

interACTIVE

April/May 1996

The HP magazine for corporate professionals

Issue No. 7

Managing in a mobile world

 **HEWLETT®
PACKARD**

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and Print



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keep its
public listing
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www.hpmuseum.net

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recommended retail prices of any
HP product.

Call between 8.30am-5.30pm
from anywhere in Australia for
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you to enter information from
your phone/fax keypad. This
will include a Document ID
number/s (see table at right)
and your fax number.*
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country code and the city
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WIN: AN HP OMNIGO 100 LX HANDHELD ORGANIZER

All letters to the editor have the chance to win a valuable prize. This issue's prize for the best letter or comment is an HP OmniGo 100 LX handheld organizer, valued at around \$600. Address your letters to: **Adrian Weiss, Editor, interACTIVE. Mail address: Hewlett-Packard Australia Limited, P.O. Box 221 Blackburn Vic 3130. Fax: (613) 9899 5824 E-Mail: adrian_weiss@aus.hp.com**

Letters

to the Editor



Welcome to the 7th issue of *interACTIVE*. In this issue we discuss HP's approach to network printer management, and introduce the concept of "Distribute and Print", HP's vision for more productive document handling.

As well, we look at the many and varied challenges of managing people, information and resources in an increasingly mobile business environment. Challenges such as effective and timely communications, security and information access - all of which are vital to the maintenance and nurturing of an efficient and responsive business.

We also examine how Colonial, Australia's 120-year-old financial services company, used HP 100VG technology to help it meet the challenges of demutualisation and listing on the stock exchange.

I invite you to read, enjoy and comment.

Adrian Weiss



Thank you for your letters on interACTIVE six. Our winning letter for this issue was from Tony Osborne, Managing Director of Chase Management. Tony wins an HP OfficeJet LX printer/fax/copier. Congratulations Tony.

Dear Adrian,

Under normal circumstances I find very little time to apply to the reading of Newsletters that come across my desk. I did however make an exception for Issue 6 of your Interactive magazine. Firstly, your cover was memorable but in particular the article of interest to me was 'Judging print quality in inkjet printers'. I was one of those people who had been told that DPI was the most important criteria of assessment when I went in search of office printers for my business. Quality of print was my biggest concern and now I wish I had the benefit of your article when I was going through my purchasing process.

Business needs are changing and it's difficult to keep up and no doubt new technologies are always challenging the old ways. I'll be looking at my next printer purchase with a whole new view.

Yours faithfully

Tony Osborne
Managing Director,
Chase Management.

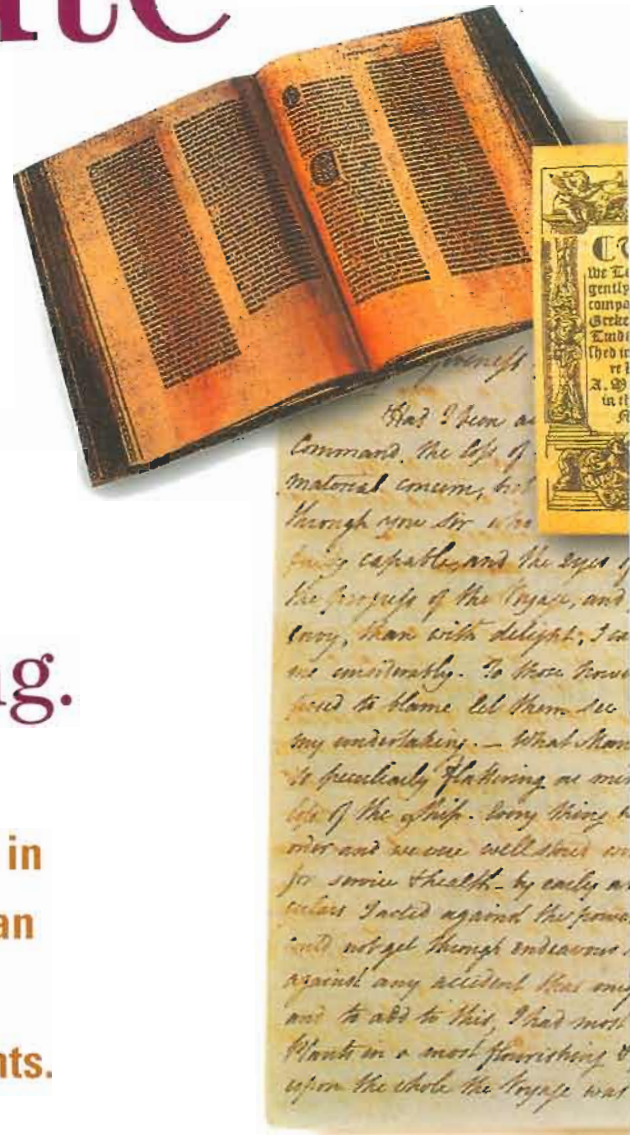
Document Indexes available from HP FIRST:

