Hewlett-Packard Corporate Profile

What's new

This version of the Hewlett-Packard paper has been updated with the following areas:

- HP's new announcements
- 1992 HP financials and market share
- New performance positioning charts
- Summary of Gartner win/loss analysis
- New quotes
- VARBUSINESS 1992 annual report card
- New success stories including Series 700s

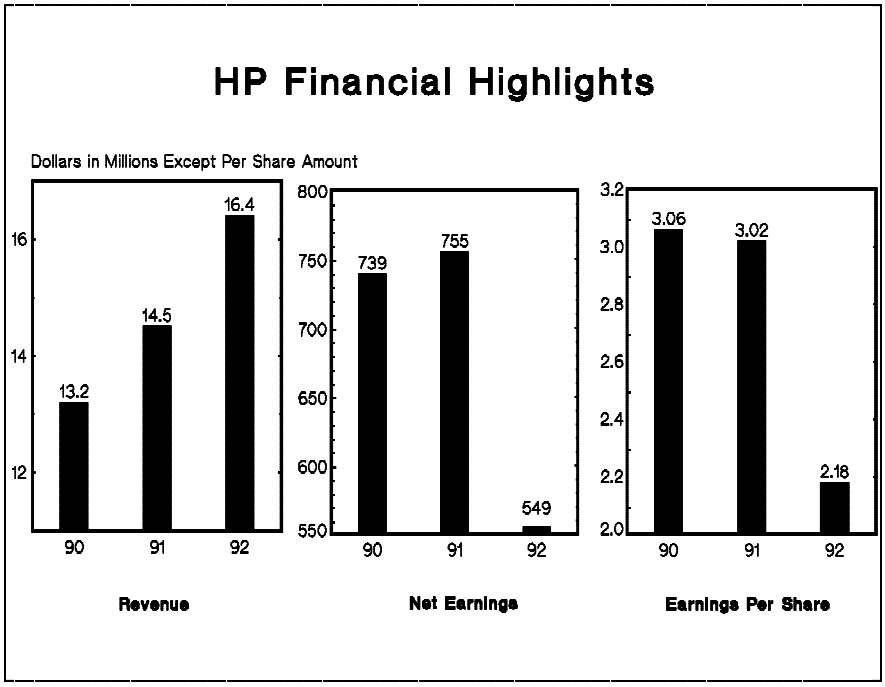
Corporate overview

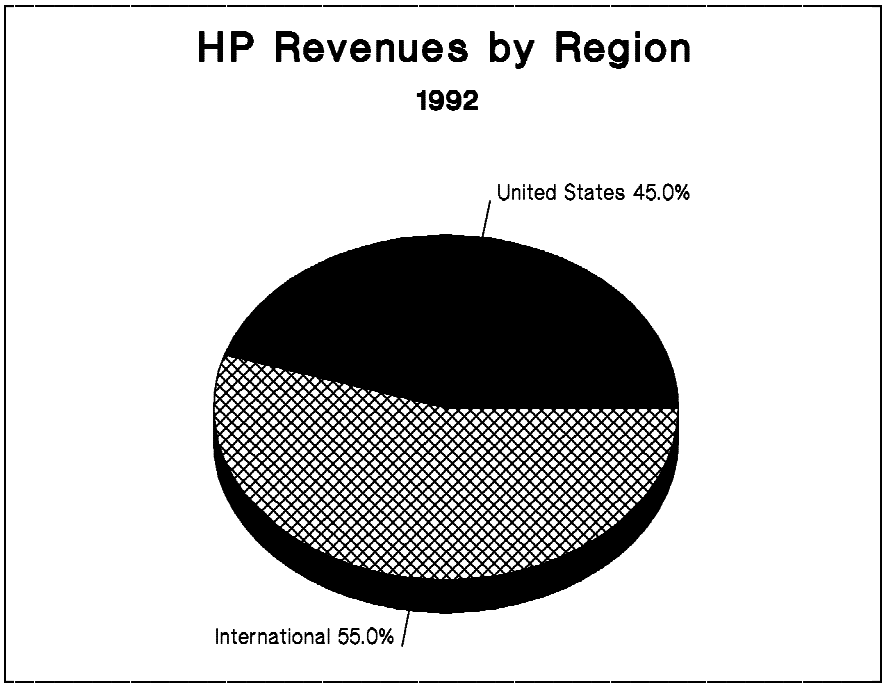
Hewlett-Packard's position on the Fortune 500 is 29 with 89,000 employees worldwide and a revenue of $16.4 billion in fiscal year 1992. HP is an international manufacturer of systems, measurement, and computation products. HP is recognized for excellence in quality and support. The company's products and services are used in industry, business, engineering, science, medicine, and education in approximately 100 countries.

Key executives

Lew Platt	President and Chief Executive Officer
Wim Roelandts	Executive Vice-President, Computer Systems Organization
Franz Nawratil	Vice-President and General Manager, Worldwide Sales and Marketing

Financial performance





HP's major claims

- Leads in standards-based computing
- Leads in open systems
- Committed to client/server computing
- Offers compelling price/performance
- Offers broad line of PCs, workstations, servers, enterprise systems, and desktop peripherals
- Number one in customer service

