

Top 10 Unbeatable Reasons

to Select GE Fanuc for
Your HMI/SCADA Needs



While there are many choices in HMI/SCADA technologies, it should by no means be considered a commodity purchase. There are many factors – from usability, connectivity to other systems, and strength of the supplier’s support offering – that can mean the difference between buying a product that will be obsolete in two years and buying a solution that will help your business compete globally for many years to come.

Here are 10 reasons why GE Fanuc provides a differentiated solution for your business.

1

Solutions
from a leader

6

A broad portfolio
to meet your needs

2

The support
to ensure success

7

Delivering technology
you can count on

3

A selection of products
- one size does not
fit all

8

A total value chain -
our door to your door

4

The reliability
you can count on

9

Designed for produc-
tivity - lowest TCO

5

Open and layered
to integrate with
your systems

10

Solutions from single
nodes to enterprise,
OEM, and vertical
market deployments

1

GE Fanuc: A leading supplier in HMI/SCADA, and a global leader in technology and manufacturing

Over 20 years ago, GE and FANUC Ltd. of Japan formed GE Fanuc, an automation company dedicated to delivering technology and services to improve automation on a world-wide basis. GE Fanuc delivers solutions to reduce costs, improve quality and make your operations more agile, regardless of the business you are in. The automation industry has matured a great deal in the past 20 years. Many companies have come and gone. GE Fanuc has become one of the leading brands, recognized in delivering high technology products and services in both hardware and software. GE Fanuc has delivered significant growth, through both organic means and through acquisitions. You will recognize leading brands, now part of GE Fanuc, such as Total Control Products, CimWorks, DataViews Corporation, AFE Technologies, Computer Dynamics, and Intellution, all leading companies in various areas of automation. These products and technologies have been integrated to deliver an award-winning set of automation solutions called Proficy. GE Fanuc boasts best-in-class technologies regardless of your automation focus. And, GE Fanuc delivers a lasting brand, one that you can start with today, and know you can continue to count on in 5 years, 10 years or longer. When you choose GE Fanuc as a partner, you will have a dedicated solution provider for the life of your business.

In the area of HMI/SCADA, GE Fanuc can boast over 20 years of history, encompassing both UNIX and DOS technology starts. Today, with over 20 years of development behind them, GE Fanuc's HMI/SCADA products CIMPLICITY[™] and iFIX[™] are recognized as the most technology rich and reliable solutions in the industry.

GE is as much a user of technology as it is a provider of technology. With over 1100 manufacturing plants around the world, GE is one of the leading manufacturing companies and users of automation technology. From power turbines and aircraft engines to specialty chemicals, wind turbines, appliances, and plastics. GE leverages the power of GE Fanuc products to achieve greater levels of competitiveness. And these same products are available to you.





2

GE Fanuc GlobalCare: Excellent support programs to reduce your total cost of ownership

All aspects of support are thoroughly covered through GE Fanuc's internal staff and that of our extensive partner networks. From the initial project scope to product training, system commissioning and long term operation, GE Fanuc offers comprehensive levels of support to meet your needs. GE Fanuc delivers products through some of the most capable teams of Direct, Representative and Distributor organizations available. They form our front line of support. GE Fanuc then offers

GlobalCare, a set of GE Fanuc offerings designed to deliver the services and solutions you need for total product and solution lifecycle management. From technology upgrades and 24x7 emergency support to Web-based knowledge resources and sophisticated online case management tools, GE Fanuc services are available to help you with any of your custom service needs in a highly efficient and cost effective way.

3

A wide choice of products to fit your needs and align with your existing investments

Most companies only offer one solution for the whole spectrum of HMI/SCADA applications. GE Fanuc delivers three choices, each technically superior in the focus it delivers. And each a perfect fit for your automation projects.

Proficy HMI/SCADA – CIMPLICITY

CIMPLICITY has been used in all industries – from process to discrete. Delivering event-based operation, it is extremely well suited for discrete applications, and handles very large amounts of digital signals and alarm bursts. Its advanced Client/Server architecture makes it easy to start small and expand your system. Its flexibility and value-add options allow you to easily extend and customize a solution to meet your business needs. Finally CIMPLICITY's web capabilities deliver access to CIMPLICITY at anytime from anywhere.