Index ID 19991	HP LaserJet printer and HP ScanJet scanner products.
Index ID 19992	HP DeskJet, HP DeskWriter, HP OfficeJet, HP CopyJet, HP PaintJet, and HP PaintWriter printer products.
Index ID 19993	HP Vectra PCs, HP Network products, HP NetServer products, HP OmniBook and HP Palmtop PC family products.
Index ID 19994	HP Plotter products.
Index ID 19995	HP Information Storage products.
Index ID 19996	HP Consumable Supplies.

Distribute and Print

A revolution in document sharing.

The paperless office? Certainly not in the immediate future. HP provides an efficient, effective alternative for distribution and sharing of documents.



There seems to be little doubt that hardcopy printing is facing a revolution. In 1992, for example, more than 90 billion documents were created, and more than 1 trillion copies of these documents were made – an average of 11 copies per document – according to the 1993 BIS Copier Report. About 70% of information today is outputted to paper, and this is expected to drop to 30% by the year 2004. The sheer volume of information, however, doubles every seven years, so even a smaller percentage printed still translates into a huge amount of hard copies.

1995 was the first year that the number of pages printed on laser printers exceeded the number printed with copiers. Indeed, according to DataQuest, copier volume has remained flat and indications are that it will remain so.

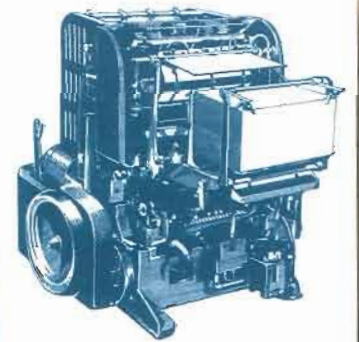
One of the factors hastening this revolution is the move to networked printing. Today, most printers are either already on networks directly or on servers or connected PCs. So, Hewlett-Packard's vision of providing intelligently simple network printing is hardly surprising. HP's strategy is simplicity for the end user and manageability for the network administrator. HP is the leader in this area, and continues to drive the market.

Traditionally, printers have been used as a means to produce an original hard copy. First we create a document, print it, take it to a copier room, copy it and then distribute it. Increasingly, however, many customers are adopting the trend of skipping the copy room and making multiple originals on their LaserJets. Rather than printing documents and going through a slower and more costly physical distribution, HP

PROVIDE SPRING WITH RUBBER
PAD TYPE ANTI-VIBRATION
MOUNTS UNDER COMPRESSOR

manuscript

SOUTH ZONE
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(REVERSE VERTICAL DISCHARGE)



1450 X 800

typewriter

believes business communications will be distributed electronically over the network and printed locally. HP calls this "distribute and print". It is more timely, it costs less, and it offers higher quality output.

