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## HP INVISION



### Introduction

HP INVISION is inventory management software for the HP 3000, designed for wholesale distributors and distribution entities of manufacturers to reduce inventory investment and the cost of purchasing while maintaining or improving customer service. It helps inventory buyers purchase the right items in the right quantities at the right time so that there is sufficient inventory to fill customer needs but not an oversupply.

Inventory is a distribution company's largest investment and is the lifeblood of the company -- the source of its profit. In today's business environment distributors are looking for ways to minimize their investment in inventory to maintain or increase their profit without jeopardizing customer service.

### Product Overview

HP INVISION analyzes the usage trends of each item, forecasts the usage rate for the next period, and determines if enough inventory will be available to meet the forecasted demand. If the forecasted inventory level will fall short of expected demand, HP INVISION recommends a quantity to be purchased. The recommended purchase quantity is based upon any one of several purchasing methods selected by the buyer. These purchasing methods automatically consider the current inventory holding costs, the amount of item usage throughout the year, the item quantity that is currently on order from the vendor, recent item trends, and the vendor's leadtime history.

HP INVISION automates buyers tedious tasks and allows them to concentrate on the inventory exceptions while automatically monitoring all other items in inventory. HP INVISION is a powerful tool to:

- Increase gross profit
- Lower inventory investment
- Reduce stockouts
- Identify and eliminate dead stock
- Reduce purchasing costs
- Increase customer service

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## Strategy and Positioning

Rather than using complex methods of forecasting that buyers do not understand or trust, HP INVISION automates the forecasting methods that many buyers currently use. This approach makes HP INVISION revolutionary. It is an "even-handed" system, balancing data processing needs with business needs, designed to be implemented by business people using their knowledge of their business to gain maximum benefit through automation.

The target market for HP INVISION is small to medium-size wholesale distribution companies and distribution operating entities of manufacturers with annual sales ranging from \$2 to \$100 million.

The S.I.C. codes for wholesale distribution companies range from 5012 to 5199. The distribution operating entities of manufacturers are typically listed under the S.I.C. of the manufacturing company and therefore cannot be identified by S.I.C. as distribution entities.

## Support

Two copies of user documentation are included with the product. Implementation assistance and user training are available, along with update and phone-in consulting services.