Proficy HMI/SCADA – iFIX

iFIX has also been used in all industries – from process to discrete. Delivering scan-based operation, its internal SCADA engine makes it ideally suited to process-oriented applications requiring consistent performance and known response times. It provides advanced 21 CFR Part 11 capabilities for regulated industries. Based on an advanced Client/Server distributed and open architecture, it easily and quickly integrates with your existing operation and offers a broad range of additional features.

Proficy View

A very scalable solution able to address both Windows Desktop and Windows Embedded (Windows CE) solutions. Proficy View addresses HMI solutions with operator interface performance and platform scalability beyond other GE Fanuc offerings.





4

A history of reliability

HMI/SCADA products make up the foundation for process management and information flow to the enterprise. Their ability to deliver a 24x7x365 level of reliability is crucial to maintaining your competitive edge, reducing your costs and delivering exceptional quality.

GE Fanuc HMI/SCADA offerings have over 20 years of history behind them. Each current offering has been refined through over 10 product development cycles, each addressing a wealth of customer feedback, following a strategic growth path and addressing known issues. Today, each HMI/SCADA solution is positioned as the most technology rich and robust offerings available on the market.

And with hundreds of thousands of installations around the globe, these solutions have been used in every imaginable application. GE Fanuc HMI/SCADA products improve your life every day – from controlling the water and waste-water systems in your city or town to managing the power distributed to your neighborhood. GE Fanuc HMI/SCADA is the standard for some of the largest Pharmaceutical and Biotech companies in the world. In North America alone, over 2/3rds of all Automotive production (11,000,000 automobiles) is controlled by GE Fanuc HMI/SCADA solutions. From Navy Ships to Subways...GE Fanuc HMI/SCADA controls runway lights, cruise liner engine rooms, and helps make the ice cream, sodas and candies our children eat. Need a ripe apple in the winter? Or extra snow on that black diamond trail? We help do that too.

5

Open and layered for maximum flexibility

The automation solutions you have today rarely come from one vendor. Your systems are possibly comprised of OEM equipment from vendor A, a solution from vendor B, and now, you're considering the addition of a GE Fanuc solution. But how will it fit together? If you start today, will you continue to have the flexibility to adopt best-in-class solutions in the future?

GE Fanuc ensures you have the flexibility to both integrate with existing products, and integrate with new solutions. This is accomplished through a generous blend of technology and an open and layered corporate philosophy.

GE Fanuc HMI/SCADA offers the widest level of connectivity to third party products through GE Fanuc communication drivers. And, with support for OPC connectivity standards, GE Fanuc can assure your ability to leverage any third party communication solution.

Our daily business involves integration with third party solutions. The majority of GE Fanuc's Software Solutions are delivered on third party controllers and I/O offerings. Our technical support will answer your questions, even relating to other products. There is no company with a broader set of third party experience or domain expertise.

6

The foundation of Proficy: an unbeatable combination of solutions

It's not just about HMI/SCADA anymore. Solutions today rely on an integration of many products to deliver the complete set of functionality you need for a shop floor to top floor solution.

GE Fanuc has worked hard to develop a leading set of best-in-class technologies delivered to you as Proficy. At the foundation, GE Fanuc HMI/SCADA generates the best set of information to drive the rest of our Proficy applications. And, the rest of Proficy is ideally suited to combine with and leverage GE Fanuc HMI/SCADA. By giving you the opportunity to select one vendor for all of your automation needs, GE Fanuc provides a unique capability that can maximize your product and support value.

The Proficy suite is made up of best-in-class stand alone

solutions, able to integrate with the systems you already have in place. For example, GE Fanuc's Proficy Historian works extremely well over GE Fanuc HMI/SCADA solutions, but also delivers exceptional value on top of third party HMI/SCADA products. In fact, some of our largest Historian installations are on top of other leading HMI/SCADA solutions. While GE Fanuc analytic solutions for OEE, downtime, production management or batch automation work well on GE Fanuc solutions, they are also designed to deliver exceptional value on third party applications. Finally, GE Fanuc's Proficy Real-Time Information Portal technology can integrate data from any sources; GE Fanuc products, third party automation solutions, and your business systems. Proficy Real-Time Information Portal technology turns data from your disparate

systems into action-able information and KPIs, giving everyone in your organization the access to the information they need to make informed decisions. And there is another differentiator. GE Fanuc offers Proficy Change Management as an inherent part of its HMI/SCADA. This solution, delivered as an option, offers version management for all of your application files – GE Fanuc or otherwise. In addition, it delivers scheduled compares and backups, ensuring you always have the right files available for a disaster recovery. GE Fanuc is unique in offering complete integration between its HMI/SCADA solutions and a Change Management solution. Fully integrated and easy to use, you can Check-Out or Check-In files or entire projects, right from your HMI/SCADA development menus.



