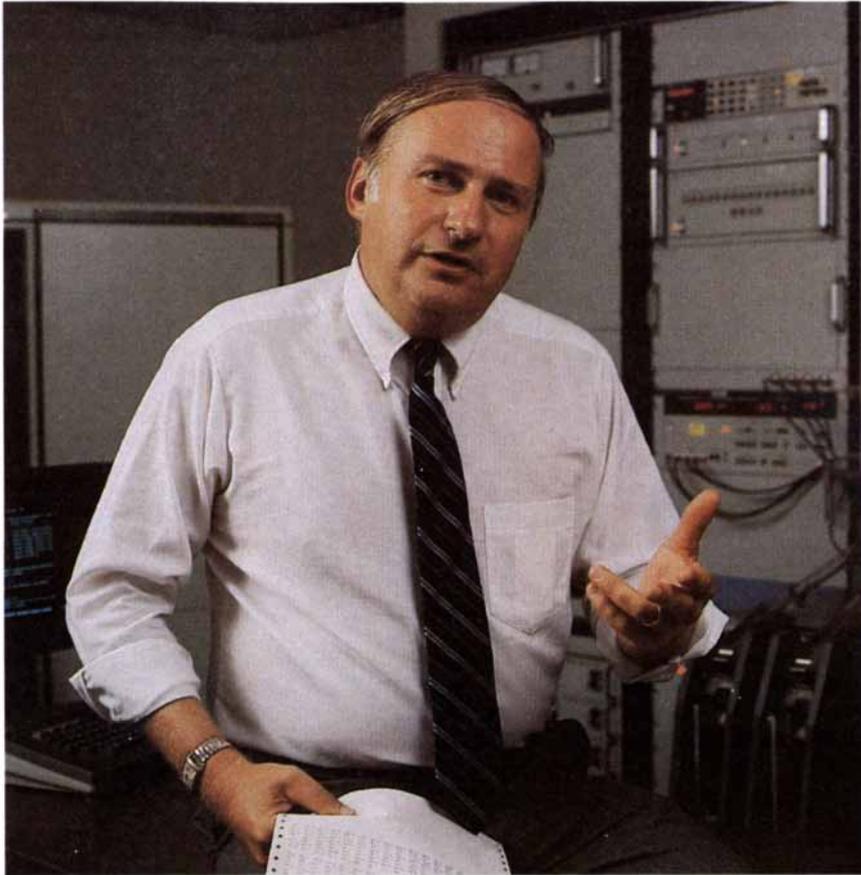


# What if you chose as a technical



**“At M/A-COM,  
HP computers increase  
test speed 12-fold.”**

M/A-COM, Inc., is a major manufacturer of electronic products for commercial telecommunications and defense markets. Dr. Alan Carlson, Manager of the Automatic Test Equipment Group in Burlington, Mass., says: “We build automatic test systems and conduct final test on hundreds of M/A-COM products. To automate, we needed precision instruments plus computer power.

“HP was the only vendor to offer us a complete solution. With 20 HP 1000 computers driving more than 200 HP instruments, we’ve completely automated several product tests. And we can depend on HP’s support teams to keep our entire testing network up and running.

“Now we can test sophisticated products 12 times faster than before. With these kinds of savings, each HP 1000 has paid for itself in less than one year.”