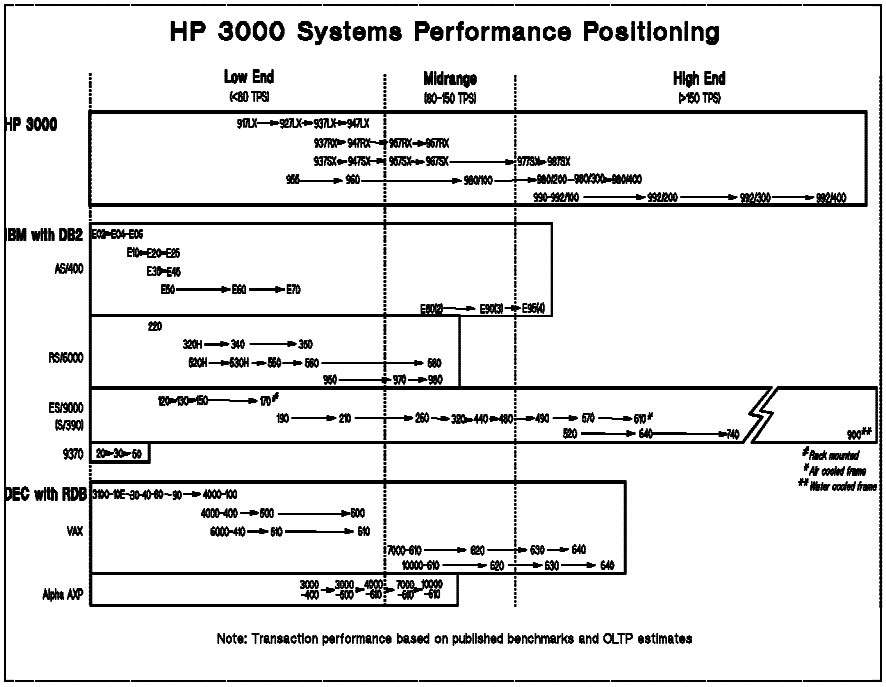
Major product overview

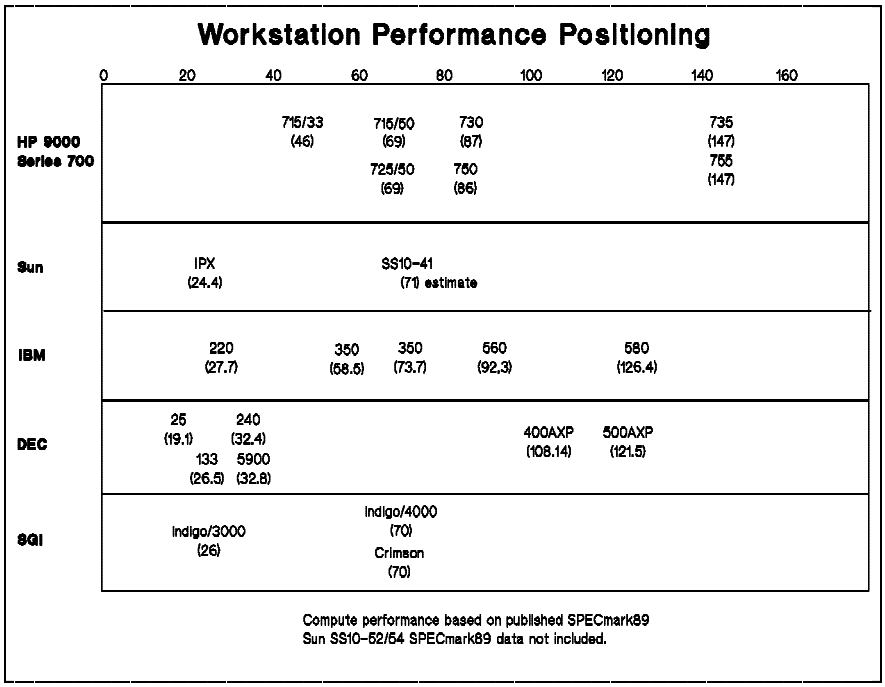
Product family positioning

HP PA-RISC

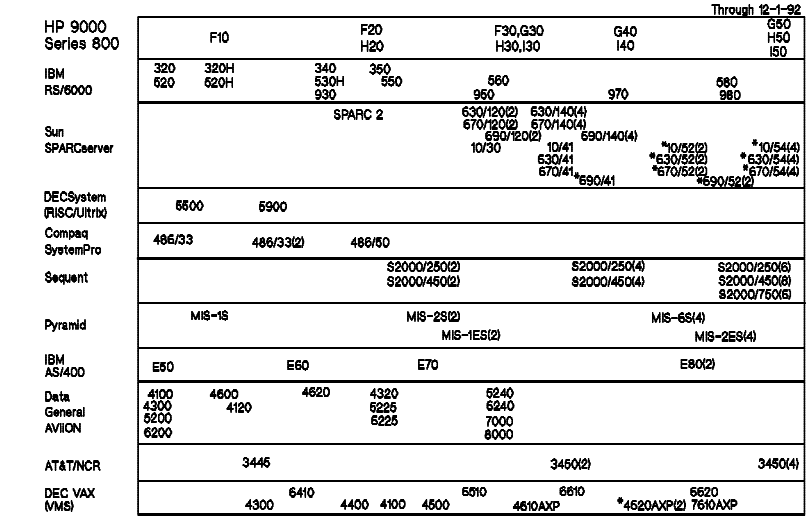
System	HP 3000 MPE/iX	HP 9000 Series 800 HP-UX	HP 9000 Series 700
Customers	Commercial accounts, MIS	Commercial, technical accounts, MIS	Commercial, technical accounts
Competition	IBM, DEC, NCR	IBM, DEC, Sun, NCR	IBM, DEC, Sun, SGI
Purchase rationale	Applications, features, standards	Standards, price/ performance	Price/ performance, standards, features
Applications	Transaction processing	Transaction processing, technical computing, software development	CAD, software development, technical computing
Pricing	Competitive with IBM	Competitive with IBM, DEC, Sun	Competitive with Sun

Competitive performance positioning





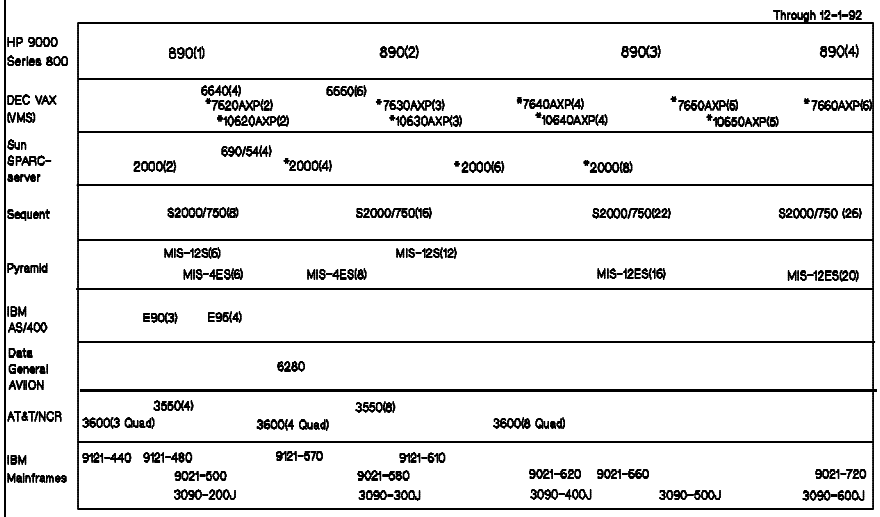
Low-End Systems Performance Positioning



Note: Transaction performance based on published benchmarks and OLTP estimates

(#) = number of processors
* = not currently shipping

High-End Systems Performance Positioning



Note: Transaction performance based on published benchmarks and OLTP estimates

(#) = number of processors
*=not currently shipping

Summary of Gartner Group's win/loss analysis

Gartner Group, a leading industry consulting firm, researched over one thousand accounts that had recently purchased a computer. They supplied HP with a detailed report on the reasons for HP's wins and losses and will be providing more information as it becomes available. Gartner has provided HP with the following findings:

HP 3000/900 versus AS/400:

The major reason for an HP win over IBM's AS/400 is the software applications offered. Other reasons include HP's features, performance, functionality, connectivity, and price. Even when losing, HP outscores the AS/400 in portability, technological leadership, industry expertise, and commitment.

