

" HP Software Development in Manufacturing "

FOCUS

FOCUS OF THE PRESENTATION

FOCUS

Rich Zalisk

John Stark

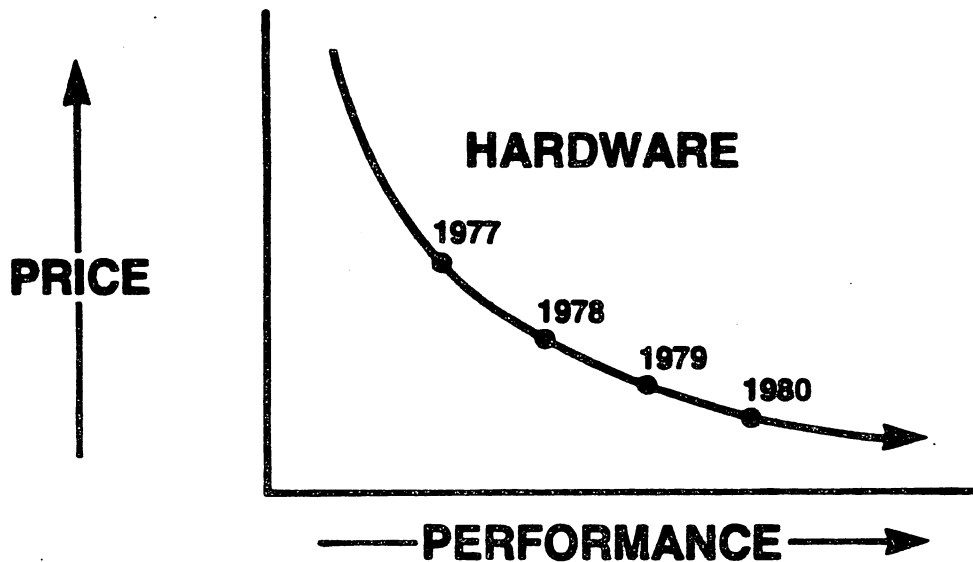
FOCUS

HP MANUFACTURING APPLICATIONS

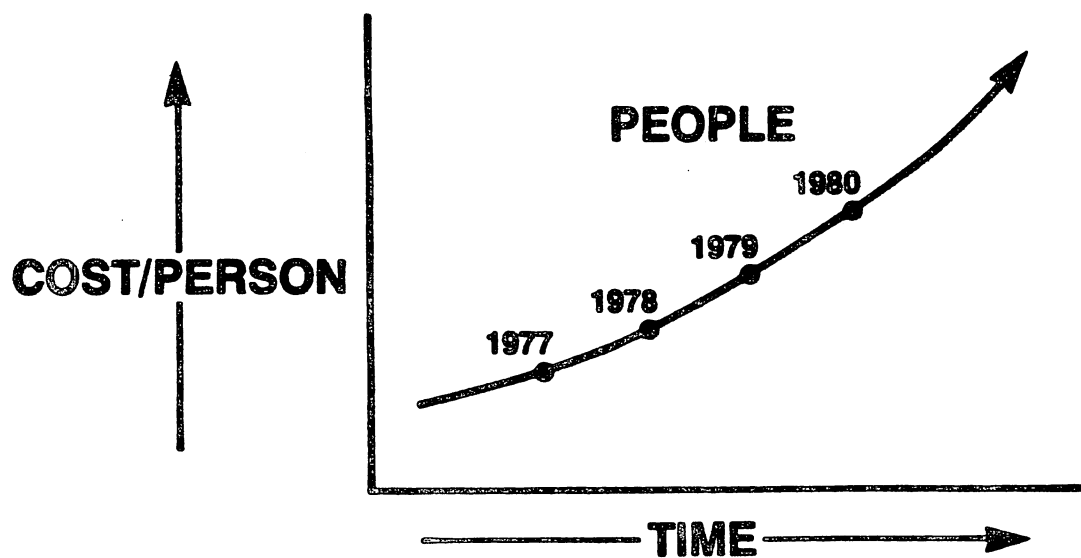
AGENDA

- BACKGROUND AND TRENDS
- STRATEGY
- MATERIALS MANAGEMENT: MFG/3000
- QUANTITATIVE MODELS
- QUESTIONS

FAMILIAR TRENDS



AND



PROFILE OF EDP BUDGET

	PROFESSIONAL PEOPLE			HARDWARE	TOTAL
	SYSTEM ANALYSTS	PROGRAMMERS	OPERATORS		
NEW PROJECTS	9%	4%	—	2½%	15½%
MAINTENANCE	11%	12%	½%	5%	28½%
OPERATIONS	—	4%	9½%	42½%	56%
TOTAL	20%	20%	10%	50%	100%

