

HEWLETT-PACKARD

Project Services

*A Working Partnership for
Integrated, Custom Solutions*



Hewlett-Packard Project Services provide you with customized, integrated, single vendor system solutions for your business needs.

Whether you are automating a manufacturing assembly line, an accounting system, a test and measurement system, or an office environment, HP Project Services can help increase your productivity.

Our structured management and development methodologies, combined with our expert, experienced application engineers are key elements in our integration abilities. HP can integrate the many products, services, and vendors necessary to achieve successful customized system solutions.

HP Project Services assure you of a unique solution for your unique needs.

Success Through Custom Project Services

HP Project Services are a flexible combination of highly effective, standard methodologies for project analysis, design, development, implementation, and management.

These methodologies have been developed from HP's broad experience in tailoring advanced technology to the individual needs of your organization. They have proven successful for a wide variety of industries and applications.

Project Services are delivered and managed by highly trained and experienced HP professionals, so you can be assured of the best possible solution fit. To better understand how HP Project Services can help you, look at some of the components of a typical solution:

Requirements Definition

So that you know exactly what your solution requires, HP's experts use structured analysis techniques to develop specific, written Requirements Definitions, Functional Specifications and Proposals.

Software Design and Development

HP uses structured design methodology to meet your needs for custom software development. Depending upon your requirements, HP will either create entirely new software for your application, modify your existing software for enhanced performance, or write interfaces between software packages or systems.

In addition, your Project Services team can call upon the depth of resources in our local offices, our manufacturing divisions, and/or third parties in order to provide you with the proper software solution.

Project Management

In order to ensure that all pieces of your solution come together properly, HP has developed a project management methodology specially designed to meet the needs of custom solution projects.

This methodology includes advanced project planning, scheduling and tracking procedures, effective change control methods and a carefully administered subcontract management process.

Implementation Assistance

We put our understanding of effective implementation procedures to work so start up time decreases and you get a quicker return on your investment.

HP has standard implementation services which include HP-ASSIST, and when appropriate, they are put to work for you in starting up your solution.

Custom Training

A custom solution can be more effective if your organization is equipped to operate it on an ongoing basis. As part of our Project Services, HP works with you to develop Custom Training Plans so that your staff can have the best possible training experience.

We can effectively blend elements from our excellent standard educa-

tion programs with custom designed training materials adapted to your particular solution. In this way you get the benefit of our intimate knowledge of your application as well as our broad-based instructional experience.

Custom Support Planning

To keep your solution functioning effectively, HP includes Custom Support Planning as an important part of Project Services.

All of HP's standard hardware and software support programs will be individually tailored to ensure the long-term productivity of your HP developed solution.

Partnership for Productivity

HP Project Services achieve increased productivity through a working partnership.

During the development and implementation of your application solution, a close working partnership with your project team helps us to understand your organization, objectives, and business requirements.

Under the direction of an HP project manager HP adds knowledge of products and technology, implementation skills and management abilities to the working partnership.

The combination of joint experience and knowledge provided through this partnership results in the development and implementation of a quality solution for you.

Your Total Solution

When coupled with our advanced hardware, software, and support, HP Project Services provide you with a complete, custom solution for your specific business needs.