IBM's perceived strengths and areas that you may want to avoid include documentation and help aids. Never get into a numbers game with IBM - they have more software applications, a bigger install base and generate more revenue per year than HP.

Some suggestions when competing with the AS/400 include asking the prospect if an AS/400, System/38, or System/36 has been previously installed for a similar application. If so, ask the prospect why they are interested in an alternative system. If the prospect is looking for a more open system with better communication and/or much better price/performance, then you have a chance. If the customer cannot articulate such reasons, assist the prospect with a decision matrix and include the reasons listed above.

HP 9000/800 versus RS/6000:

The major reasons for an HP 9000/800 win over the RS/6000 are performance of the total solution and technological leadership. Other areas include performance, functionality, connectivity, and price. Even when losing, HP scores higher on track record and quality. Customers perceive our sales personnel as more knowledgeable and professional than any other vendor.

The RS/6000 perceived strengths also include technological leadership and industry expertise.

In general, when competing against the RS/6000, price/performance is the most important issue.

HP APOLLO 9000/700 versus Sun:

Reasons for wins over Sun include performance, reliability, standards, serviceability, quality, technological leadership, service, and support.

Sun's perceived strengths include product availability and number of applications.

Again, hardware performance and price are important issues in this market. But winning issues also include hardware features and support.

Reasons to choose Hewlett-Packard	Each business has its own unique goals and special needs. Hewlett-Packard provides custom solutions to a wide variety of businesses to meet their information technology needs. The following describes why companies with a vision select Hewlett-Packard as their business partner.
Reason #1	Optimum flexibility through open systems
Reason #2	Superior price/performance via RISC
Reason #3	Leadership in quality and support
Reason #4	Customer successes

Reason #1 Optimum flexibility through open systems

Open systems provide maximum flexibility to customers.

- Open systems means HP systems can work in the customers' existing environment, protecting years of investment.
- Standards compliance with POSIX, X/Open® XPG, and OSF DCE, and the wide support of third-party databases, means customers have the flexibility to move applications easily.

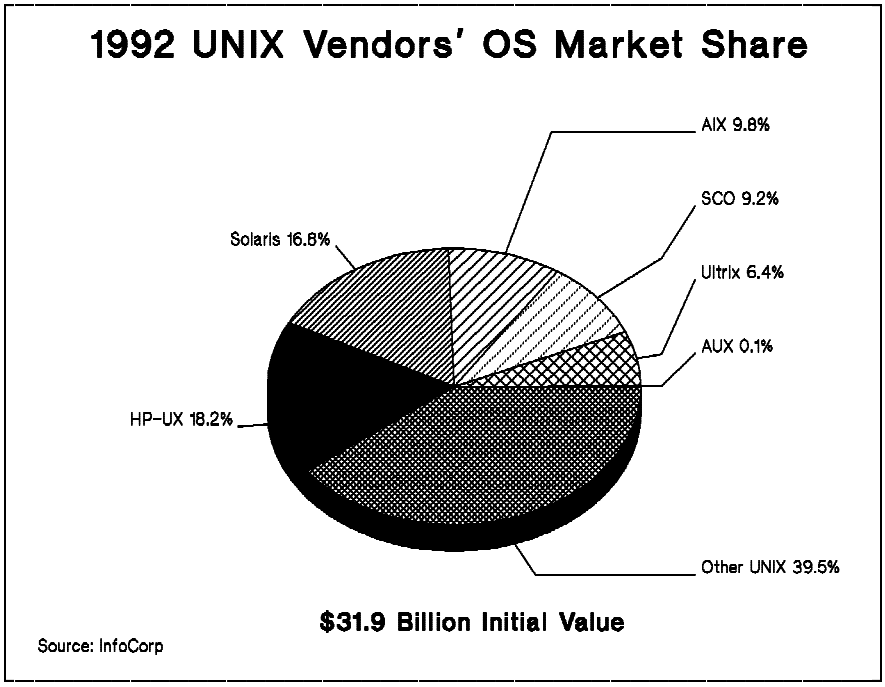
Customer benefits

For customers, Hewlett-Packard's leadership in open systems offers real benefits:

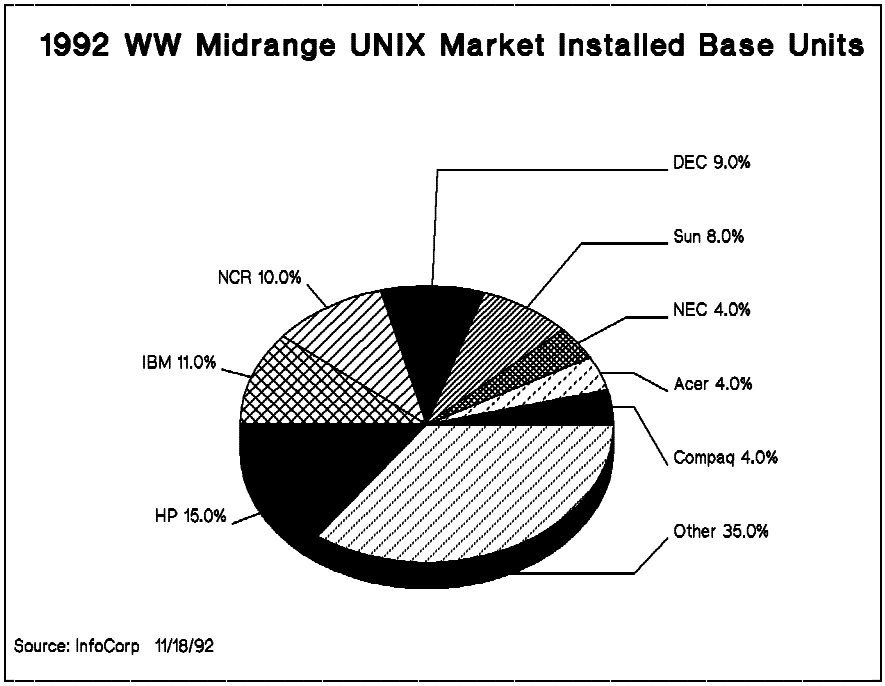
- security and investment protection--Hewlett-Packard has chosen open systems as its long-term, strategic direction. As a result, HP customers can build open systems onto their existing systems, instead of replacing all the old with the new. HP's open systems have built-in standard interfaces, enabling them to communicate with any kind of computer. HP's support for emerging distributed computing (such as OSF's Distributed Computing Environment and OSI), existing communication standards (such as ARPA), and compliance to portability standards such as X/Open's Portability Guide (XPG3), provides the means for computers, of any make in any location, to swap information easily.
- immediate access to a large number of applications--Through the use of HP's support of standard interfaces, HP's customers are able to buy a software product, not because it is the only one available that will run on their system, but because it will offer the best value for their money.
- lower systems costs--The "cost per MIP" of HP's open systems computer hardware is much lower than that of proprietary hardware. HP also provides additional savings by having a wide range of scalable platforms available to select the optimal system for a given situation.
- faster access to new technologies--With HP's open systems, the operating system, databases, and applications are all designed to run independent of any specific piece of hardware. Therefore, a hardware upgrade or the implementation of a new technology will go more smoothly.