CONCLUSIONS:

- 1) CONSTANT PRESSURE TO REDUCE OPERATIONS COSTS
- 2) NEVER ANY RESOURCES AVAILABLE FOR NEW PROJECTS
- 3) MAINTENANCE IS AN UNDESIRABLE "PAIN IN THE NECK"

TRENDS

DESIRE TO REDUCE
IMPLEMENTATION TIME
FOR NEW PROJECTS

DESIRE TO REDUCE
MAINTENANCE EFFORT

**EXTERNALLY-SUPPLIED
APPLICATIONS
SOFTWARE**

DESIRE FOR
HIGHER RELIABILITY

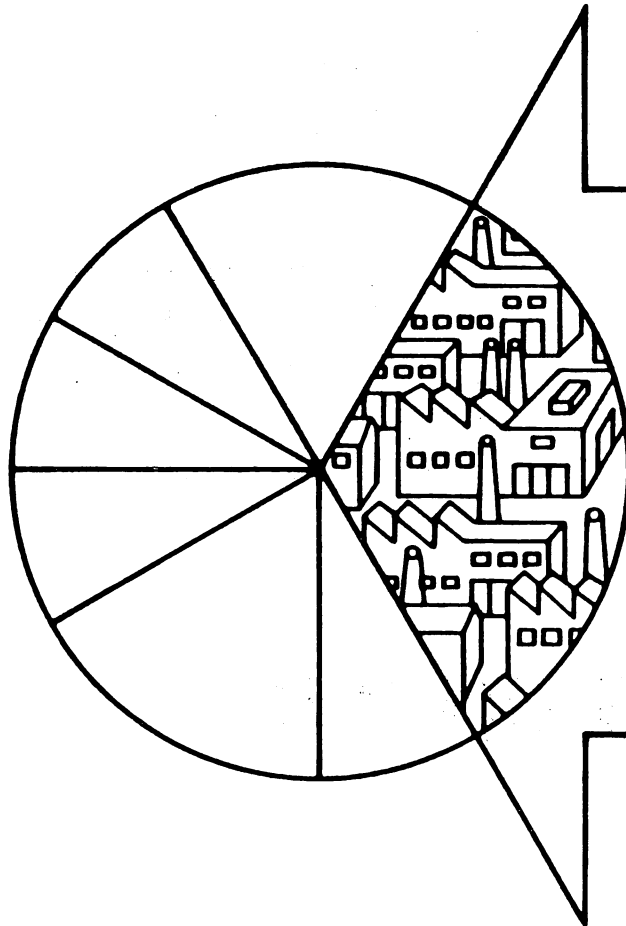
DESIRE TO REDUCE
OPERATOR EXPENSE

POTENTIAL BENEFITS OF “EXTERNALLY-SUPPLIED” SOFTWARE

- **NO NEW PRODUCT DEVELOPMENT CYCLE**
- **LOWER INTERNAL RESOURCES**
- **SHORTER IMPLEMENTATION TIME**
- **HIGHER RELIABILITY**
- **PREDICTABLE PERFORMANCE**
- **LOW PRICE**
- **NO MAINTENANCE/SUPPORT BURDEN**
- **BETTER STANDARD DOCUMENTATION**
- **BETTER STANDARD TRAINING**
- **SHARED EXPERIENCES/PROVEN SUCCESS**
- **PERFORMANCE OPTIMIZATION (FIRMWARE)**

**LET CUSTOMERS CONCENTRATE THEIR
RESOURCES ON PROBLEMS UNIQUE
TO THEIR OWN BUSINESS**

Contributions to Manufacturing Systems

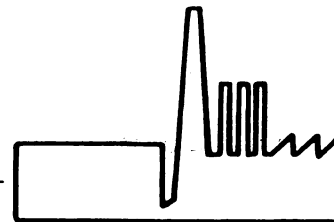


- Technology
- Customer support
- Experience

The HP Experience

**HP faces same
challenges as many
manufacturers**

**HP uses its own
computers to meet
these challenges**



**Manufacturing
companies**

HP Uses HP Computers

- Material Requirements Planning
- Capacity Requirements Planning
- Sales order entry
- Process control
- Shop floor control
- Accounting

**Over 350 HP Computers Solving HP's
Manufacturing Problems**

MFG/3000 is Materials Planning and Control Products for:

- Engineering data control
- Inventory and order status
- Materials requirements planning