A key ingredient in "distribute and print" is the production of "mopies" – multiple-original-prints. Simply stated, this means that instead of printing one copy on the LaserJet and taking it to the copier for multiple copies, the user prints the copies on the LaserJet. The reasons for doing this are very compelling. It is simpler and easier and, therefore, offers higher productivity. Each "mopy" from the LaserJet is a high quality original – your beautiful original document isn't degraded by a copier. And with printers such as the new HP LaserJet 5Si printer offering 24 pages per minute, a duty cycle of 100,000

"Paper, still the most prevalent means of communication, is not always the most effective way to share information across the enterprise."

pages per month, and higher reliability than a copier, the benefits of making "mopies" are clear. But the clincher is cost of ownership. The overall cost of "mopying" is less than copying when you include the purchase price, maintenance contracts and supplies. The cost advantage becomes even greater if you are able to use electronic distribution or factor in productivity gains.



printing press

spirit duplicator



HP's LaserJet 5SiMX

An equally important aspect of the "distribute and print" model is the ability to share documents electronically over the network. Paper, still the most prevalent means of communication, is not always the most effective way to share information across an enterprise. Scanners are fast emerging as a key enabler for electronic distribution of paper-based documents in the office and beyond.

Scanners, such as Hewlett-Packard's ScanJet 4Si (the industry's first true network scanner) can help users optimise paper-based information, regardless of its original form. The HP ScanJet 4Si is a greyscale network scanner that quickly converts printed information to electronic format for distribution, sharing, and filing. It offers seamless integration with today's most popular e-mail, groupware, word-processing, and PC-fax applications. Documents can even be scanned directly to a networked printer to make copies.

As the Document Sharing Revolution gains momentum, HP, through its unique approach to electronic document distribution, will enable professionals in a variety of office settings to easily share, manipulate and distribute paper documents, both physically and electronically. And, importantly, with no additional demands on users beyond familiarity with the applications commonly used on their desktops.

Test drive the HP LaserJet 5SiMX printer:

Here's your chance to run a "virtual" HP LaserJet 5SiMX printer through its paces. The new HP LaserJet 5SiMX printer was designed to make printing simple for workgroups, and printer management easy for network administrators.

Simply send in the coupon below, and we'll send you an interACTIVE Test Drive CD-ROM. Using 3-D animation and sound, this Test Drive will show you how the HP LaserJet 5SiMX printer can make your workgroup more productive. Address your coupon to: Adrian Weiss, Editor, interACTIVE. Mail address: Hewlett-Packard Australia Limited, P.O. Box 221 Blackburn Vic 3130, Fax: (613) 9899 5824 E-Mail: adrian_weiss@aus.hp.com



Name:

Company:

Title:

Address:

Town:

State:

P/code:

Phone:

Fax:

Transparent workgroup printing

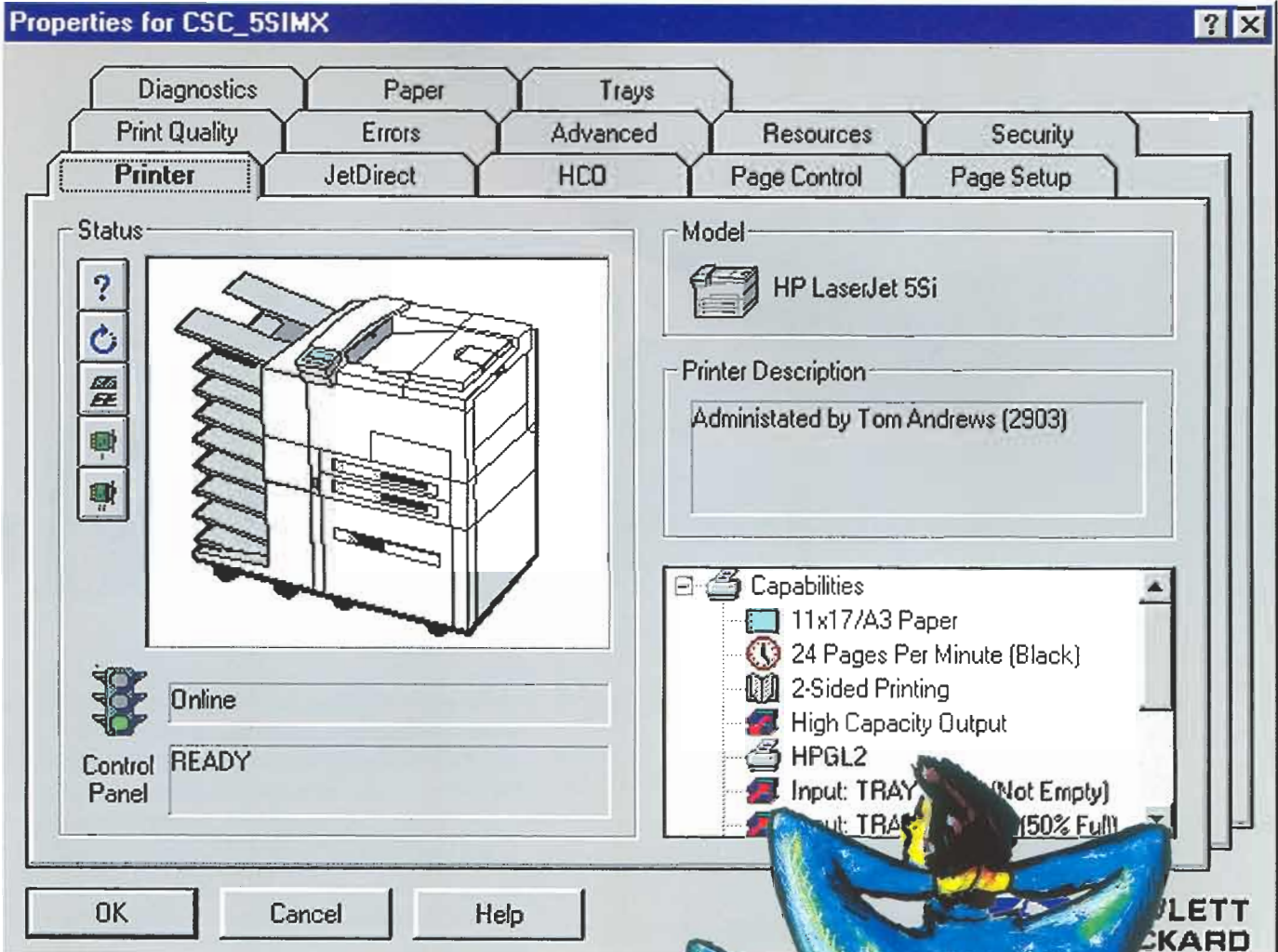
Workgroup printing offers access to features, technologies and speeds not always available in a desktop printer. To be successful, however, a workgroup printing strategy needs to be flexible, reliable and transparent to the user.

When users and network administrators first began exploring the uncharted territory of network printing, they insisted that printer vendors meet their demands for reliability, location flexibility, performance, and interoperability. Network printers with these features now exist. But with the advent of workgroup computing, users are raising the ante. They want printers that can satisfy the specific requirements of a computing environment composed of small, ad hoc workgroups, coming together in different combinations to perform different tasks.

Such an environment requires resolving the paradox of how to create printers that have more intelligence but are also easier to use and manage. Companies meeting this challenge will be well on the way toward achieving the ultimate goal of any rational workgroup printing strategy: transparency. What users would really like to see is that the entire print process – from setup and configuration to ongoing use and management – be transparent. And that requires two things: systems software with integrated print management functionality; and a printer with enough intelligence to be self-configuring, giving users the option to treat it as a plug-and-play appliance that needs about as much technical support as an electric toothbrush.

Broadening the base

Hewlett-Packard is well aware of these challenges, having been one of the pioneers in print management. As networks grew, the limitations of connecting printers to dedicated print servers or workstation network nodes became clearer. HP responded with JetDirect, a network interface that



allowed users to directly connect their printers to the network, and JetAdmin, a software package that let network administrators remotely manage printing nodes.

These developments made remote printer management possible. They did not, however, broaden the population of manageable printers to include those of other vendors. To do that required two advances. The first was the creation of an industry-standard management information base (MIB) for printers, an effort HP helped lead with the Desktop Management Task Force and the Printer Working Group. The second was the integration of JetAdmin functionality into industry-standard network operating systems (NOS). HP is working with industry heavyweights Novell, Microsoft, and IBM in strategic partnerships to make this integration happen.