Leadership in UNIX

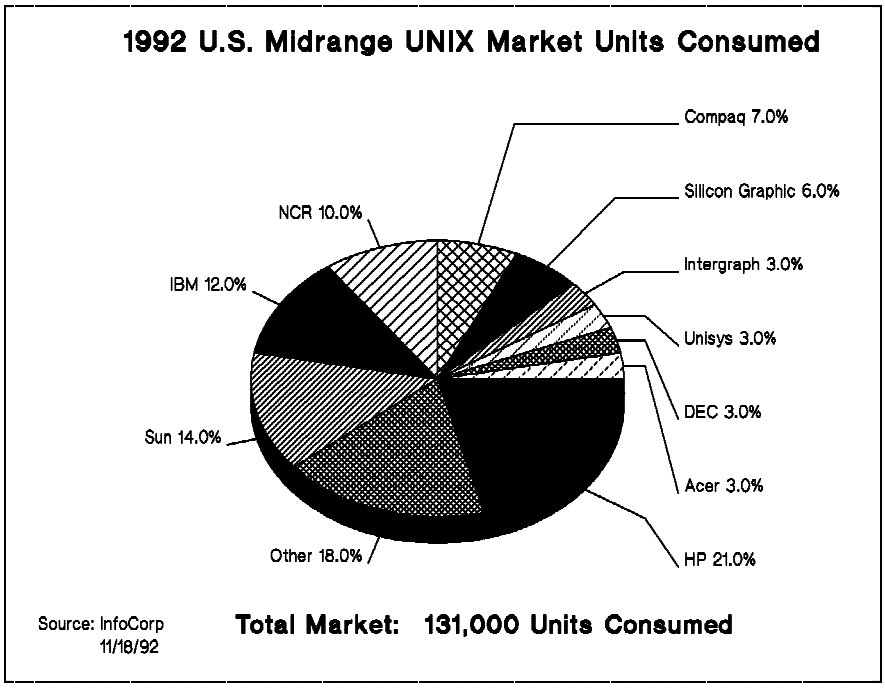
Today's open systems marketplace is dominated by UNIX systems solutions. UNIX provides the combination of power and standardization required to make open systems a reality. HP is the leader in providing UNIX systems solutions.



Because of the superiority of HP's UNIX operating system, HP-UX, more systems have been installed using the advantages incorporated into HP-UX.



Hewlett-Packard continues to hold a lead in worldwide UNIX installations. This is a reflection of our superior offering, innovative technology, and best-of-breed software applications.



HP's market share continues to grow at the expense of Sun, IBM, NCR and DEC. The above chart depicts HP's leadership role with the largest share of 1992 UNIX installations. More HP systems have been installed than any other UNIX vendor.

"HP has become a leading supplier of UNIX systems to mainframe customers on the strength of its broad line of RISC computers, respected UNIX program, quality, and customer support."

UNIXWorld
June 1992

"HP is rapidly becoming the dominant supplier of UNIX systems in the mainframe environment."

UNIXWorld
June 1992

"HP is the leading vendor for UNIX in a market that has largely switched to open systems."

Tim Noonan
Hemispheres
October 1992

Commitment to open systems

Industry analysts have recognized HP's commitment to open systems long before it was popularized.

"Standard hardware running standard software is the benefit of open systems for our operation. We brought the HP 9000 on-line last April (1991) and got the software up and running with no problems. Our users are happy."

Dave Brolsma
MIS Manager
Acustar (subsidiary of Chrysler Corp.)
UniForum Monthly
June 1992

"We feel HP is clearly the leader in open systems and we're very comfortable with their ability to deliver an excellent solution on time and within our budget. With these solutions, the system can expand and adapt to meet our needs, which means our investment in hardware, software and training will be protected."

Jim Sage
Vice President of Information Systems
Camelot Music
August 31, 1992
HP Press Release

"HP is viewed not like it was in the '80s--just another big high-tech firm with a lot of products, but rather as a forward thinker in the industry. HP has identified and committed to industry trends early enough to be a leader in those trends."

Laura Conigliaro
Prudential Securities
October 1992

"HP has an enormous opportunity to make a dent in the two major players, IBM (Corp.) and Digital Equipment (Corp.). And that opens up opportunities for everyone."

David Rubinstein
Vice President of Innovative
Information Systems Inc.
Systems & Network Integration
June 29, 1992

Conclusion

HP provides customers with maximum flexibility through open systems standards while protecting their investment in existing systems.

Reason #2 Superior price/performance via RISC

Hewlett-Packard offers strong price/performance. HP's RISC systems provide for high performance at low cost.

HP's RISC leadership

History clearly demonstrates Hewlett-Packard's strong success with RISC for the commercial marketplace:

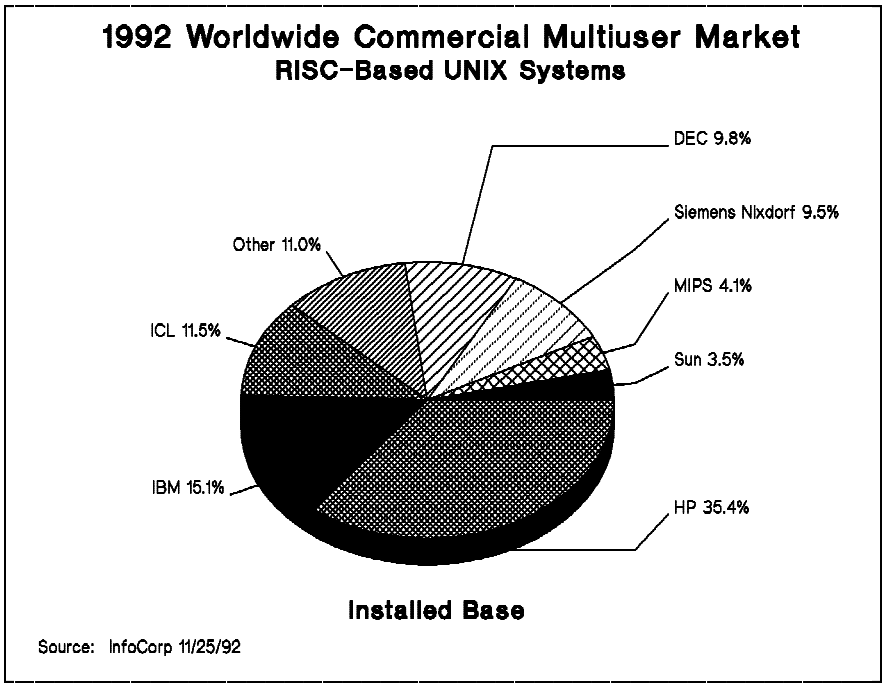
- HP was the first major vendor to deliver a commercially available RISC-based system in 1986 and has since completed the transition of its entire product line to RISC. Customers buying HP equipment can more quickly take advantage of RISC's superior price/performance.
- HP has the largest market share of RISC-based systems as measured by industry analysts.
- HP controls the design of PA-RISC, so HP can bring enhancements to market sooner than its competitors. HP is currently shipping systems based on seven generations of architectural experience. Since HP also controls the manufacturing, reliability can be assured.
- Strategic alliances with Samsung, Hitachi, Mitsubishi, Convex, Stratus, Winbond, and Sequoia extend Hewlett-Packard's range of PA-RISC computer systems at both ends of the performance spectrum and into highly parallel, non-stop computing systems. These relationships also prove that PA-RISC is an open standard since HP is not the sole supplier of the chips. These relationships will likely lead to more PA-RISC architecture enhancements since each vendor brings their experiences to the RISC arena.

