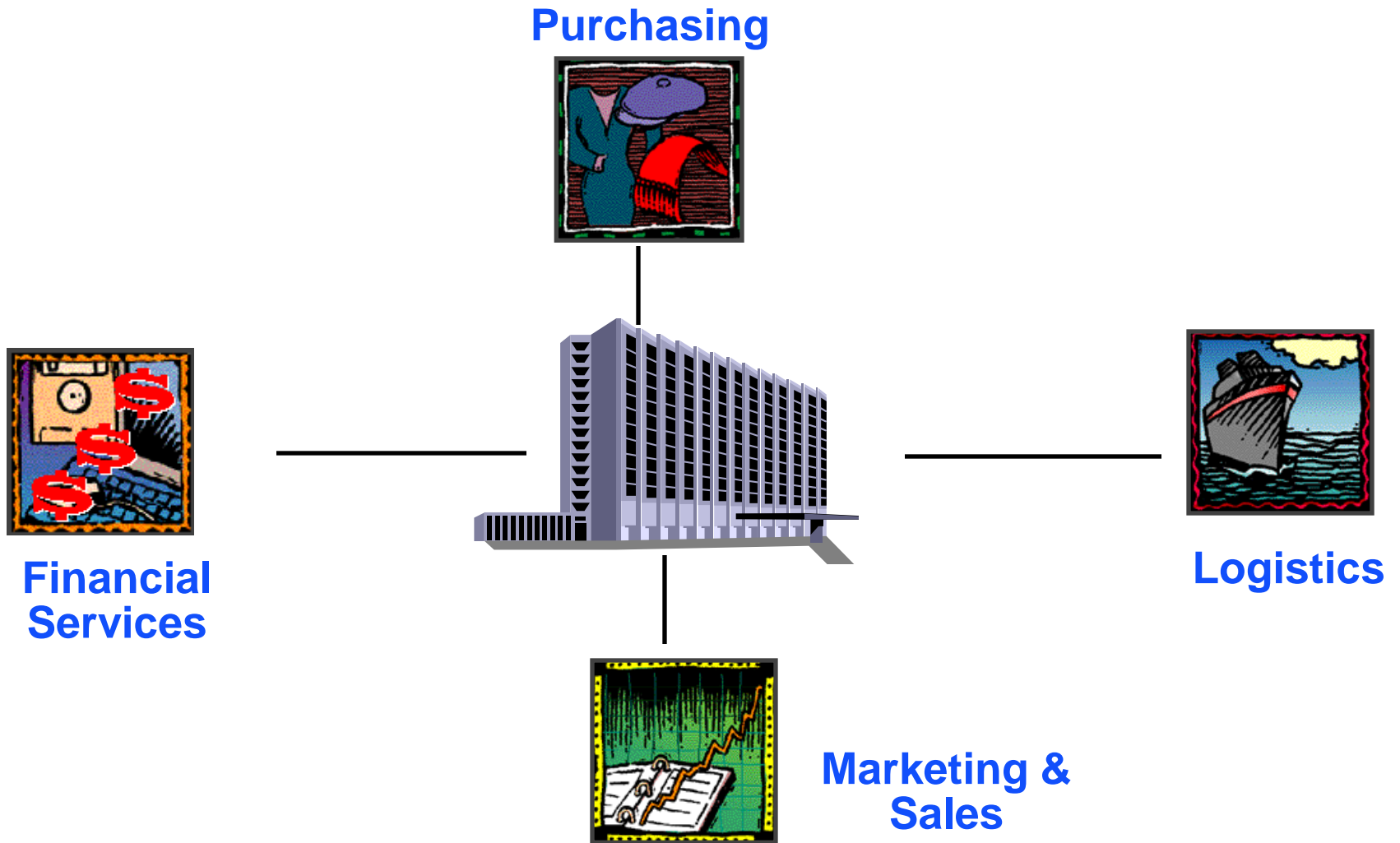


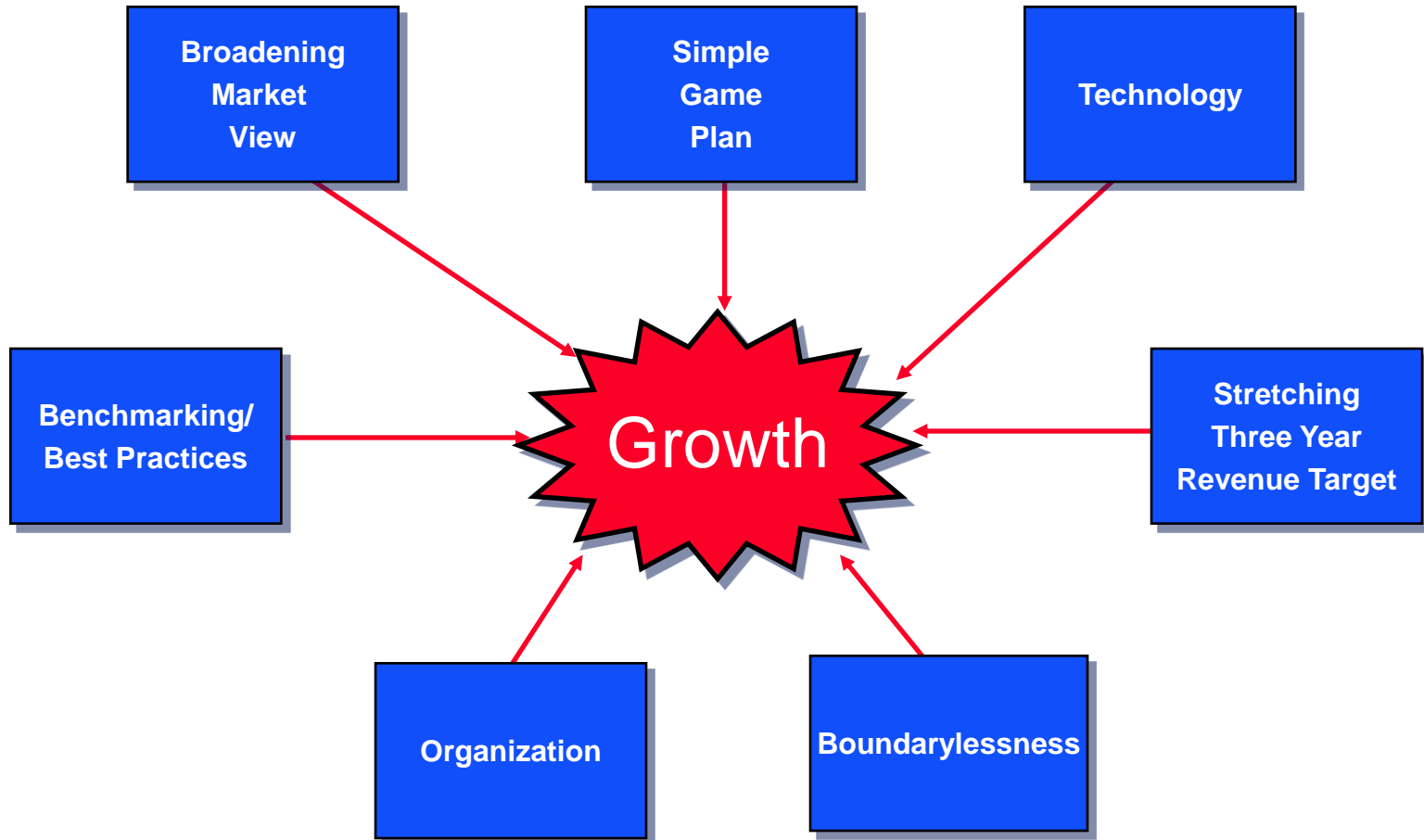


The Target Company



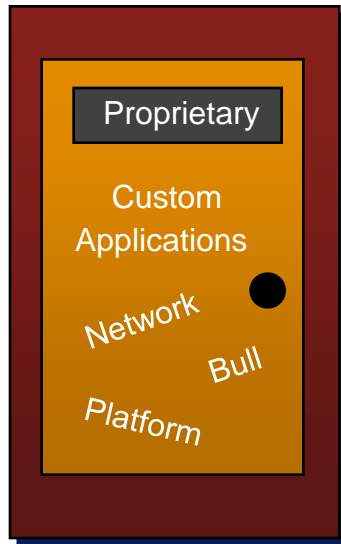




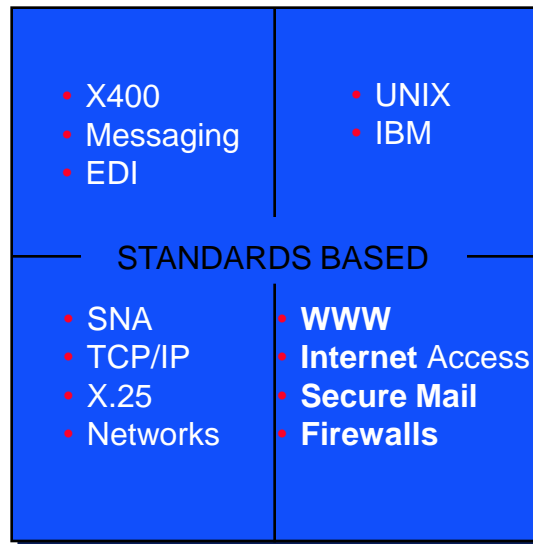


Architecture

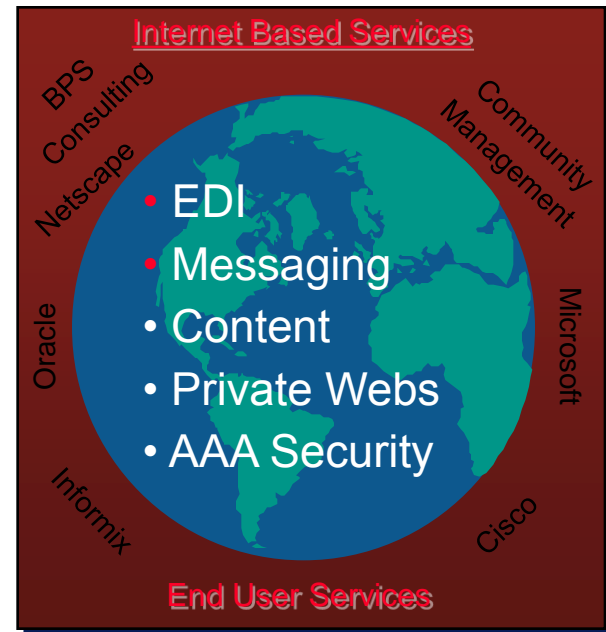
Yesterday