The benefits to the user are fourfold. First is economy: integrated functionality helps users avoid the front-end costs associated with installing the software. Second is usability: such functionality is more usable because it tends to follow the user-interface conventions common to a given system. Third is compatibility: if the functionality is in the systems software, users can be assured that it will be compatible with all of the systems using that software. And fourth is

productivity: with integrated management functionality, network administrators would require only one interface to manage all of the disparate print resources on the network.

All of these advances have been incorporated into HP's family of intelligent printers, connectivity products and management software. They confirm HP's vision of creating an intelligently simple network printer through standardisation, usability and integrated manageability. And they lay the strategic ground-work for taking the next short step to networked printing transparency.

IS management in a mobile

In this evolutionary world the strategic imperative of IS managers is to realise the greatest ongoing improvements in productivity with the least disruptive technologies possible.

One unambiguous trend in computing is that more users are hitting the road. Their jobs are changing to reflect a new competitive environment. Salespeople, managers, and technical support personnel are having to work more at customer sites simply to keep up. And their computers are going with them. The result is that the corporate network and corporate IS departments have had to change to meet the challenges posed by systems that appear and disappear on networks without warning, that take valuable information off site into environments of indeterminate security, and that demand access to corporate information resources from sites all over the globe.

Hewlett-Packard has already built a multi-billion dollar business on its abilities to make desktop systems easier to connect and manage in a networked environment. And it has now brought that experience to bear on five

challenges posed specifically by mobile PCs: asset management, network management, software management, security, and worldwide service.

1. Asset management is a concern because with mobile computers, both hardware and software assets leave the site on an ongoing basis, as does corporate data.

2. Network management is a challenge because mobile computers have to be made to seem identical to desktop systems as far as network applications are concerned. HP's OpenView network management platform, working together with DMI, gives IS managers tools they can use to easily manage mobile assets. HP's OmniBook notebook computers are already fully manageable through OpenView, and will also fully support DMI.

3. Software management can become extremely complex on mobile computers. The fundamental issue, of course, is information access. But other issues have to be dealt with, including software license management, OS certification, driver management, BIOS control, and software checkout. This last issue is particularly thorny with mobile users who, unlike desktop users sharing resources across the LAN, leave the network for extended periods of time. HP has developed an entire software management infrastructure for its desktop systems, which makes the problem of software management for mobile computers relatively simple.

4. Next is security. When users move off site, they take corporate data with them, and they need outside access to networked information. In this situation, many of the security measures

world

developed to keep outsiders out are now in the way. HP is using its experience in desktop and network security to develop new security paradigms – including user-level and administrative-level password controls – that will protect corporate data while still allowing mobile users to be productive.

5. Finally, old support models will have to change significantly when it is no longer unusual for a notebook user connected to a phone line in Taipei to call in and ask why she can't get access to the departmental server. HP is implementing a worldwide service strategy that includes worldwide remote diagnostics, modular design for easier troubleshooting and repair, and notebook-specific help files to keep notebook users connected and productive no matter where they are.

Pundits have theorised about the impact of mobile computing on everything from the average commute (positive), to hierarchical management structures (negative), to management productivity (positive), to traditional family values (hard to say). But they may have missed one nitty-gritty issue that may determine how quickly mobile computers will be adopted into the business practices of today – the ability of IS departments to manage in a newly mobile world.



Colonial installs HP to keep its public listing on

While in the process of demutualisation, it became clear to Colonial that their existing network could not provide the throughput speed they needed. Enter 100VG-AnyLAN

Australia's 120-year-old financial services company, Colonial, has installed a Hewlett-Packard 100VG networking system to help it meet Federal Government deadlines for its demutualisation and listing on the stock exchange.

Colonial's Group Information Technology department was asked to avert a crisis: complex actuarial calculations were taking too long, often several days, to complete and the demutualisation process was in danger of falling behind schedule.

Mr Barry Wilson, Colonial's Communications Manager, and his team started to solve the problem by replacing the existing 486 PCs with twelve 90 MHz Pentium PCs and a dedicated server operating on Microsoft Windows NT.

