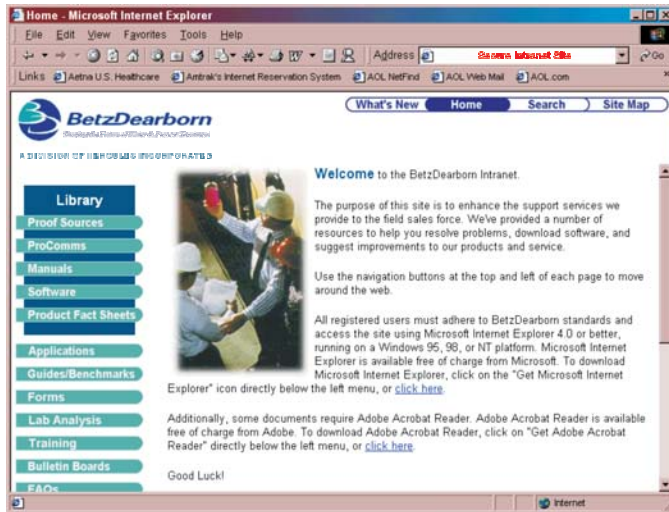


# GE Betz Knowledge Management Intranet



## Secure Intranet

The GE Betz (formerly BetzDearborn) Intranet is a secure Web site providing support services to a worldwide sales force. Available resources include product fact sheets, case histories, manuals, FAQs, software, discussion forums, and more. This site is an excellent example of how an intranet solution can solve many shortcomings of conventional methods of distributing information to field staff.



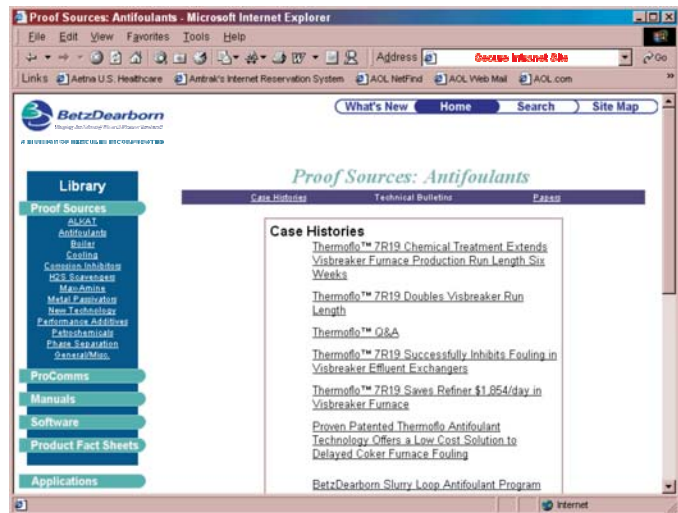
The major features of this site are:

- Well organized library of documents
- Downloadable software tools
- Manuals
- FAQs
- Discussion groups
- Dynamic experiential database

This intranet is used by over 400 sales and technical personnel worldwide.

**“In the competitive market of process chemical treatment, getting information to our sales force globally can be the difference between success and not getting the order. Using the web site developed by Astron, we are able to increase the quantity and quality of information our sales people have access to. This method of communications has saved us well in excess of \$50,000 per year.”**

**Harold Eggert**  
Manager - Petrochemicals,  
Performance Additives & Alkylation  
**GE Betz**



## Astron Services at Work

Astron organized the site content provided by GE Betz and developed a user friendly and intuitive intranet Web site. A windows based experiential database application was converted to a Web based application and integrated into the intranet to provide users the capability to remotely query and retrieve operating data. The site was optimized for low speed access over the Internet. The site is deployed on a Web server with restricted access to authorized users only.

