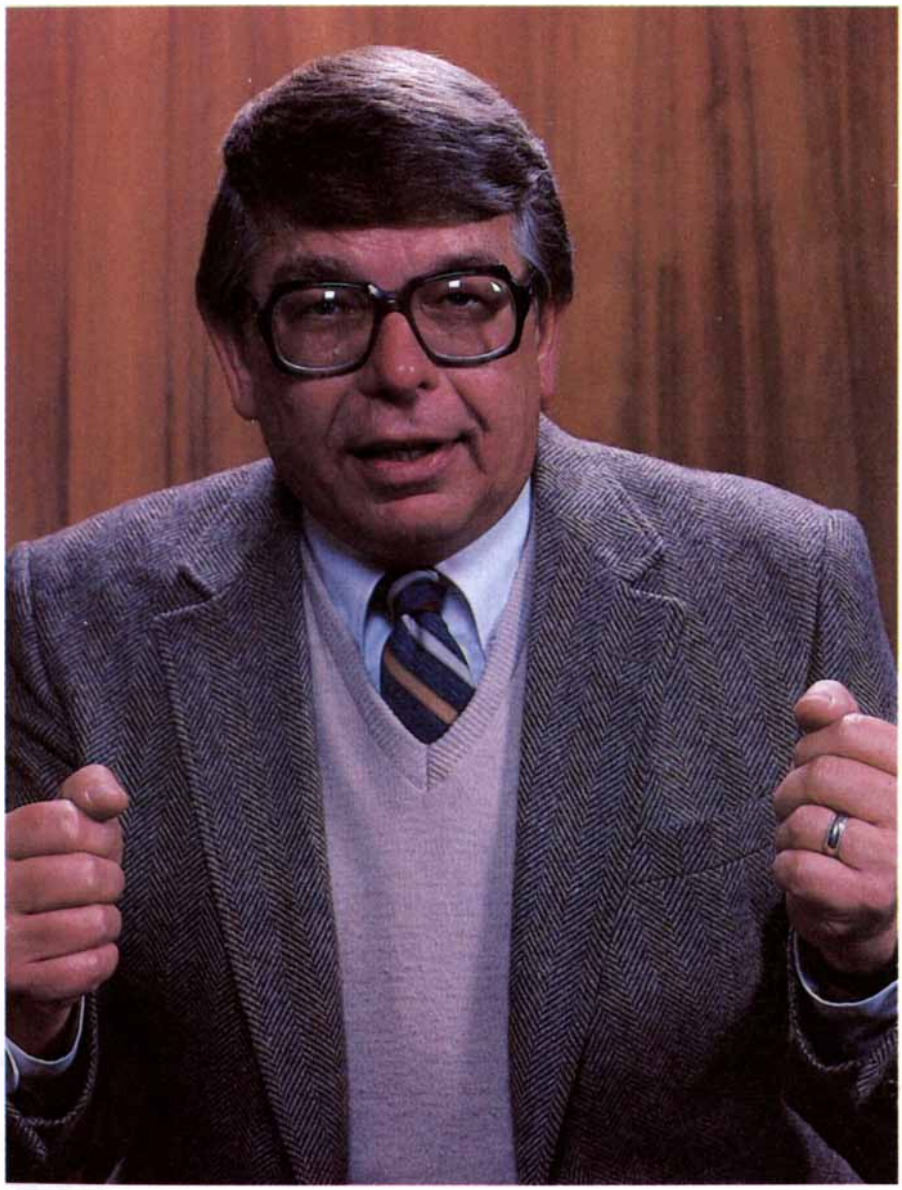
WHAT SHOULD YOU WORKING "PARTNERSHIP"



"At Ford Aerospace, HP automatic test sets cut test time by 90%, saving $3 million a year.

"We've used HP instruments and computers for 10 years. In that time, we've quadrupled the circuits on our communication satellites while cutting test time by 90%. By automating with HP test sets we save up to $3 million a year."

Ford Aerospace designs and manufactures commercial communication satellites. In Palo Alto, Ca., John Merizon, Manager of Systems Test & Operations says: "HP's engineering staff helped us assemble HP instruments and computers to build 4 universal satellite test systems.

"Because satellite testing is a 24 hours a day, 7 days a week operation, downtime is irretrievable and translates directly into schedule slips which could cost us up to $30,000 a day. HP saves us the time and money of routine service calls by training our staff to calibrate and maintain HP equipment in-house. Because our HP systems deliver 99% uptime, we've cut down on repeat testing and virtually eliminated costly delays.

"HP is available for each launch with spare parts and a support team to back us up. Based on the flexibility and ruggedness of HP instruments and HP's consistent high performance, we plan to expand our test program with additional HP equipment."

