

A “business partnership” with Hewlett-Packard *delivers*

▶ ***Quality beyond products.***

Quality at HP includes all aspects of our relationship with customers. The same quality and reliability engineered into HP products is built into our customer support, training and service programs. Your expectations of HP quality should be systems operating effectively at least 99 percent of the time.

▶ ***R&D that protects your investment.***

The long-term cost of software usually exceeds the cost of hardware several times over. Much of HP's R&D concentrates on technology that will preserve your software investment while increasing the performance and decreasing the cost of the hardware. Doing business with HP is a hedge against obsolescence.



Newton Gore, Sr. Vice President
City National Bank, Los Angeles, CA



Bim Lindsey, Mgr. Cardiovascular Services
Deaconess Medical Center, Spokane, WA



Jeff Norkin, Vice President
Container Corporation of America, Chicago, IL

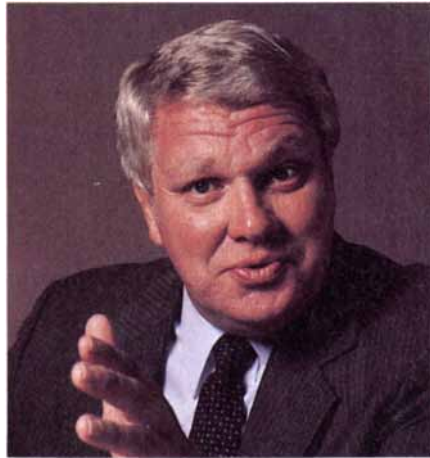
“Four HP computers deliver mainframe capability at one-eighth the cost.”

“HP Care-Net systems improve patient monitoring and maintain close to 100% reliability.”

“An HP computer network helps us respond to customers faster, and saves us \$600,000 a year.”



Dr. William Hodgson,
Dir. Scientific Services
American Cyanamid, Pearl River, NY



Don Michel, Manager
Insulation Displacing Connector
Engineering
Thomas & Betts Corp., Raritan, NJ

“Three HP lab automation systems speed data reduction and help handle a twofold increase in assays.”

“Six HP computer-aided test and data acquisition systems paid for themselves in less than six months.”

In summary, a “business partnership” with Hewlett-Packard delivers:

**Assurance
with
Results**



**HEWLETT
PACKARD**