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**GE Fanuc delivers
the right technology
at the right time
(OPC, ODBC, .NET, XML, VBA, etc.)**

Each GE Fanuc HMI/SCADA solution leverages the right set of technologies, delivering the right combination of leading functionality and operation reliability. If a vendor delivers solutions at the leading edge of the technology curve then they compromise reliability. GE Fanuc prides itself analyzing and adopting the right technologies based on market longevity, customer value and product reliability. To that end, GE Fanuc HMI/SCADA solutions all support OPC for third party connectivity, OLE-DB and ODBC for Database and Reporting connectivity, VB Script, VBA and .NET for the ultimate in customization. Choosing the right technology at the core of an HMI/SCADA solution has long term implications and you can rest assured that GE Fanuc delivers the technology you need, when you need it, and in such a way that it delivers long lasting value.



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Supported locally by the highest quality sales and support channels

GE Fanuc offers one of the best channel organizations in the world. GE Fanuc channel partners are experts in technology. Most have been intimately involved in HMI/SCADA since the market initially developed. They are our experts on the front line, working with you to make sure our products are applied in such a way to maximize the value and reduce the total cost of ownership. They offer training, on an individual basis or classroom style. They offer application support, delivering the special expertise you need to get your project moving. They have a wealth of relationships giving you access to industry experts, system integration firms and OEMs, ensuring your project success.

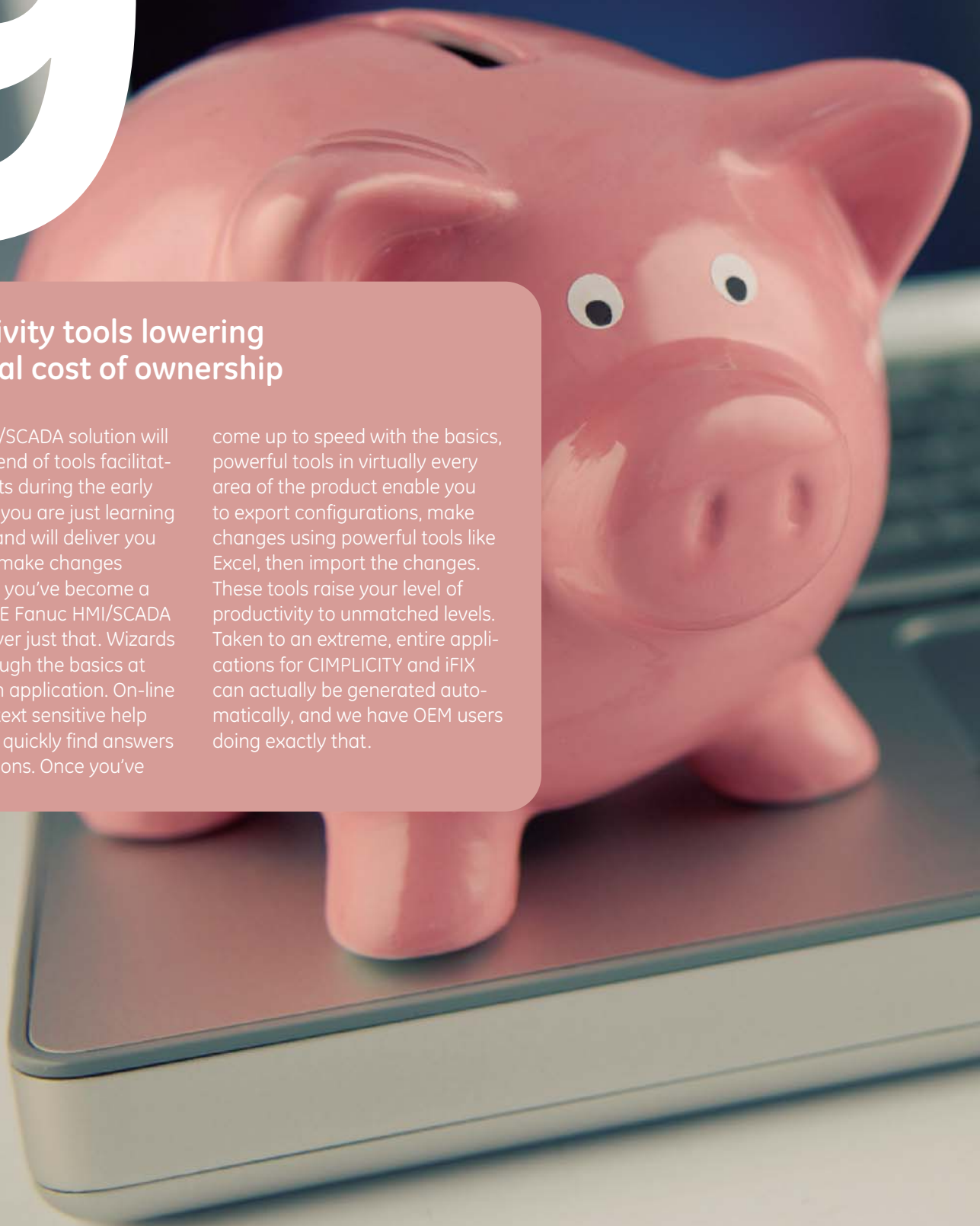
And they have the support of GE Fanuc, our management, and our support and solution teams behind them.