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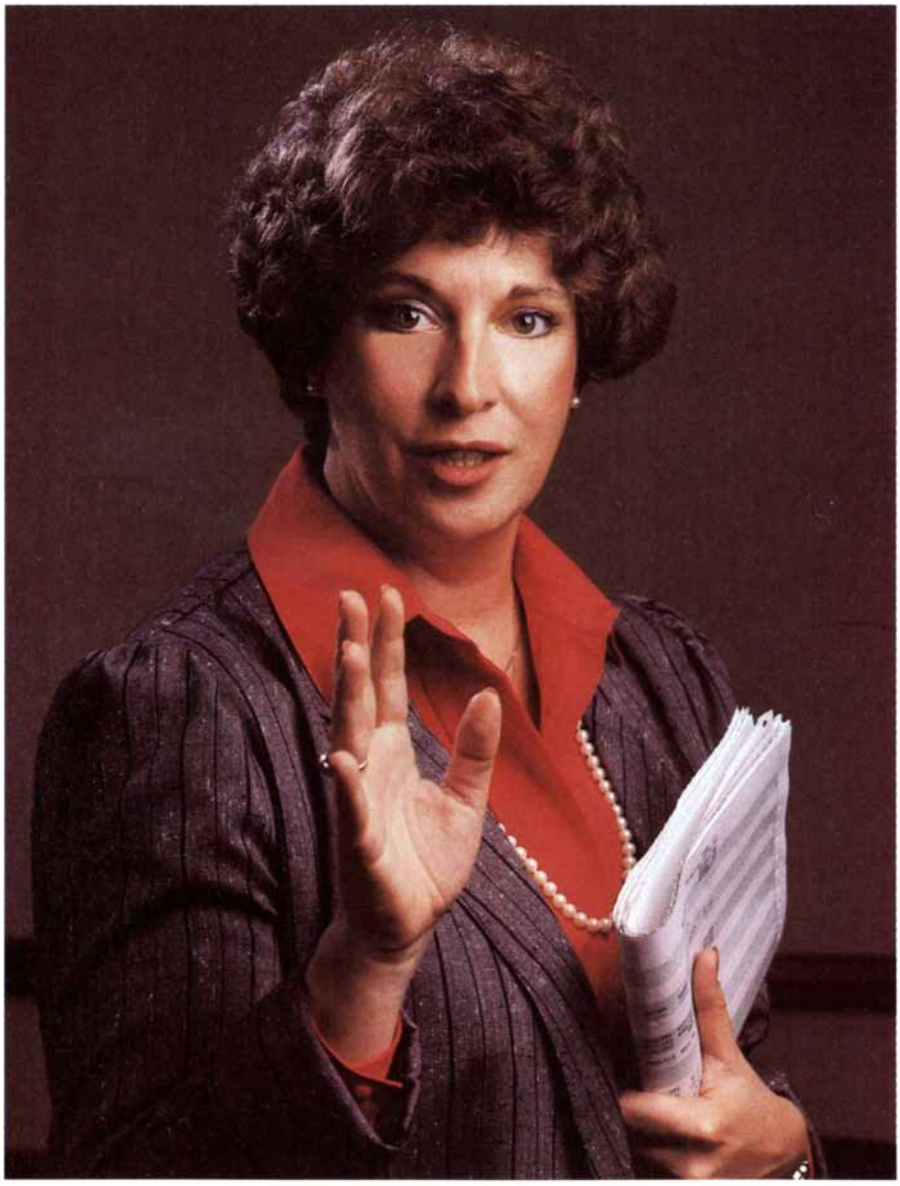
EXPECT FROM A WITH HEWLETT-PACKARD?

'At Mount Carmel East Hospital, an HP Patient Care Management system delivers 99% uptime and improves department productivity.



"Our HP system enables us to streamline unit operations, improve productivity and reduce operating costs."

Mount Carmel East Hospital, in Columbus, Ohio, is a member of the Holy Cross Health System. The hospital uses HP's Patient Care Management System—an HP 3000 computer-based information system.

Judy Willis, Vice President of Nursing says: "The HP system links clinical and administrative data into one network. By customizing the system to meet each department's needs, we've improved our response time. On-line order processing facilitates fast, accurate billing. And by eliminating delays due to lost or inaccurate data, we've reduced operating costs—a savings we can pass on to our patients.

"The modularity of the HP 3000 allows us to accommodate future growth. And with HP's commitment to R&D, we've not only invested in a computer but in our future. Our HP system delivers 99% uptime. With that type of reliability, we believe we have the best price/performance system available today."

Results with assurance.

HEWLETT PACKARD

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