Deliver the benefits of PA-RISC to more customers

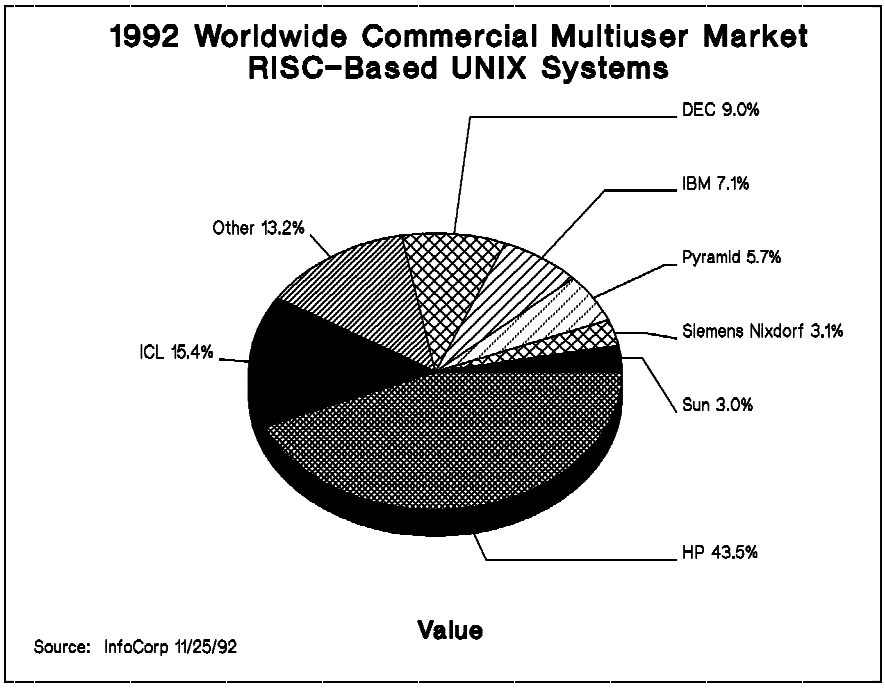
A consortium called Precision RISC Organization or PRO for short was announced on March 24, 1992. The goal of this organization is to broaden the use of PA-RISC technology and deliver the benefits to more customers worldwide. To ensure that PA-RISC architecture continues its success into the next century, HP wants to propagate PA-RISC in telecommunication, aerospace, electronics, and peripherals. Partnerships with leading companies in these industries will result in influencing this architecture to meet these industries' business needs. Founding members of PRO are: Convex Corp.; Hewlett-Packard Co.; Hitachi, Ltd.; Hughes Aircraft Co.; Mitsubishi Electric Corp.; Oki Electric Industry Co.; Sequoia Systems, Inc.; Yokogawa Electric Corp.; Stratus; and Winbond.

Number one RISC manufacturer

HP is the world leader in RISC.



HP's installed base for worldwide commercial multiuser RISC systems is 35 percent. This is more than double HP's closest competitor, IBM. The next chart depicts HP's further gain on the market at the expense of IBM, DEC, MIPS, and Sun in 1992 alone.



HP's RISC-based systems are leading the industry in number and value of installations. For the year 1992, HP installed almost three times the nearest competitor. For every dollar spent for RISC systems worldwide, HP captured 43 cents.

Customer benefits

For customers, Hewlett-Packard's leadership in price/performance offers the following benefits:

Benefits of RISC

- higher commercial computing performance--Hewlett-Packard analyzed millions of lines of code from a variety of applications, including business and corporate computing environments. Then it implemented the 140 most frequently used instructions directly into hardware. HP combined this reduced instruction set with optimizing compilers to deliver the best performance.

- less floor space and lower support costs--PA-RISC uses fewer components, and together with advanced VLSI technology, Hewlett-Packard has dramatically reduced the number of chips required for a single system. As a result, HP business servers are smaller and take up less floor space, consume less power, and require less cooling and maintenance costs than competitive systems, which reduces customer associated maintenance costs.

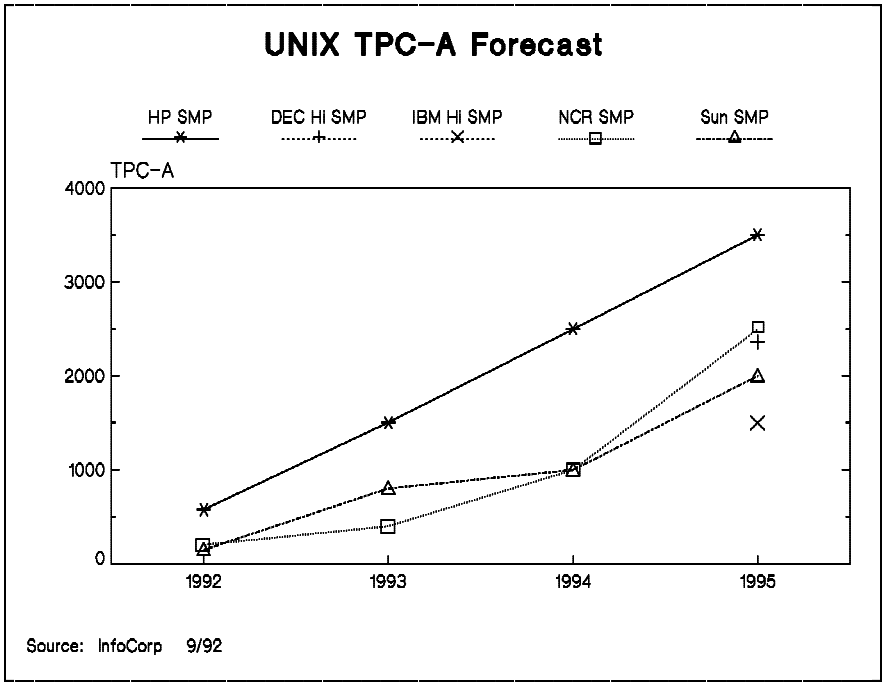
- high reliability--Hewlett-Packard's use of NMOS and CMOS VLSI technologies enable entire CPUs to be integrated onto a single chip, reducing costs and increasing reliability.

