



OEM Edge

A GE Fanuc Partner Program

As an OEM in today's challenging business environment, key global partnerships are a necessity to help you meet and exceed your customer's expectations. As these expectations continue to expand, you will need to have partners that can deliver with the same speed and efficiency your customers expect from you. With this in mind, GE Fanuc has developed a preeminent program for our OEM partners that includes membership benefits that give you a significant edge to delight your customers and grow your business.

This program is all about you, the OEM, and what you need from an automation supplier to win. The OEM Edge membership benefits are a continuously growing compilation of services and tools that will deliver ongoing value to you year after year.

Member Support

In addition to your local sales teams and channel partners, we have an e-Forum that will give you direct access to the OEM Edge program manager along with the existing member community, all designed to enhance your membership experience.

<http://gefanuc.bnsi.net/eforum/index.php>

Membership Benefits[†]

- Development Software Kits
- Proof of Concept Hardware
- Conversion Services
- Training
- Product Support
- Do-It-Yourself Marketing Tools
- Solutions Library
- Migration Tools
- Third Party Device Integration
- Product Customization
- Application Support



Membership Benefit Details†

• Development Software Kits

As a member of GE Fanuc's OEM Edge Program, you can take advantage of one of the following kits upon entrance into the program. These kits are designed to provide you with a quick and easy path to GE Fanuc's award winning software. Each kit comes with two sets of license keys, with additional keys available upon request.

- OEM Edge – Proficy HMI/SCADA iFIX Kit (BC647OEM0100)
- OEM Edge – Proficy HMI/SCADA CIMPLICITY Kit (BC647OEM0200)
- OEM Edge – Proficy Machine Edition Kit (BC647OEM0300)
- OEM Edge – Proficy Historian Kit (BC647OEM0400)
- OEM Edge – Complete Kit (BC647OEM0500)

• Proof of Concept Hardware

By providing access to GE Fanuc hardware, you will be able to design your machine or system more quickly and efficiently.

• Conversion Services

Not having to reinvent your machine or system is a critical requirement to your success. With this in mind, GE Fanuc can assist in converting your controls and software architecture by leveraging our global knowledge and experience base.

• Training

GE Fanuc recognizes training as critical to your success. Upon program entry, we will provide GE Fanuc product training for up to two people in the first year and one person each subsequent year. See GE Fanuc's training web site for course locations and details.

• Product Support

Complex business environments have complex support needs, and Proficy GlobalCare Support is the best and most comprehensive way to optimize your investment. OEM Edge members receive GlobalCare Complete as one of the benefits of their membership. With GlobalCare Complete, you can be sure that your software is always up to date, and that you have access to the tools, applications and support to be successful.

• Do-It-Yourself Marketing Tools

If your expertise is focused more on engineering and system design, we provide marketing tools to help you differentiate and promote your products to the marketplace.

• Edge Solutions Library

Speed to market and new designs are critical to any OEM. To help you with this need, the Edge Library is a collection of solutions designed for OEMs and accessible only by OEM Edge members. These solutions range from applications for our QuickPanel and PLC families all the way up to our SCADA and Historian products. See the OEM Edge Solution library online for a complete and ever growing list.

• Migration Tools

GE Fanuc is committed to moving our OEMs forward across technology and product shifts while minimizing the trouble associated with this effort. These migration tools not only help with GE Fanuc products but our competitors as well.

• Third-Party Device Integration

GE Fanuc's open connectivity strategy is a critical feature of all our hardware and software products. Third-party device integration assistance is available from our experienced team.

• Product Customization

We recognize that a "one size fit all" approach isn't practical in the complex world of automation. For this reason, there may be opportunities for customization including areas such as re-branding.

• Application Support

Let us help you get the most out of our products. With our broad application and technical knowledge, we can provide assistance with your application.

For more information regarding the OEM Edge Program, contact your local GE Fanuc Representative or visit the e-Forum.

† Certain tools subject to qualification

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 1

Additional Resources

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

www.gefanuc.com/oem

