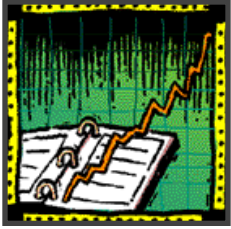


GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**

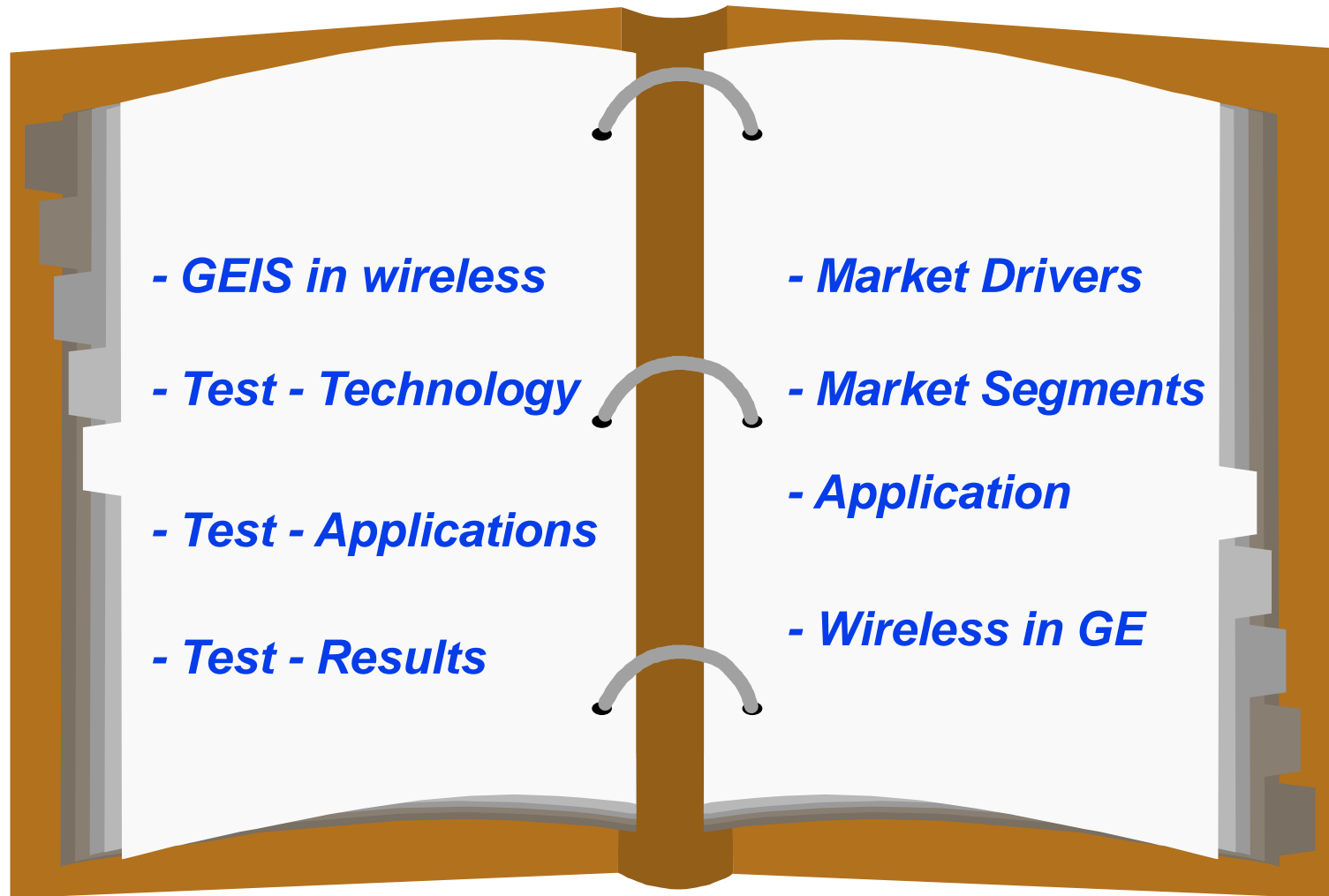


**Financial
Services**



GSM Wireless Data Services



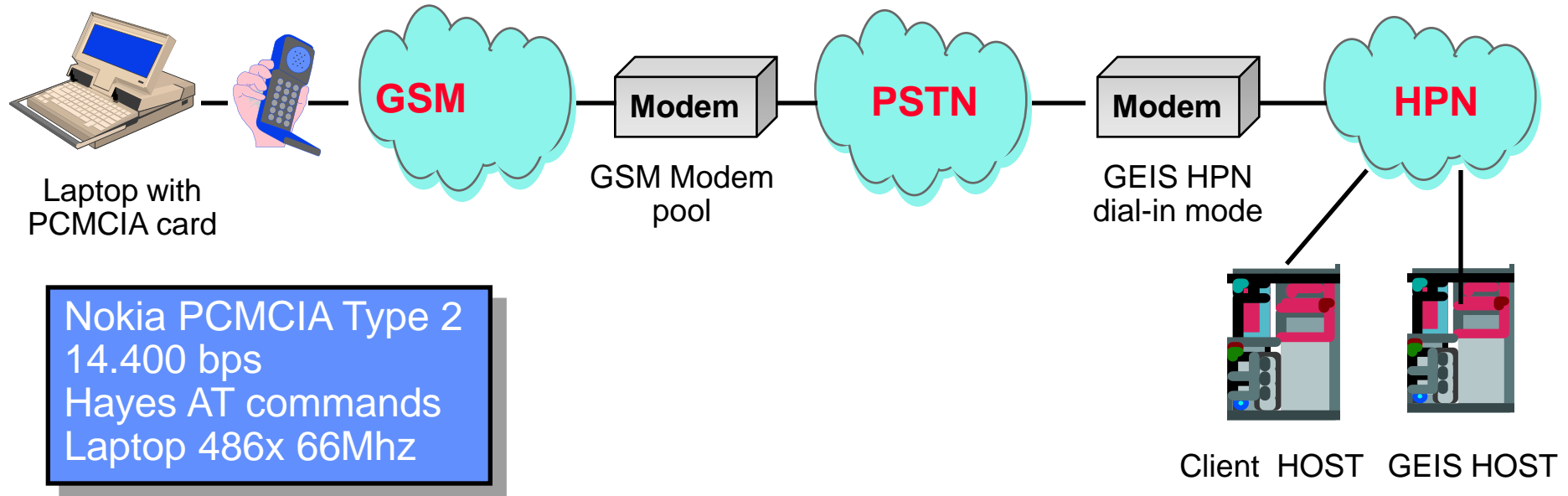


GEIS in Wireless

- Participation to EMA committee on Wireless
- X.400 gateway between GEIS Quik-Comm GEIS and paging services like SkyTel and Embarc
- Test to link 'Radio Networks' like Ardis and RAM Mobile
- Test with NetCom GSM
- Commercial CDPD (Cellular Digital Packet Data) service with Ameritech



GEIS Test



The Environment



GEIS Test



- WINDOWS 3.1
- BNET E-Mail
- MS-Mail Remote
- Net*Connect GEIS
- Net*Connect Client HOST
- EFX Error-Free-Protocol
- EDI*PC for EDI transaction



GEIS Test



- Suggested Stationary Mode (not yet Mobile Mode)
- Suggested Hardware Flow Control (RST/CTS)
- Suggested GSM network in Reliable Mode (error-correction)

- up to 1Mbytes transmitted without problem
- success rate up to 100% for basic e-mail and binary exchange
- experimented in Norway, Denmark, Finland, Sweden, Germany,UK

The Results





Main Market Segments



Social and Environmental Market Drivers



- Increased work force mobility on the job
- Rise in user demand for messaging, both business and personal, to manage complex activities and hectic lives
- Overall economic downturn, leading to increase in contract workers
- Environmental legislation (i.e.. Clear Air Act)
- New market economies quickly building telecoms infrastructure via wireless



Business and Economic Drivers



- Productivity initiatives that are facilitated via wireless and more intelligent messaging
- Competitive pressure for better customer responsiveness and time-to-market
- Search for cycle-time reduction
- Goals to reduce office space, costs
- Search for real-time work flow advantages, improved channel management, remote work-work group, etc..