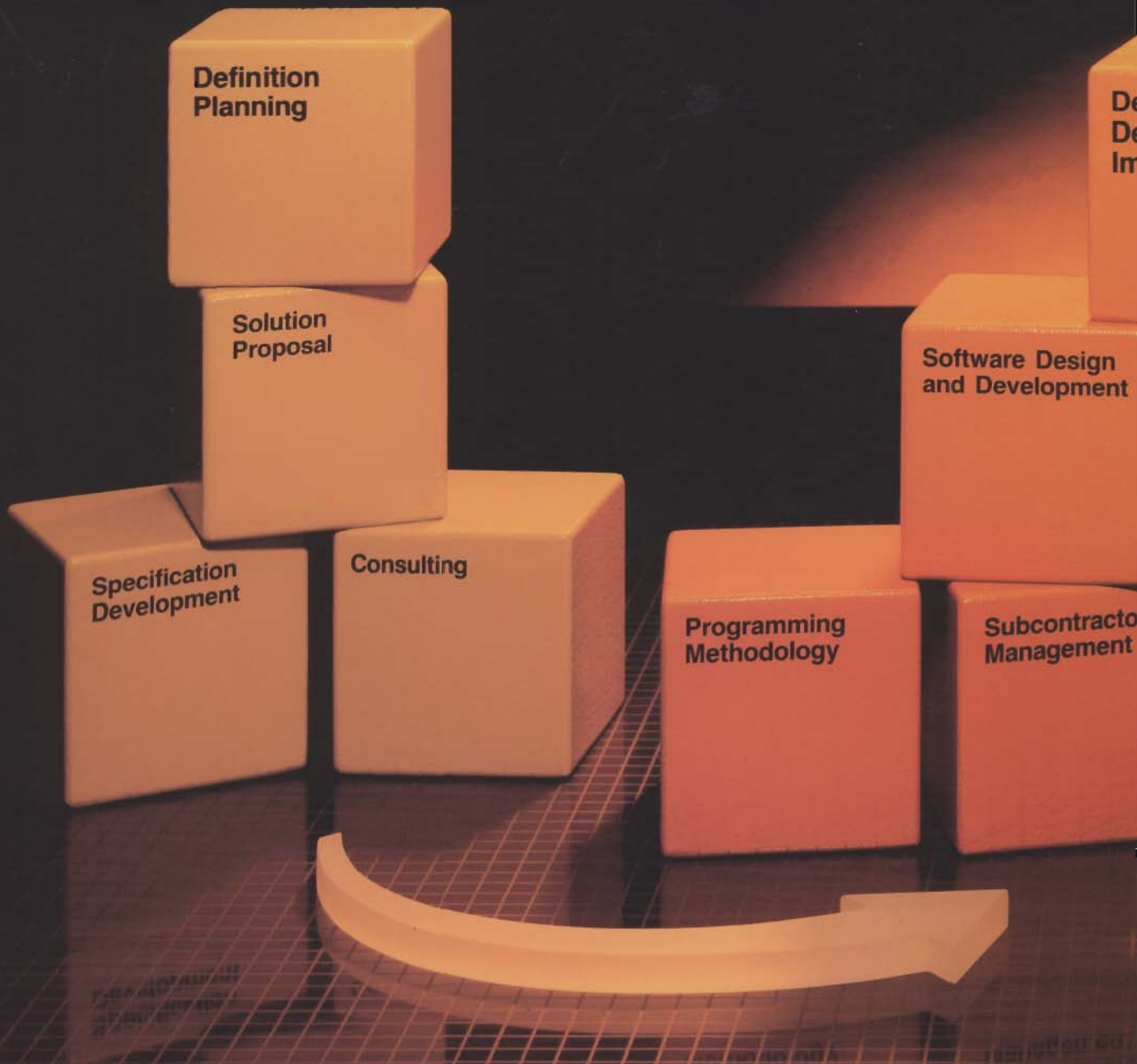
Take Advantage of HP's Expertise

Project Services are available from HP's Application Project Centers in over 30 locations worldwide. To request your own custom solution, or to obtain additional information contact your local HP Sales Representative.

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

*Hewlett-Packard Project Services...
taking you from idea to solution through a working partnership*