HP's RISC optimized for commercial applications

Hewlett-Packard's Precision Architecture, based on RISC, gives HP a real advantage. Unlike most RISC architectures, PA-RISC was optimized for both commercial transaction processing applications and engineering environments. PA-RISC was designed based on analysis of HP's customers' experience with production applications. The DEC MIPS architecture was designed based on a theory at a university.

PA-RISC gives HP the ability to consistently lead in price/performance.

Peak UNIX TPC-A forecast



According to InfoCorp, an industry consultant, HP will continue to out perform all the competition in the area of UNIX performance. This is based on HP's new chipset the 7100. By 1993, HP will increase the processors in its SMP systems to eight and by 1995 expect a new architectural upgrade to a 350 TPC-A processor and up to 12 processors per system.

InfoCorp predicts that Digital will be delivering small SMP configurations in 1993. 1994 will offer a mainframe-class Alpha-based multiprocessor SMP and a faster high-end Alpha processor will be available in 1995. IBM, covering a weakness in chip design, will be emphasizing clustering and not fully functional SMP until 1995. Expect Sun to deliver an eight-way in 1993, some incremental gains in 1994 and larger SMP processors in 1995. NCR will go to P5 technology and increase the processors to 32. More tuning on the operating system is also required for the 3400 and 3500 series. Investing in an HP 9000 system will ensure maximum performance with a minimum cost.

The proof

"I was amazed at the price/performance of the open systems solution (HP 9000 Model 817S's). These RISC boxes are 20 to 30 times more powerful at less than half the price we paid for the Wangs 10 years ago."

Art Szu-tu
Project Manager,
Mutual of New York
UniForum Monthly
June 1992

"The RISC processors HP is coming out with are so fast and powerful that, for the money, you can't justify maintenance costs on larger systems anymore. You just gotta change. Otherwise, you are throwing your money away."

Kevin Mead
Director of MIS
Paragon Steakhouse Restaurants Inc.
InfoWorld
August 24, 1992

"McKenna said the HP systems have already begun to justify their purchase. He added that the DG minicomputers (MV2500 and 3500) 'were out of gas and limiting our ability to do business.'"

W. Andrew McKenna
Senior VP of Corporate Information Systems
Home Depot
Computerworld
August 10, 1992

"We looked at three vendor -- IBM, NCR and Hewlett-Packard. For us, HP showed superior overall performance and ability to deliver."

Thomas S. Ritenhouse
Vice-President and Controller
Strawbridge & Clothier, Chain Store Age Executive
June 1992

"Stratus' core strategy is to bring the highest level of computer system availability to a powerful and open platform built with the best technology of the generation," "processor technology is going through another dramatic transition, and we are prepared to change with it. We believe that the PA-RISC chip will ensure our ability both to satisfy and anticipate our customers' performance needs in the mid-1990s and beyond. To help further PA-RISC and its related standards, we will actively participate as a sponsor member of the Precision Risc Organization."

Paul R. Jones
Vice President of Engineering
Stratus
March 1992

"The breadth and scalability of PA-RISC make this technology a superior choice for our future MPP platform, which will complement our C Series supercomputers. We are pleased to provide the high-end supercomputing platform for the PA-RISC technology and believe that the sharing of core technology among members will substantially increase PA-RISC applications and market share of this versatile architecture."

Robert J. Paluck
Chairman, President, and CEO of
Convex Computer
March 1992

Conclusion

The HP 3000 and the HP 9000 families provide superior OLTP performance at a lower overall cost of ownership through PA-RISC. They offer a greater performance range than most of our competitors (DEC, Sun, etc.).

Reason #3 Leadership in quality and support

Hewlett-Packard ranks number one for quality and support. Service and support is becoming increasingly important when choosing both a vendor and a system. Independent consultants across the world recognize Hewlett-Packard's strong leadership and innovation in support.

Hewlett-Packard also consistently beats the competition in Datapro surveys on quality and reliability. Hewlett-Packard's leading-edge PA-RISC and its advanced VLSI technology dramatically increase reliability. The mean time between failure (MTBF) for systems can exceed 6 years. And uptime typically exceeds 99.8 percent, 99.95 percent with high-availability products.

According to VARBUSINESS 1992 annual report card, HP takes first place in end-user support. HP is proud of its continuing high scores and is committed to continuing the policies that have brought HP's recognition for this coveted award.

Customer benefits

For customers, Hewlett-Packard's leadership in quality and support offers real benefits:

- reduced down time--As a result, HP business servers keep businesses running smoothly.
- lower cost of support--Less breakdowns mean the onsite support visits are rarely need, thus reducing the support costs.
- track record of excellence--Industry analysts continue to rate Hewlett-Packard support number one in many countries, including the U.S.
- advanced technology--Hewlett-Packard's remote support management tools and the use of compact disk read-only memory (CD-ROM) media, for example, help reduce costs and increase productivity.
- worldwide coverage--Coupled with consistent delivery, this benefit ensures quality support in all Hewlett-Packard locations.
- breadth of support--Customers can choose from a range of services including consulting, planning, implementation assistance, and ongoing maintenance.
- full system supplier--This means added value and a single point of contact for hardware, software, and service.

