WHAT SHOULD YOU
WORKING "PARTNERSHIP"

"At Container Corporation of America, an HP computer network helps us respond to customers faster, and saves us **$600,000 a year.**

"It used to take us two days to estimate the cost of a job for a customer. With the HP network we can come up with an accurate figure in minutes. We now have the information we need to provide better quality packaging."

Container Corporation of America is one of the nation's leading paperboard packaging manufacturers. The company has a network of 47 HP 3000 computers operating in 78 manufacturing plants.

At company headquarters in Chicago, Jeff Norkin, Vice President, says, "Using HP's Productivity Tools, our staff developed a wood costing and payables system in half the time it took to develop a similar system in the past. The flexibility of the HP 3000 network enables us to design and implement additional systems as we need them, without costly conversions.

"We've seen that we can count on HP's technical expertise to provide solutions to new challenges as they arise. Based on our success with HP systems, we plan to expand our network with 10 additional HP 3000s."

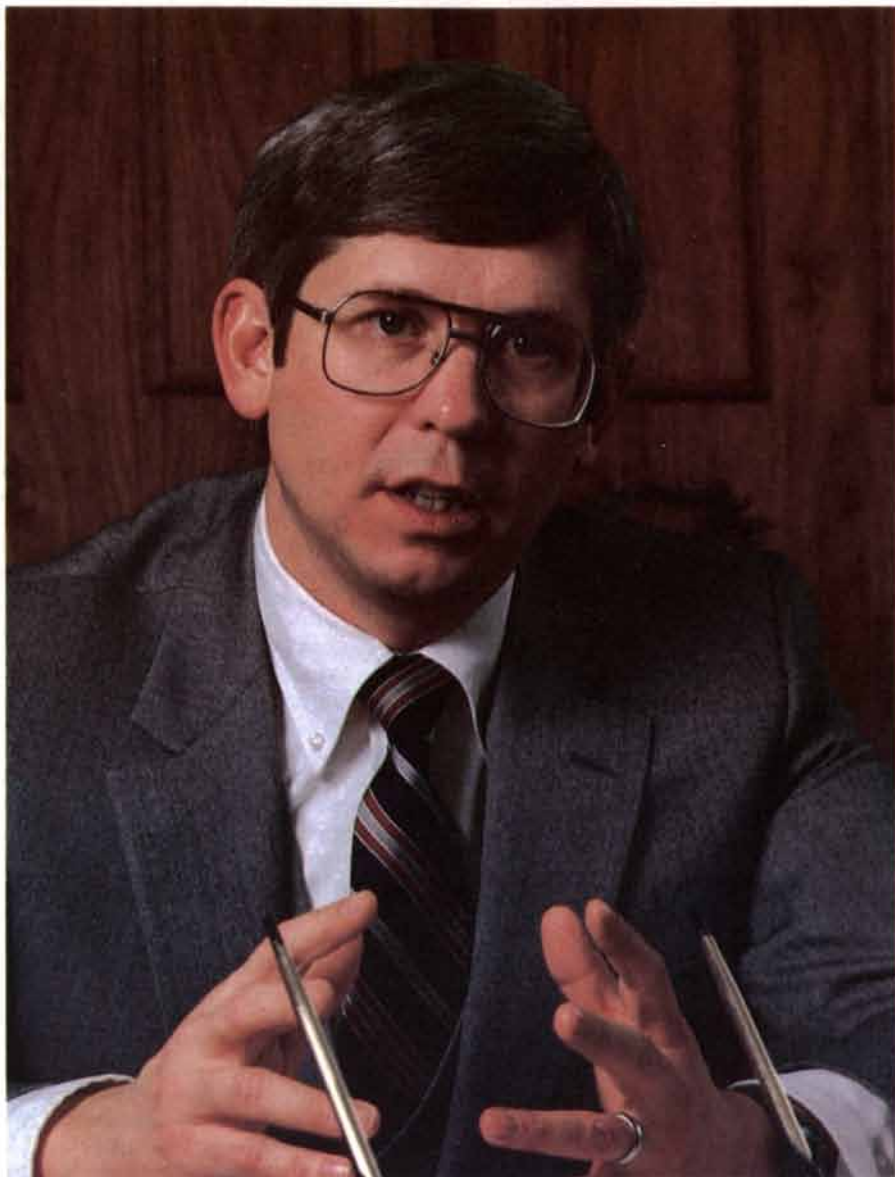# EXPECT FROM A
WITH HEWLETT-PACKARD?

"**At Fairview Hospital, an HP CareNet system facilitates critical care and saves $54,000 a year in monitoring costs.**

"**Because the HP computer-based system delivers extremely accurate vital sign data, we no longer have to repeat procedures or revert to manual methods. On-line monitoring eliminates the need for outside hemodynamic monitoring services, so our staff accesses critical data immediately.**"

At Fairview Hospital in Minneapolis, Bill Maxwell, Hospital Administrator, says: "HP offered us a total solution to intensive care monitoring—a means to deliver cost-effective quality care. HP CareNet gives us control over our monitoring strategy. And we can continuously monitor all patients from any location in the network.

"The flexibility of HP hardware will enable us to expand our network threefold without significantly increasing our hardware costs. And through HP's upgrade program, we can put tomorrow's technology on today's system without increasing our capital investment.

"**Our HP system is maintaining close to 100% uptime. The reliability of our HP network and HP's support team has convinced us to equip another Fairview intensive care unit with an HP CareNet system.**"

Results with assurance.

[**hp**] **HEWLETT PACKARD**

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