

Understanding Hewlett-Packard: A View From the Inside

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This paper is a description of the presentation to be given at the Users Group meeting in San Antonio. It is not reflective of the actual information to be conveyed for two primary reasons. First, the presentation begins with a short, fun quiz. The answers to the questions in the quiz are revealed throughout the presentation. Since prizes will be given to the winner or winners, pre-publishing the answers did not seem to be advisable. Second, the information I wish to share with you is particularly volatile; it changes so frequently that I hesitate to submit three months in advance a paper which I know will be obsolete when you read it.

Several years ago I saw a movie entitled "The Universe" in which the camera began somewhere out in the universe, then focused in on the galaxy, the planet earth, the North American continent, a state and so on, all the way down to a molecule and then an atom. This

movie is analagous to the way in which I will present my inside view of Hewlett-Packard.

I will begin by describing the company as a whole, its domestic and international operations, the distribution of its sales orders, the distribution of its sales dollar, and its corporate goals. From there I will describe the company's organizational structure, its six major product lines, its groups, divisions, and operations, and how one relates to the other.

I will talk extensively about the Business Computer Group, that part of the company which is responsible for the HP3000 hardware and software. I will review the customer interfaces to the company and tell you how you, as a user, can make yourself heard.

NOTE: Those who attend the presentation will receive copies of the overhead transparencies.

