HP FINANCIAL ACCOUNTING

Introduction

HP Financial Accounting is a series of eight financial
accounting products. These products have been designed to fit
the financial accounting needs of a wide range of customers,
from those with very standard bookkeeping needs to those with
sophisticated financial management concerns. All of these
products, excluding HP General Accounting, allow customizing of
data bases, user interfaces and security, without programming,
through the use of Hewlett-Packard's customizer technology.
Additionally, modules need not be purchased all at once, rather,
they may be selected one at a time as the need arises (certain
restrictions apply to HP General Accounting).

Overview

THE HP FINANCIAL ACCOUNTING PRODUCTS AT A GLANCE

HP GENERAL LEDGER   HP32305A

HP General Ledger automates the collection, organization and
summarization of a company's financial information. HP General
Ledger's flexibility allows it to reflect a changing
organization both today and tomorrow, while providing the checks
and balances needed to monitor financial performance. HP
General Ledger significantly reduces the time required to
complete closing cycles by evening out the flow of closing cycle
activities. HP's technology allows for the tailoring of
screens, databases, interfaces and reports to reflect unique
needs. The capabilities of HP General Ledger may be expanded to
include a second ledger and allocation features with the
purchase of HP Dual Ledger and HP Allocator.

HP ACCOUNTS PAYABLE   HP32308A

HP Accounts Payable is an interactive, customizable accounting
application for the HP 3000 which consolidates a firm's
indebtedness and provides control over liabilities. Payment
dates are automatically proposed, based on user-defined terms
and policies to optimize discounts and improve liquidity. When
cash requirement forecasts are coupled with flexible
disbursement policies, it is possible to simulate cash
positions. The result is a better cash plan. Automated tax and
discount calculations, plus informative reports and reviews
increase productivity and contribute to improved cash management
decisions. Cash resources are safeguarded through extensive
remittance and check writing controls.

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HP ACCOUNTS RECEIVABLE   HP32309A

HP Accounts Receivable is an interactive, customizable
accounting application for the HP 3000 which records and
controls a customer's indebtedness to improve cash inflow and
customer relationships. Cash management is improved through
sophisticated aging methods, flexible cash application, and
tight credit and collection control, as well as informative
reports and reviews. Also, HP Accounts Receivable uses customer
payment trends to produce cash inflow projections which are more
realistic then those traditionally based on due dates.

HP DUAL LEDGER   HP32306A

HP Dual Ledger is an application for the HP 3000 which expands
the capabilities of HP General Ledger by adding a second ledger.
This allows for two unique charts of accounts per company. Both
ledgers may be maintained with one entry and the second ledger
may be automatically maintained in a second currency. HP Dual
Ledger is designed for companies who have management reporting
requirements which differ from their financial reporting
requirements. When a second currency is used, HP Dual Ledger
automates the re-evaluation of the accounts based on the actual
or simulated fluctuations in currency rates.

HP ALLOCATOR   HP32307A

HP Allocator is a cost allocation application for the HP 3000
which expands the capabilities of HP General Ledger and HP Dual
Ledger. HP Allocator automatically collects and spreads costs·
to cost centers, product lines or other appropriate allocation
centers. Sophisticated allocation criteria may be defined
interactively to allocate actual or budgeted amounts within the
primary or secondary ledger (when HP Dual Ledger is installed).
Batch or on-line input of allocation information and easy
auditability assures control over allocations in companies with
complex organizational structures.

HP REPORT FACILITY   HP32310A

HP Report Facility is a powerful tool for the HP 3000 which can
be used to either modify the standard reports included with HP
Financial Accounting, or interactively define new reports. HP
Report Facility lets an accounting staff decide what information
and in what format will best help them get their jobs done. HP
Report Facility produces both on-line and hard copy reports,
with ad-hoc reports being generated in minutes.   .

Integration with other software and hardware is important with any accounting application. HP Interface Facility is designed to simplify the integration of HP Financial Accounting applications into an existing systems environment. Standard interfaces provided within HP Financial Accounting can be modified to reflect changes and new interfaces can be defined to link these applications to external ones. With HP Interface Facility, files from HP Financial Accounting can be selectively extracted and reformatted for use by an external system, or external files can be selectively defined and reformatted for use by HP Financial Accounting. No knowledge of data bases or programming is necessary.

HP GENERAL ACCOUNTING   HP32312A

HP General Accounting is a standard, noncustomizable, entry-level accounting product for the HP 3000. It is designed for smaller companies who have standard accounting and bookkeeping requirements. It consists of the same comprehensive feature set found in HP General Ledger, HP Accounts Payable, and HP Accounts Receivable. This product meets the needs of those customers who may need multiple currency capabilities, or who have unique reporting and interfacing requirements, but DO NOT need to customize screens and data base structures.

For customers who decide to purchase the standard, noncustomizable product HP General Accounting, but later decide that they need the customizable version, an upgrade product is available. It will be more expensive to upgrade than it would have been to buy the customizable application modules separately in the first place. Before a customer decides which HP Financial Accounting products are the right solutions for their needs, make sure they carefully analyze the data input screens and field sizes found in the PEG (Product Evaluation Guide).

