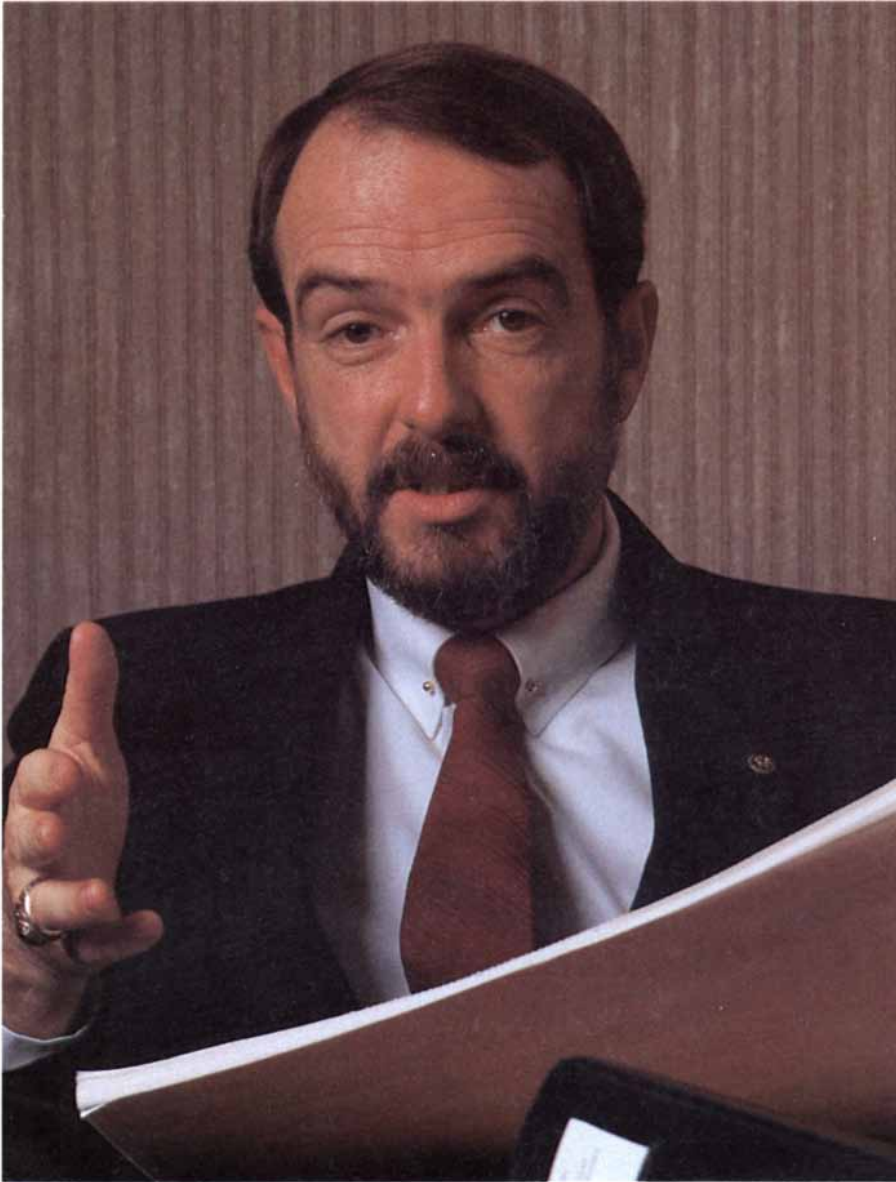


WHAT SHOULD YOU WORKING PARTNERSHIP



“At Pattie A. Clay Hospital an HP 3000 computer system improves cash flow and cuts data processing costs by 50 percent.

“With HP’s Patient Accounting program we handle patient registration six times faster than before. And HP’s error checking feature prevents major errors from entering the system.”

Pattie A. Clay Hospital in Richmond, Kentucky, is using an HP 3000 computer system and HP’s Hospital Financial Management software. Administrator Richard M. Thomas says: “By eliminating outside data processing services, the HP system enables us to control information management while cutting data processing costs by 50 percent.

“We no longer have to wait three weeks for monthly financial reports. With general ledger online, we have an accurate picture of our financial status at all times. Because the HP system bills patients and insurance companies simultaneously, we reduce paperwork and overhead costs by \$25,000 a year.

“HP’s support team provided solutions to every obstacle we encountered. They trained us and saved us the cost of hiring applications specialists. The system works for us; we don’t work for the system.”



EXPECT FROM A WITH HEWLETT-PACKARD?