Mobile Professional



INDUSTRY

Cross Industry

APPLICATIONS

E-Mail File Transfer

Send/Receive FAX

Database Query

INTERNET Access

Remote Workflow Processing



Field Sales



INDUSTRY

Insurance
Medical
Real Estate
Technology
Mobile Retailing

APPLICATIONS

Service order completion
Pricing, product updates
Multimedia Catalog updates
Shipping/Order status
Email/Fax
Customer/Supplier record/review
Credit verification
Creative problem solving
Competitive pricing/offering analysis



INDUSTRY

High Technology
Computer
Consumer Electronics
Building Systems

Field Service



APPLICATIONS

Specification, schematics retrieval & dispatch
Shipping/order Status
Inventory Status
Pricing Updates
Email Fax Messaging
Credit Verification
Service Completion reporting Status
Vehicle Location
Remote Diagnostics



Fleet Management



INDUSTRY

Freight
Trucking
Messenger
Delivery
Public Transit

APPLICATIONS

Dispatch Messaging
Vehicle Vital Signs
Vehicle Location
Service Completion
Consignment Location
Credit Verification



Remote Monitoring



INDUSTRY

Vending Utilities
Communication Networks
Building Systems
Public Mass Transit
Environmental Controls

APPLICATIONS

Remote Diagnostics
Remote Alarming
Remote Inventory/Status
Billing Capture
Telemetry
Inventory Monitoring



Wireless in GE

GE Fleet Sales Force Automation
E-Mail
Bulletin Boards

GE Power System Field Service

GE MS Sales Force Automation
Telemetry for facility management
Remote diagnostics of medical machinery

GE Appliances Field Service



Joint Activities



NetCom (2nd GSM vendor in Norway)

**NetCom & GEIS agreement
to offer in the Business Segment
a common Business Productivity Solution
packaging Application, Hardware and
GSM Data Service with joint activities on
Post Sales Technical Support**



Thank you!