The proof

HP 3000

Leads Industry in System Reliability/Availability

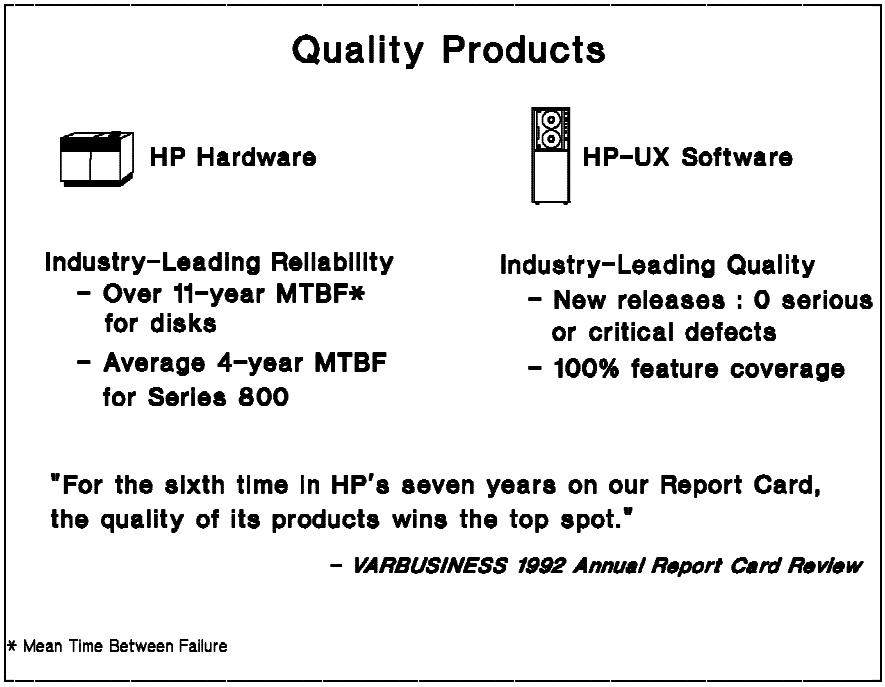
Midrange *COMPUTERWORLD* Survey 11/30/92: *Best!*

- **9.2 out of 10.0**
- **Better than AS/400, VAX, DG's Eclipse**

Midrange *PC Week* Corporate Survey: *Best!*

- **93 out of 100**
- **Beat 7 competitors**

Best mean time between failures.



Quality improves 12.7 times

During the 1980s, HP was given a stretch challenge from President John Young to improve HP's renowned quality by 10 times. While most HP entities met the goal, HP's computer systems surpassed the goal with a resulting quality improvement of 12.7 times. These improvements resulted in a cost savings of over $800 million over the last 10 years. Savings that were passed on to customers as a lower cost of support.

HP corporate quality goals

HP's philosophy on quality is not new.

"If I ever hear of anyone compromising quality in order to make shipments, I will personally have them fired."

David Packard
HP Founder and Chairman of the Board
1977

"The quality of HP's products and service have long been highly rated. And its clear commitment to UNIX helps it attract customers interested in open systems."

UNIXWorld
June 1992

"HP enjoys an excellent reputation for its product quality and customer support. In a recent survey of the most admired U.S. companies conducted by Fortune, it was ranked the number one computers and office automation products company, above IBM and Apple. In addition, Datapro, a leading U.S. market researcher, has consistently rated it number one in customer support for the last eight years."

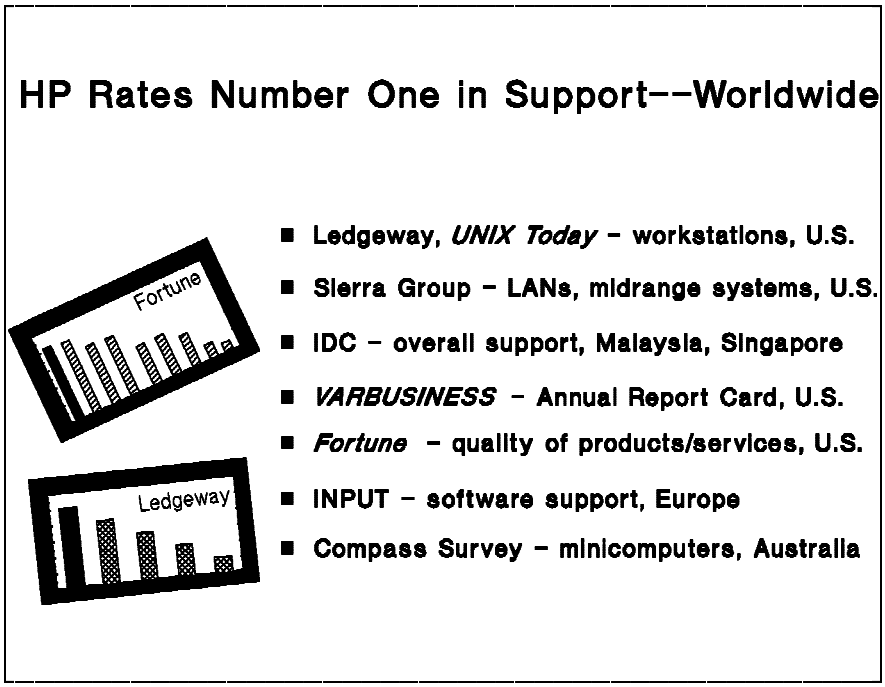
Business Today
June 7-21, 1992

"Hewlett-Packard has done it again: For the sixth time in HP's seven years on our Report Card, the quality of its products wins the top spot. The 9.14 rating in the category from all its VARs stands out as the highest score in the entire survey."

Anne Hosansky
VARBUSINESS
September 1992

HP's reliability

HP customers have come to expect the best quality and reliability from Hewlett-Packard's systems, software, and peripherals.



Number one in user satisfaction

Hewlett-Packard was ranked number one in user satisfaction according to a poll conducted by *UNIX Today* magazine. Hewlett-Packard took top honors in both hardware and software support, which the magazine attributed to HP's worldwide service organization staffed by more than 15,000 employees on a 24-hour basis.

Conclusion

Hewlett-Packard is the vendor that sets the standard for both hardware and software quality and reliability in the industry. In the unfortunate event that there is a problem with the system, HP customers have the world leader in service and support on call 24 hours a day, 365 days a year.

Reason #4 Customer successes

HP 3000

HP offers systems that improved customer service and gained competitive distinction

The Hertz Corporation, headquartered in Park Ridge, New Jersey, is the world's largest car rental business. With a goal of improving customer service and gaining the competitive distinction by implementing a worldwide rental counter automation system, Hertz chose multiple high-end HP 3000s to implement the system. Today, on 14 HP 3000 business computers, Hertz's counter automation system supports 4,000 users in the United States, Europe, and Australia. The result has been a significant improvement in customer service with applications online and available 99.9 percent of the time. Hertz customers comment regularly about the efficiency of the system, particularly about the Gold Service that was rolled out on HP 3000 technology. Hertz has won top rankings in *Computerworld* for the most effective use of information technology.

HP 3000s automate Spalding Sports

Spalding Sports Worldwide of Chicopee, Massachuetts, manufactures sports equipment including golfballs and basketballs. High-end HP 3000 business computers automate Spalding's entire operations from laptop-linked sales force automation applications and electronic mail to corporate financial systems. Spalding received the first shipment of the HP 3000 Corporate Business System in September, 1992. In addition to the HP 3000 Series 992/200 Corporate Business System, Spalding is using the HP 5000 F100 high-end laser printer in their corporate data center.