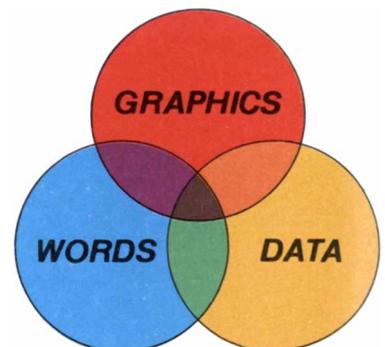


## What should you expect from a computer partner in the '80s?

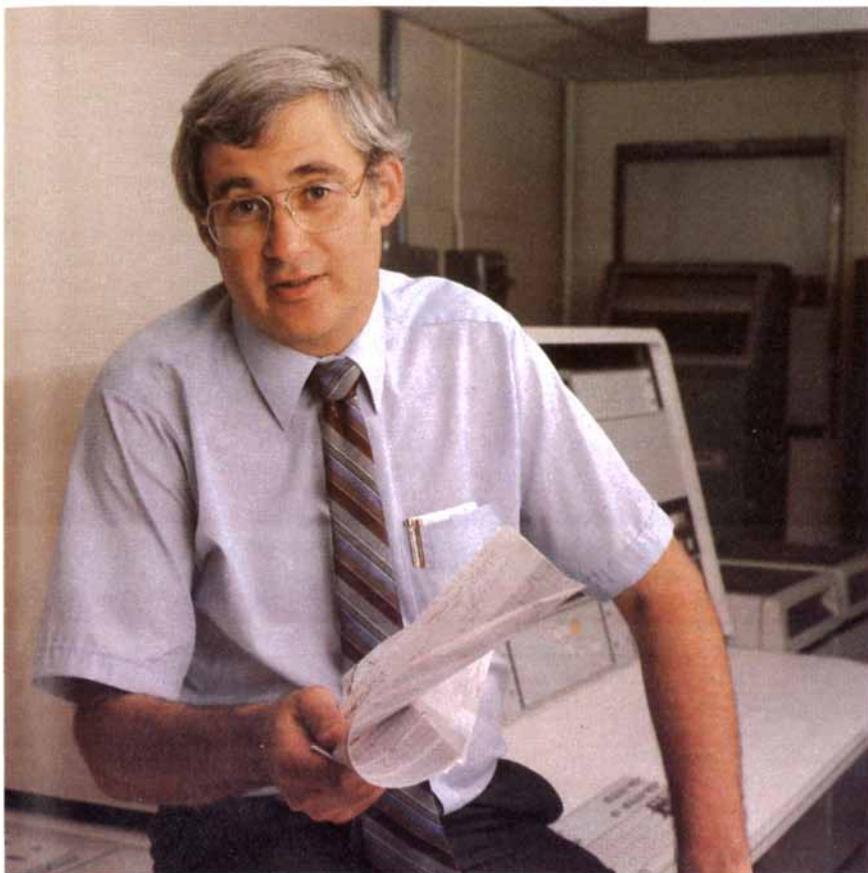
**Integrated information management!** With words, data, and graphics, HP can help you organize and integrate the many information variables that affect your day-to-day business operations. This timely, interrelated information reduces ambiguity. It sharpens decision

making and provides clearer operating perspectives.

By integrating key areas of your organization through a network of personal and multi-user computer systems, you can put to work HP’s application solutions for computer-aided engineering, factory automation, and operational planning and control. At the same time, in your office areas you’ll have the capabili-



# Hewlett-Packard computer partner?



**“At Likoff Cardiovascular Institute, an HP computer processes electrocardiograms in minutes instead of hours.”**

Likoff Cardiovascular Institute, in Philadelphia, is a leading center for the research and treatment of cardiovascular disease. Using an HP computerized ECG management system, the Institute processes 100,000 electrocardiograms a year, 70,000 from outside facilities.

Dr. Gary Anderson, heart station director, says, “By automating the ECG processing cycle, we reduced turnaround time per test from 2½ hours to just 4 minutes—and reduced patient costs by 10%.

“With the HP Management System, we can retrieve patient records instantly, including often critical comparison data in our evaluations. And because this system handles incoming ECGs on a priority basis, we’re responding to emergencies much faster than before, with better interpreted ECGs at a lower cost.”



ties for word processing, document management, financial management, and electronic mail and filing. People who are not computer professionals will find them easy to use.

As a major corporation with worldwide manufacturing, marketing, and support facilities, Hewlett-Packard takes its commitment to computer partnership in the '80s seriously.

## **You should consider a working partnership with HP. Now.**

For a free copy of our brochure explaining HP's practical, proven ap-

proach to meeting your long-term computer and information needs, write to A.P. Oliverio, Senior Vice President, Marketing, Dept. 207, Hewlett-Packard Company, P.O. Box 10301, Palo Alto, CA 94303.

**When performance must be measured by results**