9

Productivity tools lowering your total cost of ownership

The ideal HMI/SCADA solution will offer you a blend of tools facilitating your efforts during the early stages, when you are just learning the product, and will deliver you the power to make changes in mass, once you've become a power user. GE Fanuc HMI/SCADA solutions deliver just that. Wizards walk you through the basics at the start of an application. On-line help and context sensitive help enable you to quickly find answers to your questions. Once you've

come up to speed with the basics, powerful tools in virtually every area of the product enable you to export configurations, make changes using powerful tools like Excel, then import the changes. These tools raise your level of productivity to unmatched levels. Taken to an extreme, entire applications for CIMPLICITY and iFIX can actually be generated automatically, and we have OEM users doing exactly that.



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10

An excellent vertical market and OEM fit

With well over 300,000 systems in the field, you can bet GE Fanuc has had help in delivering solutions. In fact, the majority of our products are delivered through networks of Original Equipment Manufacturers and System Integrators with their unique ability to address vertical markets. The technology inside GE Fanuc HMI/SCADA lends itself nicely to solving the needs of very demanding verticals while also delivering the breadth of horizontal features and benefits able to address any application the user demands.

For example, Life Sciences OEMs leverage the Electronic Signature and Audit Trail aspects of iFIX to fit their market

needs as no other product can. Around the world, a household name in computer manufacturing is managing the complex assembly of their computers through the use of CIMPLICITY. The world's largest wastewater treatment plant is under the control of over 50 iFIX stations encompassing over a half a million tags. And CIMPLICITY controls the rolling processes in metal plants around the world.

In each case, OEMs have delivered their components for a larger automation solution and System Integrators have leant their vertical market expertise to drive the success of GE Fanuc HMI/SCADA products.

Proficy Software Modules:

Real-Time Information Portal
Proficy Real-Time Information Portal

Plant Performance and Execution
Proficy Efficiency
Proficy Production
Proficy Tracker
Proficy Machine Tool Efficiency

Integrated Quality
Proficy Quality
Proficy Non Conformance Reporting
Proficy Shop Floor SPC

Process Solutions
Proficy Process Systems*
Proficy Batch Execution
Proficy Batch Analysis
Proficy RX™

Plant Data Repository
Proficy Historian

Asset Management
Proficy Enterprise Asset Management
Proficy Remote Monitoring & Diagnostic
Proficy Change Management

HMI / SCADA
Proficy HMI/SCADA – iFIX*
Proficy HMI/SCADA – SIMPLICITY*
Proficy View – Machine Edition

Programming & Control
Proficy Logic Developer
Proficy Motion Developer – Machine Edition

GE Fanuc Support & Services:

GlobalCare Support
Professional Services
Training

GE Fanuc Automation Information Centers

Americas:
1 800 GE FANUC or 434 978 5100

Asia Pacific:
86 21 3222 4555

Europe, Middle East and Africa:
800 1 GE FANUC or 800 1 4332682
or 1 780 401 7717

Europe, Middle East and Africa (CNC):
352 727979 11

Additional Resources

For more information, please visit
the GE Fanuc web site at:

www.gefanuc.com

