

## BUSINESS NEWS

## INDUSTRY FOCUS

# GE's Software Future Starts With Hardware

The company is testing networking gear to harness data spewed out by industrial machines

By TED MANN

General Electric Co.'s corporate vision is to reshape the industrial world and its core businesses with advanced software. But to get there, it needs to sell some basic computer hardware first.

The conglomerate is developing and testing networking gear—rugged sensor boxes and customized routers and servers—to harness the data spewed out by massive industrial machines at power plants and oil rigs.

*The conglomerate is building some devices itself and working with tech giants.*

GE is building some devices itself and working with tech giants including **Hewlett Packard Enterprise Co.** and **Cisco Systems Inc.** on others.

Its newest hardware offerings address what communications experts call the last-mile problem: for those customers who accept that advanced sensors and cloud computing will make their machines more efficient, there is still a question about how to get data off these devices and into the cloud-computing environments with shared software and processing power.

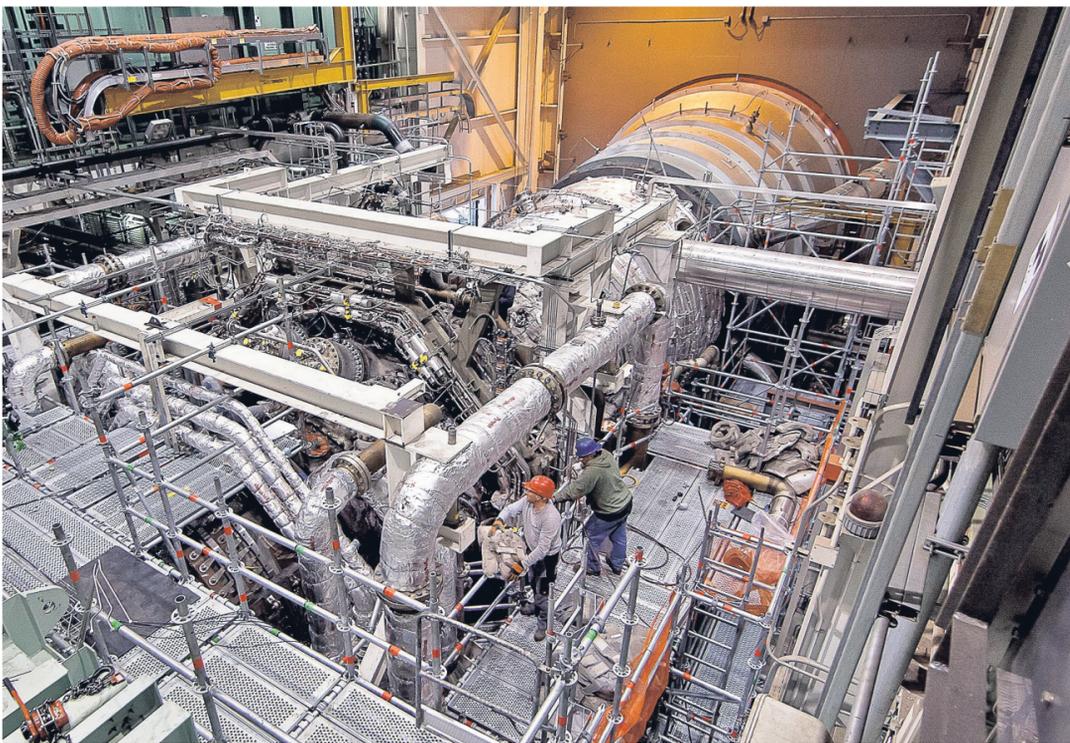
“Not every customer is ready to rip out their control system infrastructure, but they still want to get some benefit by being connected to the cloud,” said Jim Walsh, CEO of GE's Automation & Controls business unit. By supplying the hardware, GE is trying to make it easier “to get started in a very noninvasive way” with the company's software.

GE's digital push, including its Predix software platform for industrial customers, was a focus Wednesday when executives gathered for the company's annual outlook meeting with investors and financial analysts.

The maker of power plants and jet engines is stretching to reach its profit targets for the year amid sluggish global growth. GE shares have gained 2.3% this year, compared with a 10.4% advance in the S&P 500, through Monday.