PCs were selected because the software being used, Bacon & Woodrow's Prophet, was designed for that environment.

"The new Pentiums made some difference, but they were still not running at their full capacity,"

said Barry. "We then realised an increase in speed would have to come from a networking perspective.

"Our purchasing criteria was minimum disruption and maximum effect! We selected HP's 100VG-AnyLAN because it promised to bring 100 Mbit/s to the desktop and it complemented our existing 10Base-T LAN topology.

"A dry run in our test lab demonstrated how easily it was installed and assured us that it performed as it should. Within a few days it was up and running in its real-life environment with an amazingly fast throughput," Barry said.

The HP 100VG-AnyLAN sat over Colonial's existing network infrastructure and newly installed unshielded twisted pair Category 5 cabling.

Migration was a simple, two step process. LAN adaptors in the PCs and servers were replaced with a 100VG-AnyLAN adaptor, and a 100VG-AnyLAN hub was then installed in the wiring closet in parallel with the existing Microsoft NT module.

Colonial.

Group Information Technology



track

No changes were required in the network operating system, software application or network management software.

As part of the demutualisation process, the hundreds of thousands of Colonial's members need to exchange their membership rights for certain benefits, which may include shares in Colonial or in a related company. The quantum of these benefits need to be precisely calculated to an as yet undetermined figure.

Hence, massive number crunching of complex

Since Colonial purchased the State Bank of NSW in December 1994 the Federal Government gave it four years in which to complete the program of change.

When ready to list on the Australian stock exchange, Colonial will be an ALFINANZ' organisation, offering banking, life insurance, investment and superannuation.

As part of this change process, three years ago Colonial decided to standardise on a Hewlett-Packard environment and worked closely with

HP authorised dealer, Co-Cam to supply HP networking products as well as HP printers.

It replaced an aging X25 network with a TCP/IP network protocol so that users can access

any of the host computers and servers.

Following the success of the HP 100VG-AnyLAN installation, during 1996 Colonial intends to increase the speed of network backbones in each building around Australia and will install 100VG hubs to the desktop where fast access is needed.

"We selected HP's 100VG-AnyLAN because it promised to bring 100 Mbit/s to the desktop and it complemented our existing 10Base-T LAN topology."

fourier calculations are needed in order to find the right balance based on a large number of variables such as size and number of policies.

The Prophet software program operates by designating one Pentium as a master PC which draws files off the file server and allocates a job to each of the PCs. When the job is finished the results are written back to the file server, a process that can take many hours.

The power of **big** graphics

"Final users of posters and displays and banners will have more incentive to bring large-format printing in-house as prices decrease and large-format digital color printers become easier to use."

Big graphics get attention. Whether it be from customers at a department store or from the jury in a murder trial, this attention provides opportunity. A growing number of graphic designers are using this opportunity to persuade, sell and inform. A point-of-purchase display can help sell a certain brand of perfume. A courtroom graphic can simplify the concept of linking a certain bullet to a certain gun.

Large-format color inkjet printers were made popular by Hewlett-Packard in the early 1990s and were used primarily for computer-aided design (CAD) engineering applications. Because these products can produce output as large as 3 feet by 9 feet in PostScript applications, CAD users, as well as graphic artists, quickly found other applications for them, such as presentation graphics and short-term signs.

Although this market is young, many industry analysts believe it shows incredible growth potential, and is the next big opportunity for large-format-inkjet-printing technology. And although the lower end of the CAD market is growing, the midrange market – where these products primarily have dwelt – has matured.

Service bureaus are initial target:

In their April 1995 report on the large-format output market, Dataquest (a US based market research firm) said: "Graphic-arts applications are the largest area of expected growth in this market segment. Most of this market today is in the service bureaus (that is, third-party companies selling output to client companies) and signage applications dominate. Dataquest expects the service bureau market to continue to be strong, but we also expect this process to increasingly be brought in-house by medium-



and large-sized companies as the cost of the devices get increasingly aggressive.”