Features, Advantages, and Benefits

HP Financial Accounting applications are integrated, interactive solutions designed to meet the financial needs of a wide range of customers. The following features and benefits are common to all of these applications:

FEATURES	ADVANTAGES/BENEFITS
Integrated applications	Data entered once, increases productivity and reduces errors
On-line or batch processing	Flexibility to match volume and timing constraints

Multiple companies/divisions	Adapts to large and growing organizations
Advanced security	Increased auditability and data protection
Friendly user interface	Training time is reduced and throughput is increased
Interactive maintenance of control parameters	Increased flexibility to reflect changing organizations and policies
On-line management inquiry	Better control with current data
Interactive job scheduling	Jobs can be initiated by accounting staff for quicker response
On-line documentation	Increased data entry productivity
Automatic voucher numbering	Increased control and decreased data entry
Multi-national capabilities	Worldwide standardization
Flexibile report customization	Information available in desired format
One-vendor solution	Optimized and better support

BENEFITS OF CUSTOMIZATION CAPABILITIES (NOT AVAILABLE WITH HP GENERAL ACCOUNTING).

FEATURES	ADVANTAGES/BENEFITS
Data base customization	Unique data requirements included without programming
Screen customization	Optimized for unique data entry requirements
Reporting customization	Available with HP Report Facility
Interfacing customization	Available with HP Interface Facility
Processing customization	Available with HP Advanced Customization as a factory special

Market

HP Financial Accounting is designed for the HP 3000 to meet a wide range of customers' financial accounting needs. The basic capabilities available in HP General Accounting position these products as more appropriate for less sophisticated companies with standard accounting and bookkeeping requirements.

The additional customization capabilities available in the stand-alone applications, plus the reporting and interfacing tools, provide additional flexibility to fit customers with exceptional needs.

Advanced features available with HP Dual Ledger and HP Allocator allow this product to successfully meet the needs found in the large multi-national environments or in smaller companies with complex accounting needs.

Target Customers

Accounting professionals--controllers and accounting department managers--will typically make the final decision to purchase and use HP Financial Accounting applications. More and more, these managers are turning to packaged software products due to unacceptably long application development cycles and the rising cost of program maintenance.

The EDP Manager or Accounting Systems Manager will often have a great influence on the buying decision. These people are usually impressed at how few EDP resources are required to implement and use this system. HP Financial Accounting has been designed with both these audiences in mind. It's a good idea to get both these decision makers involved at the beginning of any sales situation.

Peripherals and Hardware

For all HP Financial Accounting applications, the minimum system recommended is an HP 3000 with 1Mb memory. However, the amount of memory actually needed will depend upon each system's configuration, installation of other applications, and expectations regarding transaction volume and terminal response time. HP Financial Accounting applications can be installed on the same HP 3000 as Materials Management/3000 and Production Management/3000 subject to performance considerations.

Interactive CRT terminals must be HP block mode 262X, 150, or Calipso units with at least 4Kb of terminal memory, be VPLUS/3000 compatible and support screen labeled function keys.

Additionally, HP Financial Accounting Applications require the HP 3000 Fundamental Operation Software including MPE IV, VPLUS/3000, IMAGE/3000, and KSAM/3000.

Questions and Answers

Q. CAN CUSTOMERS WHO HAVE ALREADY PURCHASED RAPID USE IT WITH HP FINANCIAL ACCOUNTING?

A. Yes. If the data base is defined, any report which can be created by RAPID is available from HP Financial Accounting data bases.

Q. WHAT ARE THE DIFFERENCES BETWEEN HP REPORT FACILITY AND RAPID?

A. RAPID is a general purpose report writer which utilizes a high-level report writing language. It is intended for users with some data base familiarity. HP Report Facility is designed for use by accountants with no programming background or data base familiarity. Because HP Report Facility is integrated with the applications, there is no need to define the data to a data base dictionary. This of course would have to be done with RAPID. Furthermore, because of the integration, information is fed back to the applications after report jobs are run. Finally, consolidated ledger statement reports (balance sheets, income statements, etc.) cannot be defined with RAPID but are a standard feature with HP Report Facility.

Q. IS THE CUSTOMIZER THE SAME AS THAT USED IN MATERIALS MANAGEMENT/3000 AND PRODUCTION MANAGEMENT/3000?

A. Yes, although some capabilities are not used in the same way. Additional reporting and interfacing capabilities are available through the use of HP Report Facility and HP Interface Facility. Process customization can be done through the use of user exits.

Q. IS IT POSSIBLE TO PURCHASE SOURCE CODE?

A. No. HP Financial Accounting is available only in object code, as it is with other customizable applications. Because of the customization capabilities, HP Report Facility and HP Interface Facility, modification of the source code to tailor the application user interface is not required.

Q. COULD A CUSTOMER PURCHASE HP REPORT FACILITY AND USE IT WITH OTHER NON-HP FINANCIAL ACCOUNTING APPLICATIONS?

A. Currently HP Report Facility is usable only with HP Financial Accounting applications. However it will be available with other HP-MPN applications in the near future.

Q. ARE THERE STANDARD INTERFACES TO ORDER PROCESSING,
   PURCHASING, PAYROLL, ETC?

A. Yes, standard interface files, described in the user manuals
   and user programs, may be written to standardize the format
   of files from other systems for batch interfacing.