HP 3000s save taxpayers money

The city and county government operations of Vancouver, Washington, and Clark County, Washington, created an innovative shared computing center to save taxpayers money by reducing the costs of computing. An IBM 3031 mainframe was replaced by HP 3000 business computers. An HP 3000 Series 960 and two Series 70 computers support 250 terminals and 170 personal computers in automating all major functions of the city and county processing including issuing building permits, financial reporting, real estate assessment, jury processing, parking tickets, parks and recreation, payroll, and electronic mail.

HP 3000 Successes

Abbott Lab
American Airlines
American Home Shield
American International Group
American National Can
American Red Cross
American United Life
Bausch and Lomb
Boeing Commercial Airplane
Boeing Electronics
Bose Corporation
Blue Cross
BSA
Cessna Aircraft
Coca Cola Bottling Company
Computrac
Dupont
Estee Lauder, Inc.
Eveready Battery
Foxboro
General Mills
General Tire
Genstar
Granite School District
GTE
Guess?
Hagen-Daz
Harris Trust Fund
Hertz U.S.A.
Hillman Company
Hughes Aircraft
L.A. Gear
Lever Brothers
Martin Marietta
Metropolitan Toronto Reference Library
Owens-Corning Fiberglas
Pepsi-Cola
Pilgrim Health Care
Revlon
Samsung Electronics
Shell
Smith Kline
Southwest Airlines
Spalding Sports
Stone Container
3M
Tony's Pizza
Unilever
Union Carbide
Uniroyal
Vancouver, Clark County
Westinghouse Electric
White Castle
Xerox

HP 9000 Series 800

Series 800s replace IBMs at Hacienda

The Secretaria di Hacienda y Credito Publico, called Hacienda, is the Mexican equivalent of the U.S. Department of the Treasury. Hacienda is responsible for collecting all taxes and customs duties for the government of Mexico. The personal income tax project involved replacing two IBM 3031s with an HP 870S/100. The customs collection project involved placing sixty HP 9000 Series 800 systems. HP was chosen over several other UNIX vendors. AT&T lacked a high-end solution. Sequent did not meet the price/performance requirements, and benchmarks performed on the RS/6000 placed it out of the running.

TCI successfully moves to open systems

TCI of Englewood, Colorado, with yearly sales of $4 billion and 34,000 employees, is the world's largest alternate access provider. TCI's goal was to move to an open systems environment which would tie together their IBM, DEC, Sequent, and Tandem system into a support solution. HP won over Sequent, IBM, and DEC.

Mainframe downsizing success

GTE Telephone Operation, (GTE Telops) based in Irving, Texas, is the largest of GTE Corporation's business groups. GTE became convinced that client/server architecture and mainframe downsizing was the direction they needed to move and that HP was the partner for achieving their goals. HP won over several alternatives. Included in these alternatives, was a conversion to IBM's mainframe RDBMS, DBS, and two alternatives using the Teradata platform. HP won because of the cost savings and the easy port of the Oracle applications from the mainframe.

Acustar offloads MRP II

Acustar is a $300 million subsidiary of Chrysler. It is located in El Paso with 9 automotive manufacturing plants. Both IBM and Honeywell suggested mainframe upgrades as HP talked of savings that could be realized through offloading the mainframe. HP won by presenting HP's superior price/performance and the saving in maintenance and operating costs made possible by offloading to the Model 870S.

Superior partnering reveals superior response to a major problem

Rochester Telephone is one of the largest independent telephone companies in the northeastern U.S. One of its goals was to improve its repair service by automating the field repair organization. DEC was eliminated early and the RS/6000 came in second to HP. During the early implementation of this project, a severe ice storm struck town, leaving 80,000 customers without phone service. The volume of requests for service increased by over 500 percent. To handle the load, HP, overnight, sent Rochester a Model 870S to replace the 845S. HP proved to be a valuable partner.

HP -- a single vendor for hardware and support

3M is a $14 billion a year company and was interested in reducing the cost of computer operations for a large manufacturing plant in Iowa. To achieve this goal, 3M needed to consolidate their DEC and HP systems. DEC proposed another VAX and later its Ultrix machine. 3M was looking for a single vendor for hardware and support. Both the high-end HP 3000 and HP 9000 offered mainframe-class performance at less cost than a mainframe.

HP 9000 Successes

Acustar
American Airlines
Arthur Andersen Consultants
Bell South
Boeing Commercial Airplane
British Telecom
BSA
Chrysler Motor Corporation
Comstat
Department of the Treasury
Mexico
DHL
Dun and Bradstreet
Federal Express
Ford
Fuji Bank
GAF
Gartner Group
General Electric
General Motors
GTE
Home Depot
Honey Bake Foods
Honolulu Cellular
Hughs Aircraft
L.A. Gear
Lever Brothers
Martin Marietta
Mexico Secretary of State
Mutual of New York (MONY)
Northern Telecom
Northwest Mutual
Owens-Corning Fiberglas
Pemex
PRC-Realty Systems
Rochester Telephone
Schlumberger
Singapore Stock Exchange
Southwestern Bell
Strawbridge & Clothier
TCI
Telmex
3M
Union Carbide
United Nations
U.S. West

Series 700

HP 9000 Series 700 dramatically increases productivity for software engineering

At SAS Institute, Inc. in Cary, North Carolina, developers utilize both HP 9000/720 and HP 9000/750 systems to create and maintain the 6.5 million lines of portable C code. The systems, approximately 1,000 clients and 55 servers, are networked using a 2-ring FDDI interface with full redundancy. After installation, SAS developers experienced a dramatic increase in productivity. SAS choose HP because of the superior price/performance and the best architecture for code development.

HP workstation outperforms an IBM mainframe

Hewlett-Packard installed 20 Series 700s in J I Case, Hinsdale, Illinois, to assist the research and development department with the design and analysis of J I Case's farm and heavy equipment products. The account used mainframe CAD applications, such as ANSYS, to structurally test different designs. Because an ANSYS run took 11 hours to complete and an increase in the number of iterations was desired, CASE evaluated alternative systems. HP ran this same program in 33 minutes. HP leveraged its extensive experience in other world-class engineering environments such as GM, Ford, Navistar, and Caterpillar to help understand J I Case's requirements and installed both 730 and 750 systems to maximize user responsivness. HP was chosen because of its ability to integrate these systems into their environment, our industry knowledge, and the price/performance associated with PA-RISC.

Sybase, Emeryville, California, uses HP workstations

At Sybase, Inc. developers use the HP 9000 Apollo Series 700 workstations as a software development platform. Sybase can tailor software features and functionality to HP workstations at every stage of the development cycle, and customers have access to the latest HP and Sybase technologies. Sybase chose HP 9000 systems because they recognized the superior price/performance capabilities of HP PA-RISC technology and the strong demand for it in the commercial market.