Another research firm, I.T. Strategies in Massachusetts, also sees this trend. Service providers range from the corner copy shop to sophisticated imaging bureaus. I.T. Strategies also agrees that this market will gain momentum through service providers who, I.T. Strategies believes, will create new applications for this technology with their customers, many of whom will ultimately purchase these types of devices for in-house use.

In its January 1995 study, Wide Format Electronic Printing in the Emerging Markets for Signs, Posters & Banners, I.T. Strategies said: “Final users of posters and displays and banners will have more incentive to bring large-format printing in-house as prices decrease and large-format digital color printers become easier to use.”

The new capabilities that this technology brings are as follows:

- variable information on every print
- distributed (local) printing on the basis of distant file transfer
- true process color capability beyond the levels attainable by screen printers today
- elimination of manual and film-related pre-press processing; and
- previously unattainable cost-per-copy for very short runs.

Big color in-house:

Although the market is expected to migrate to an “in-house” model for medium- to large-sized companies, service providers will continue to serve smaller companies and those occasionally needing poster-sized output. Over time, awareness for inexpensive large-format output will grow, increasing demand for that output.

Healthy, Wealthy & wise

Office exercise

Proper weight control cannot be attained by dieting alone; however, many people who are engaged in sedentary occupations do not realise that calories can be burned by the hundreds by engaging in strenuous activities that do not require much (or any) physical exercise.

Here's the guide to calorie-burning activities and the number of calories per hour they consume.

Beating around the bush	75
Jumping to conclusions	100
Climbing the walls	150
Swallowing your pride	50
Passing the buck	25
Throwing your weight around	50-300
Dragging your heels	100
Pushing your luck	250
Making mountains out of molehills ...	500
Hitting the nail on the head	50
Wading through paperwork	300
Bending over backwards	75
Jumping on the bandwagon	200
Balancing the books	25
Running around in circles	350
Eating crow	225
Tooting your own horn	25
Climbing the ladder of success	750
Pulling out the stops	75
Adding fuel to the fire	160
Wrapping it up at the day's end	12
Opening a can of worms	50
Putting your foot in your mouth	300
Starting the ball rolling	90
Going over the edge	25
Picking up the pieces	350

How to handle on-the-job pressure

On-the-job pressure comes in two forms. It can be pressure that arises from time-to-time because of a crisis. Some people don't handle this type of pressure well, while others will find it exhilarating and thrive on the competition and excitement.

The second type of on-the-job pressure relates to the constant urgency to complete more work than you can comfortably handle – always thinking that soon it will get easier, things will calm down and you'll have less on your plate, but never reaching that feeling of cruise control. It's this type of pressure that is putting more and more people's health at risk.

And even though you may enjoy the pace, the long days and accumulated fatigue bring with it physical and mental health problems.

Overwork creates health and safety problems because it eats into precious leisure time and leaves people lethargic, angry and unfocused. Like many people, you are probably working between 50 and 60 hours each week, which means that essentially you are living to work, not working to live! You find yourself asking: "Where did my life go?"

You will probably find that you are working longer hours, but are you getting more done? If you are exhausted, it is unlikely that you are being highly productive or making the same decisions you would make if you were less tired.

Coping with overload

Think about your priorities. How much time do you actually spend doing the things you love? What changes can you make that will allow you to have more time available to do these things? Here are some suggestions:

Tell your supervisor that you aren't coping.

They could be completely unaware of this and may be more sympathetic than you think. See if you can work together to restructure your job to make you more



productive. From watching how you work they may have some suggestions as to how you could do things more effectively.

Delegating and learning to say “no”.

These two things are often linked to an unwillingness to pass on tasks – possibly because of a belief that if you want it done properly you have to do it yourself. You may have to start trusting others a little more.

Aim to be more focused.

Focus on your work so that it takes less effort to get more done. Set up your work environment so that you have peace and quiet. Try to confine conversations with other staff to lunch breaks.

Be more organised.

You should have everything you need at your fingertips.

Don’t re-invent the wheel.

