

" HP Software Development in Manufacturing "

FOCUS

FOCUS OF THE PRESENTATION

FOCUS

Rich Zalisk

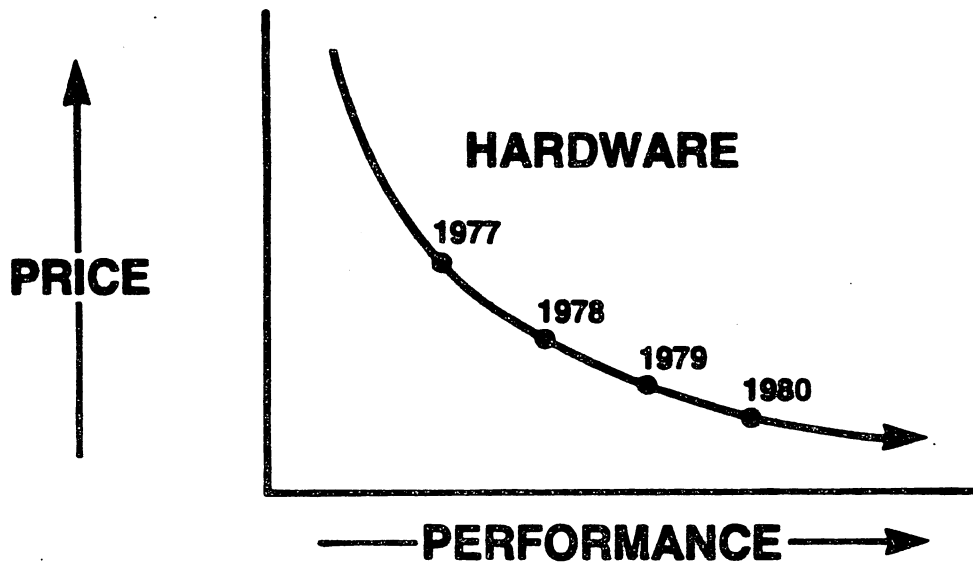
John Stark

## HP MANUFACTURING APPLICATIONS

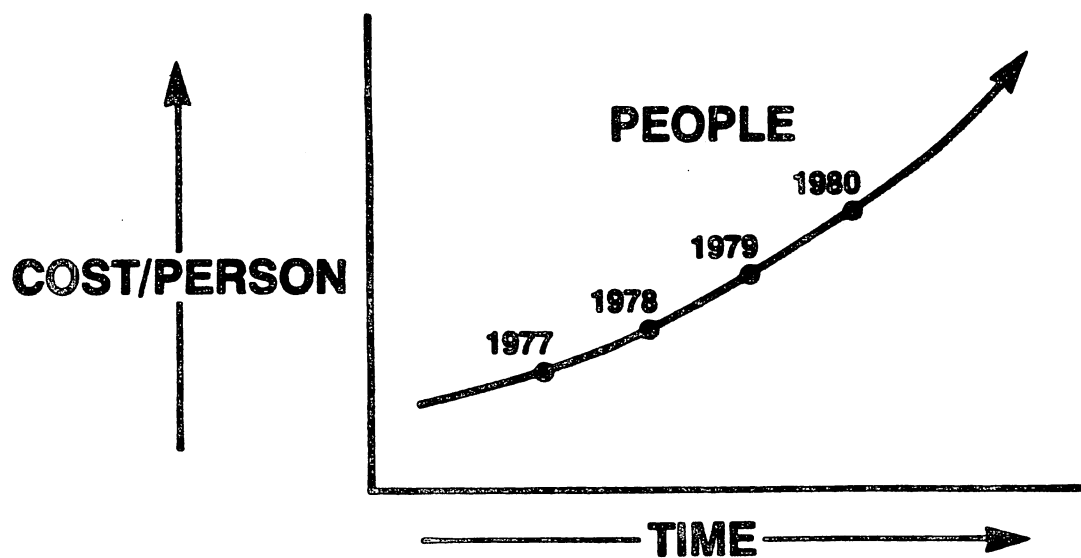
### AGENDA

- 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

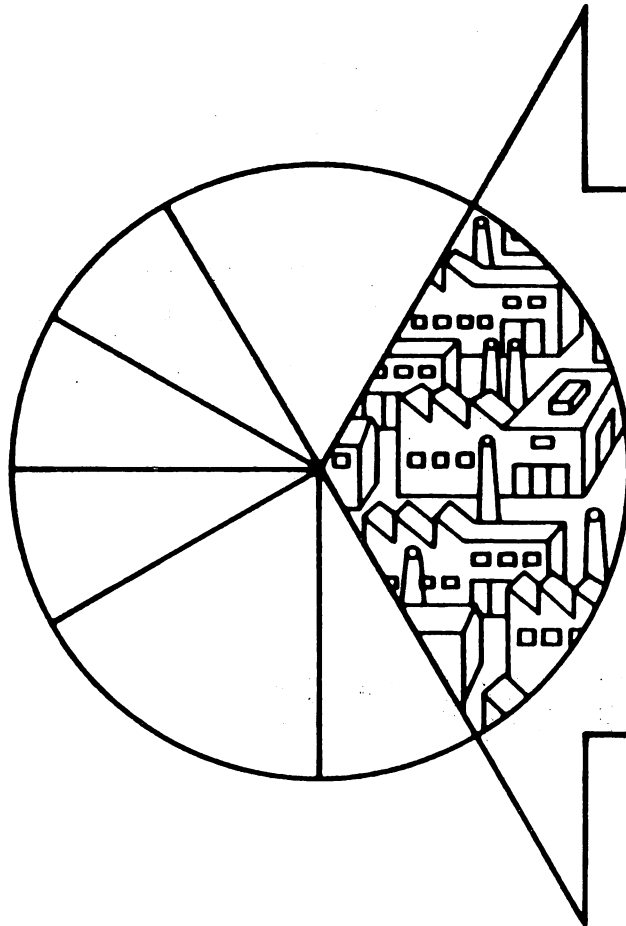
DESIRE TO REDUCE  
OPERATOR EXPENSE

## **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

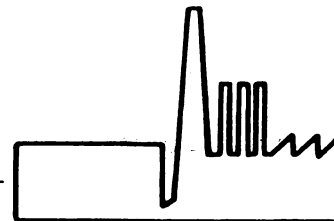


- Technology
- Customer support
- Experience

# 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