Some machines already can run using Predix. For others, GE has developed a small device, called the Field Agent, that pulls operational data from a piece of industrial machinery.

It also is working with partners to market an array of other hardware, including with Cisco on a Predix-ready router and with HPE and Dell Inc. on a hulking cabinet nicknamed the “Predix box,” which will run Predix applications on-site at industrial workplaces.



GE workers checked a turbine at a South Carolina factory. The company is rolling out equipment to collect data from such machinery.

The Predix box, slated to be available in the second quarter of 2017, could be used by customers who want to keep more of their computing on-site, such as a power plant operator leery of sending too much data to the cloud.

GE said pricing would vary widely depending on the storage and capabilities of the machines, and on prices set by device manufacturers in some cases.

“Controls people usually get pretty nervous when you talk about linking to the cloud,” said Danielle Merfeld, a technology director at GE's Global Research headquarters in Niskayuna, N.Y.

The hardware, and the apps it supports, will allow customers not only to better analyze the performance and health of their equipment, she said, but also to bring in external information such as

weather trends and electric power costs—to make split-second decisions on how to operate more profitably.

GE says it has more than 100 Field Agent devices installed at locations, including at some of its own factories. The company also has five larger devices called industrial-control servers in use, through pilot projects with customers.

Among those pilot tests is NRG Energy Inc.'s Hunterston natural-gas power station in Gettysburg, Pa.

An NRG spokesman said the company has connected a GE control server to one of its power turbines in the plant, and is using data from the turbine, as well as pricing data pulled from the power markets, “to determine the optimum output for each unit at each particular hour.”

GE software is being in-

stalled on two of NRG's other units in the Hunterston plant. The NRG spokesman said it was too soon to determine how the system is working.

Steven Winoker, an equities analyst at Bernstein Research, said GE's software effort is promising, but the effort has put a company in the unusual position of selling servers and sensors, not long after it pulled out of other commoditized markets such as home appliances.

The various Predix boxes are “an awkward solution” to getting data onto GE's Predix platform, Mr. Winoker said, but one that won't be necessary in the future—as GE sells its heavy-duty machinery with sensors, processors and Predix software already inside.

Rivals including **Siemens AG** also are developing software and the hardware

needed to help industrial customers harness their data. GE partners such as HPE say the “rugged” devices they are building to handle harsh industrial environments will one day be incorporated directly into the heavy machinery itself.

“We're converging more and more capability into a box, but it's still a box,” said Tom Bradicich, a vice president and general manager at HPE. “Our next grand challenge is to converge it into the thing—into the pump, the turbine, the conveyor belt, into the robotic arm.”

Meanwhile, Mr. Walsh said the company is planning different sizes of hardware and multiple updates, and will market the equipment on a software model. “It's much more of a life cycle,” he said, “as opposed to ‘Let's go sell a box.’”

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## BANKRUPTCIES

UNITED STATES BANKRUPTCY COURT, DISTRICT OF MASSACHUSETTS, (EASTERN DIVISION)  
In re: COSI, INC., et al., Chapter 11, Case No. 16-13704-MSH  
Debtors. (Jointly Administered)

**NOTICE OF DISCLOSURE PROCEDURES APPLICABLE TO CERTAIN HOLDERS OF COMMON STOCK AND DISCLOSURE PROCEDURES FOR TRANSFERS OF COMMON STOCK TO ALL ENTITIES (AS DEFINED BY SECTION 101(15) OF THE BANKRUPTCY CODE) THAT MAY HOLD BENEFICIAL OWNERSHIP OF COMMON STOCK OF COSI, INC. (THE “COMMON STOCK”):**

**PLEASE TAKE NOTICE** that on September 28, 2016 (the “Petition Date”), the above-captioned debtors and debtors in possession (collectively, the “Debtors”), filed petitions with the United States Bankruptcy Court for the District of Massachusetts (Eastern Division) (the “Court”) under chapter 11 of title 11 of the United States Code, 11 U.S.C. §§ 101–1532 (the “Bankruptcy Code”). Subject to certain exceptions, section 362 of the Bankruptcy Code operates as a stay of any act to obtain possession of property of or from the Debtors' estates or to exercise control over property of or from the Debtors' estates.