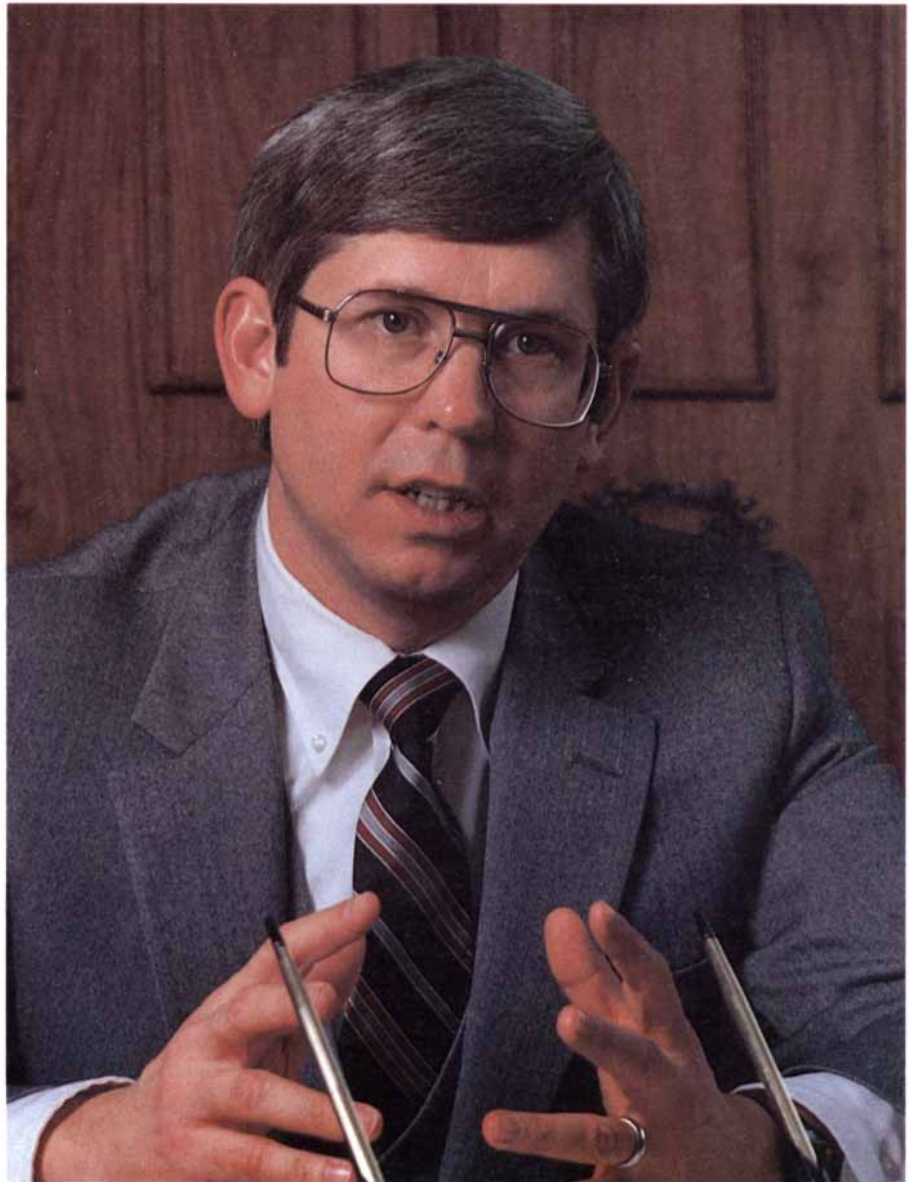
At Fairview Hospital, an HP CareNet system facilitates critical care and saves \$54,000 a year in monitoring costs.

"Because the HP computer-based system delivers extremely accurate vital sign data, we no longer have to repeat procedures or revert to manual methods. On-line monitoring eliminates the need for outside hemodynamic monitoring services, so our staff accesses critical data immediately."

At Fairview Hospital in Minneapolis, Bill Maxwell, Hospital Administrator, says: "HP offered us a total solution to intensive care monitoring—a means to deliver cost-effective quality care. HP CareNet gives us control over our monitoring strategy. And we can continuously monitor all patients from any location in the network.

"The flexibility of HP hardware will enable us to expand our network threefold without significantly increasing our hardware costs. And through HP's upgrade program, we can put tomorrow's technology on today's system without increasing our capital investment.

"Our HP system is maintaining close to 100% uptime. The reliability of our HP network and HP's support team has convinced us to equip another Fairview intensive care unit with an HP CareNet system."



Productivity. Not promises.



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