Design
Development
Implementation

Implementation
Assistance

Project
Management

Training

Standard
Services

Custom
Services

Support

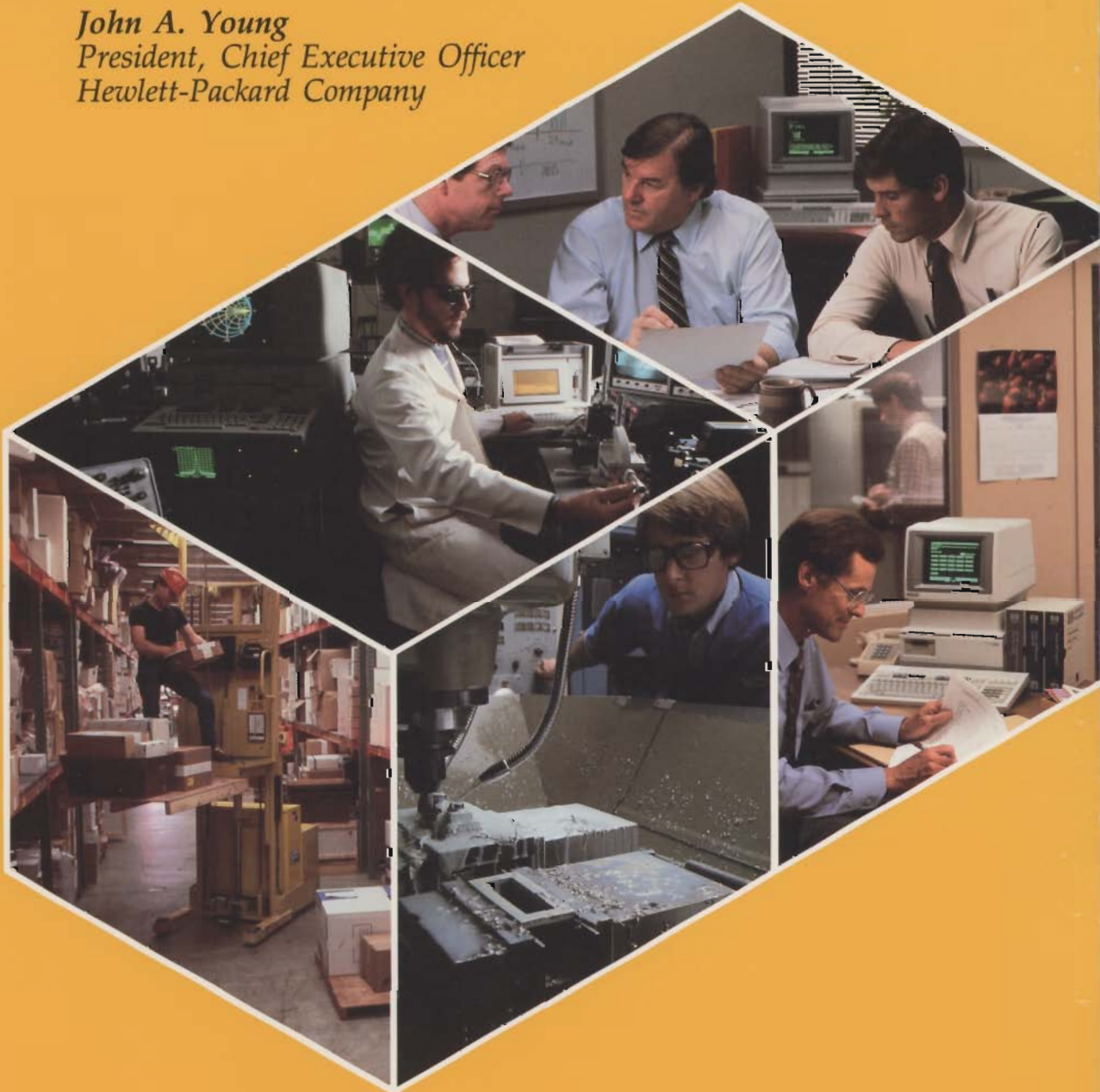
Custom Support
Plan





"Hewlett-Packard is committed to providing customers with integrated solutions by tailoring the best combination of HP resources and third-party expertise to serve their needs."

John A. Young
President, Chief Executive Officer
Hewlett-Packard Company



"We were outgrowing our computer systems which included custom software developed in 1982. Although we felt it important to obtain quality hardware, we felt it equally if not more important to obtain quality customized software. Hewlett-Packard impressed us with their ability to meet both of our needs under one roof."

Kelly Campbell
Vice President
Lee Financial Corporation

"We at Hughes Aircraft in Tucson recently encountered a difficult and tightly scheduled multi-vendor interface problem. Since our in-house resources were currently committed, we contacted our local Hewlett-Packard Project Center. They developed, specified, designed, and implemented an excellent, on-time, and within budget solution."

B. J. Sloan
Manager, Missiles Components
and Materials Operation
Hughes Aircraft Company

"Hewlett-Packard was selected because they offer virtually all the types of equipment needed; all of which are compatible and programmable via the HP-IB Bus and because they were able to put together a team of engineers to work for Northern Telecom under contract during the start-up operation."

Tony O'Rourke
Director of Manufacturing
Northern Telecom



To request your own custom solution, or to obtain additional information, contact your local HP Sales Representative. Some of our major offices in North America are listed below.

United States

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