**PLEASE TAKE FURTHER NOTICE** that on November 11, 2016, the Debtors filed the Debtors' Emergency Motion for Entry of Interim and Final Orders Approving Notification and Hearing Procedures for Certain Transfers of Common Stock [Docket No. 363].

**PLEASE TAKE FURTHER NOTICE** that on December 7, 2016, the Court entered the Final Order Approving Notification and Hearing Procedures for Certain Transfers of Common Stock [Docket No. 320] (the “Order”) approving procedures for certain transfers of Common Stock, set forth in Exhibit 1 attached to the Order (the “Procedures”).

**PLEASE TAKE FURTHER NOTICE** that, pursuant to the Order, a Substantial Shareholder may not consummate any purchase, sale, or other transfer of Common Stock or Beneficial Ownership of Common Stock in violation of the Procedures, and any such transaction in violation of the Procedures shall be null and void *ab initio*.

**PLEASE TAKE FURTHER NOTICE** that, pursuant to the Order, the Procedures shall apply to the holding and transfers of Common Stock or any Beneficial Ownership therein by a Substantial Shareholder or someone who may be deemed a Substantial Shareholder.

**PLEASE TAKE FURTHER NOTICE** that upon the request of any entity, the proposed notice, claims, and solicitation agent for the Debtors, will provide a copy of the Order and a form of each of the declarations required to be filed by the Procedures in a reasonable period of time. Such declarations are also available on the Court's website at <http://www.usbcourts.gov/malya/> for a fee.

**PLEASE TAKE FURTHER NOTICE THAT FAILURE TO FOLLOW THE PROCEDURES SET FORTH IN THE ORDER SHALL CONSTITUTE A VIOLATION OF, AMONG OTHER THINGS, THE AUTOMATIC STAY PROVISIONS OF SECTION 362 OF THE BANKRUPTCY CODE.**

**PLEASE TAKE FURTHER NOTICE THAT ANY PROHIBITED PURCHASE, SALE, OTHER TRANSFER OF COMMON STOCK, BENEFICIAL OWNERSHIP THEREIN, OR OPTION WITH RESPECT THERETO IN VIOLATION OF THE ORDER IS PROHIBITED AND SHALL BE NULL AND VOID *AB INITIO* AND MAY BE SUBJECT TO ADDITIONAL SANCTIONS AS THIS COURT MAY DETERMINE.**

**PLEASE TAKE FURTHER NOTICE** that the requirements set forth in the Order are in addition to the requirements of applicable law and do not excuse compliance therewith.

Respectfully Submitted, COSI, INC., ET AL., By their counsel, /s/ Kate P. Foley, Joseph H. Baldiga, BBO #549963, Christine E. Devine, BBO #566990, Kate P. Foley, BBO #682548, Mirick, O'Connell, DeMatteis & Lough, LLP, 1800 West Park Drive, Suite 400, Westborough, MA 01581, Phone: (508) 898.1501, Fax: (508) 898.1502, Email: [bankrupt@mirickoconnell.com](mailto:bankrupt@mirickoconnell.com), [cdevine@mirickoconnell.com](mailto:cdevine@mirickoconnell.com), [kfoley@mirickoconnell.com](mailto:kfoley@mirickoconnell.com)  
Dated: December 7, 2016

<sup>1</sup> The Debtors in these Chapter 11 cases are Cosi, Inc. (Case No. 16-13704-MSH), Xando Cosi of Maryland, Inc. (Case No. 16-13706-MSH), Cosi Sandwich Bar, Inc. (Case No. 16-13705-MSH), Heartstone Associates, LLC (Case No. 16-13707-MSH), and Heartstone Partners, LLC (Case No. 16-13708-MSH). The Debtors' corporate offices are located at 294 Washington Street, Suite 510, Boston, Massachusetts 02108. The cases are jointly administered under the Cosi, Inc. case number.

<sup>2</sup> Capitalized terms used but not otherwise defined herein have the meanings ascribed to them in the Order or the motion, as applicable.