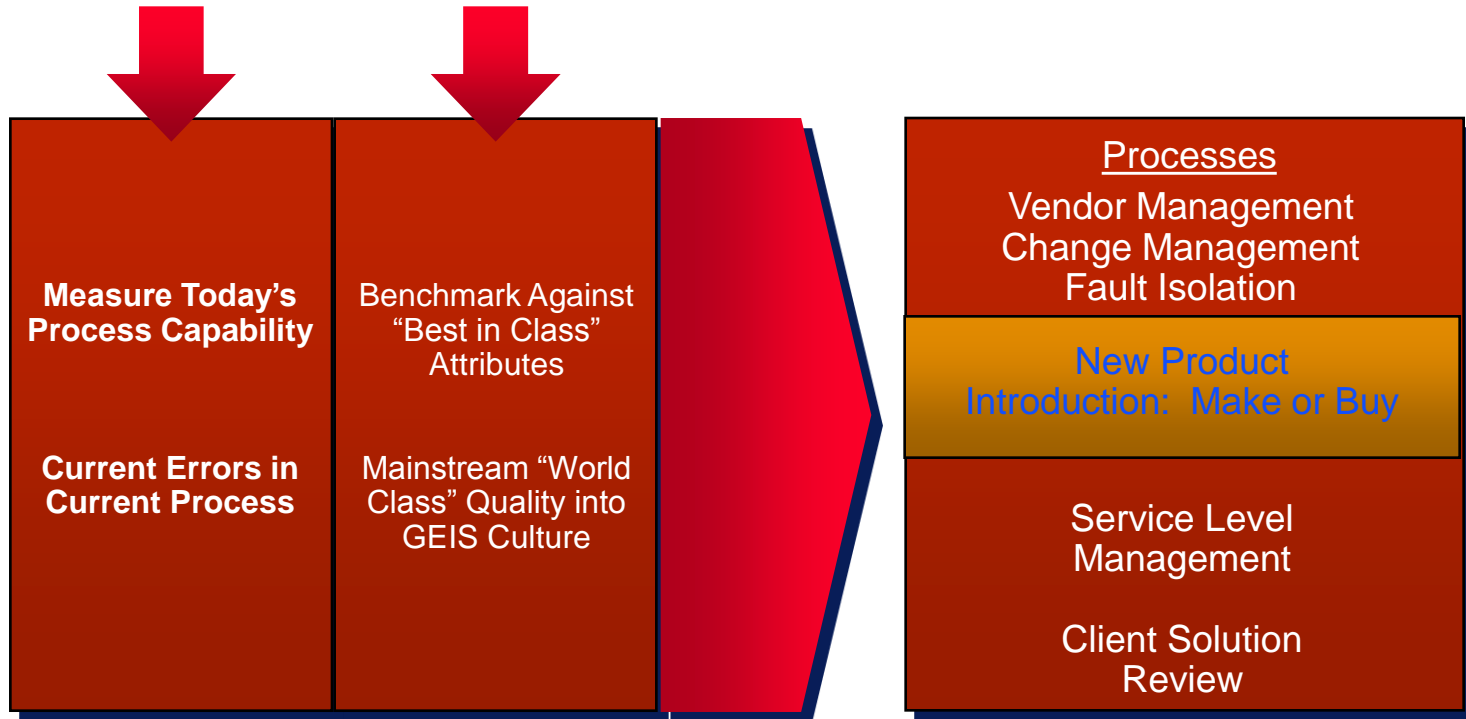
Today



Tomorrow '96-'97



GE Information Services



Apply 6 σ to Product Introduction of New Applications for Largest Payoff



Market Definition

A Company's "In-Sourced" Expenditures for Consulting, Applications, Support Services, and Systems Integration Focused on Improving the Productivity of Key Inter-Company Business Processes

Purchasing

- PO Cycle Time Reduction
- "Just-in-Time" Inventory Replenishment
- Reduced Purchasing

Marketing/Sales

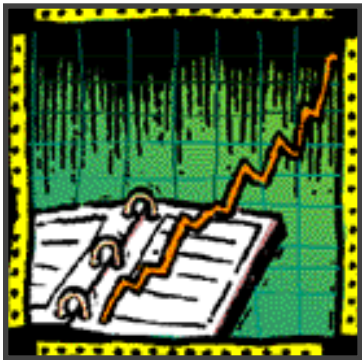
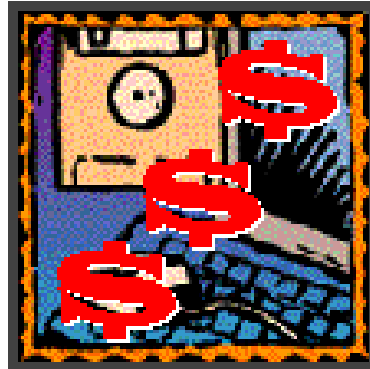
- Sales Cost Reduction
- Improved Channel Productivity
- Increased Sales Revenues

Logistics

- Cycle Time Reduction
- Lower Distribution Center Costs
- Lower Inventory Levels



GE Information Services



*Productivity. It's all we do.*SM