## PUBLIC NOTICES

THE COMPANIES ACT, CH. 308  
NOTICE OF INTENTION TO DECLARE FINAL DIVIDEND  
THE DREYFUS FUND INTERNATIONAL LIMITED  
(IN LIQUIDATION)  
THE SUPREME COURT OF THE BAHAMAS CAUSE NO.  
COM/2016/0099 OF 2014

TO: The Creditors of The Dreyfus Fund International Limited (In Liquidation) (“the Company”)

TAKE NOTICE that on 13 February, 2017 the Company's Joint Official Liquidators intend to declare a final dividend.

Any Creditor who has not already lodged his proof of debt with the Joint Official Liquidators must do so no later than 13 February, 2017. The Joint Official Liquidators are not obliged to adjudicate upon any proof of debt received after this date. With the result that your failure to lodge a proof of debt by the final date for proving may result in you being excluded from the final distribution.

If your address has changed or if you deem yourself to be a creditor of the Company and wish to claim in the Company's liquidation, please contact us at any of the contact details listed below.

Dated this 9th day of December 2016,  
Raymond L. Winder Mark E. Munnings  
Official Liquidator Official Liquidator

The Dreyfus Fund International Limited  
(In Liquidation)  
c/o Deloitte & Touche Bahamas  
Dehanda House, 2nd Terrace West Centreville  
P.O. Box N-7120  
Nassau, N. P. The Bahamas  
Telephone: (242) 302-4800  
Fax 242 322-5101  
Email address: [info@dfinliquidation.com](mailto:info@dfinliquidation.com)

IN THE MATTER OF THE COMPANIES ACT 1981 OF  
BERMUDA  
and  
IN THE MATTER OF INTEREST ASSURANCE, LTD.  
(the “Company”)

NOTICE IS HEREBY GIVEN pursuant to Section 132(2) (d) of the Companies Act 1981 that the Company intends to discontinue under the laws of Bermuda and continue to the State of North Carolina as if the Company had been incorporated under the laws of the State of North Carolina.

Dated: December 13, 2016 at Hamilton, Bermuda.

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# For Sale: Two Industrial Units

By TED MANN

General Electric Co. plans to raise \$4 billion by selling two of its smallest industrial units and promised to cut another \$1 billion in expenses, as the conglomerate tries to boost its profit margins by shrinking its operations.

In a presentation Wednesday for financial analysts, GE said it plans to sell its Industrial Solutions business, which supplies equipment to the

electrical-distribution and grid industries, as well as its GE Water business. The two units combined account for \$5 billion in annual revenue.

Chief Executive Jeff Immelt said the company is still on track to hit a key investor target: earnings of \$2 per share in 2018. To get there, the company will add new sources of revenue, including through a proposed tie-up of its oil and gas business with Baker Hughes Inc., and cut back on costs.

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## Toyota Tries a Sexier Look



Toyota's C-HR crossover sport-utility vehicle features exaggerated curves and sharp angles. The auto maker hopes to sell 170,000 of the vehicles a year world-wide, a modest goal given the popularity of crossovers and Toyota's presence in the global market.

# GM Prepares to Unveil Redesigned Crossovers

By MIKE COLIAS

General Motors Co. will unveil a pair of revamped crossover sport-utility vehicles in coming weeks, an effort to jump-start participation in a hot segment of the U.S. market it has somewhat neglected and to squeeze more profits from each sale.

The auto giant will use the Detroit auto show in January to reveal a redesigned Chevrolet Traverse, a seven-seat crossover, and the smaller GMC Terrain, according to people familiar with the plans. Neither vehicle has been revamped since 2009 as the auto maker has been juggling a spate of engineering priorities in the years following its bankruptcy filing.

Crossover vehicles are designed with the same architec-

tural underpinnings as sedans, but offer more versatility and typically command between \$3,000 to \$5,000 more than passenger cars.

GM executives have told analysts to expect roughly \$1,000 more per profit per vehicle after the crossovers are redesigned compared with outgoing models, according to RBC Capital analyst Joseph Spak.

The overall GM crossover fleet has become among the oldest in the industry because of the company's recent focus on overhauling pickup-truck and passenger-car lineups.

A GM spokesman declined to comment on future product plans. Crossovers currently comprise about 27% of GM's U.S. sales and the company is likely to add more models in coming years.