Be familiar with what other people in the office are doing – or have done – that could save you time.

The heart of the matter

Are you tired of listening to other employees constantly complain about the way in which the office is run? Are people always whinging?

“ It’s not the employer who pays the wages – they only handle the money. It’s the customer who pays the wages.”

– Henry Ford

Complaints by co-workers should not be seen as negative. It’s actually very positive because it presents an opportunity to improve the situation and your work practices.

Rather than trying to ignore people who complain – listen to them!

At the heart of most complaints lies an element of truth. A good listener (and a good manager) will be able to see beyond the complaint so that the real problem can be identified and solved.

The worst situation is when nobody says anything and nothing changes.



1. HP CopyJet color printer/copier

1. HP CopyJet color printer/copier

High-quality inkjet color printing and precision digital color copying in one affordable product

- 600 x 300 dpi black resolution
- 300 x 300 dpi color
- Full-color copies at 1 copy per minute (cpm)
- Black text documents at 4 cpm

RRP: Australia, including sales tax: from \$4,190. New Zealand, including GST: from \$5,451.

HP FIRST Document ID: 2940



2. HP LaserJet 5L printer

2. HP LaserJet 5L printer

Outstanding laser print quality at an affordable price

- HP's lowest cost LaserJet printer
- 600 x 600 dpi black output
- Faster than other printers rated at 6 ppm
- Sleek, compact design

RRP: Australia, including sales tax: \$876. New Zealand, including GST: \$922.

HP FIRST Document ID: 90203



3. HP LaserJet 5SiMX printer

3. HP LaserJet 5Si and HP LaserJet 5SiMX printers

High-volume laser printer designed to handle the printing needs of large networks and departments

- Up to 24 ppm, first page out in 16 seconds
- Superior duty cycle (100,000 pages per month)
- Optional Multi-bin Mailbox increases output capacity to 2,600 pages
- Standard HP JetAdmin software provides remote installation, configuration and management

RRP: Australia, including sales tax: HP LaserJet 5Si \$5,420. HP LaserJet 5SiMX \$9,243. New Zealand, including GST: HP LaserJet 5Si \$7,200. HP LaserJet 5SiMX \$10,418.

HP FIRST Document ID: 90204



4. HP DeskJet 340 printer



5. HP DeskJet 400 printer



6. HP ScanJet 4s scanner

4. HP DeskJet 340 printer

Portable, affordable and color capable with the power and functionality of a desktop printer

- High-quality 600 x 300 dpi black output
- Sharp 300 x 300 dpi color resolution
- Black output up to 3 ppm
- Optional infrared adapter for wireless printing

RRP: Australia, including sales tax: \$477.
New Zealand, including GST: \$437.

HP FIRST Document ID: 90201

5. HP DeskJet 400 printer

Low-cost, compact and quiet with performance rivalling high-end inkjet printers

- 600 x 300 dpi black text output
- Fast print speed of up to 3 ppm
- Great output on plain paper with HP Print Quality Advantage
- Compatible with Windows 95 Plug & Play

RRP: Australia, including sales tax: \$360.
New Zealand, including GST: \$362.

HP FIRST Document ID: 90202

6. HP ScanJet 4s scanner

The easy and affordable way to file, share, fax, e-mail, and edit paper documents

- 400 dpi enhanced and 200 dpi optical resolution
- Scans a text page in less than 10 seconds
- Supplied with integrated optical character recognition (OCR) software
- Auto-Launch easily moves documents into more than 60 different applications

RRP: Australia, including sales tax: \$615.
New Zealand, including GST: \$660.

HP FIRST Document ID: 90210



7. HP ScanJet 4c scanner

7. HP ScanJet 4c scanner

High-quality color and greyscale scanning, quickly and easily

- 2400 dpi enhanced resolution, 600 dpi optical resolution
- 30-bit color, 10-bit greyscale internal scanning
- Corel PHOTO-PAINT 5 (Windows) or Adobe Photoshop LE (Macintosh) standard

RRP: Australia, including sales tax: \$1,688.

New Zealand, including GST: \$1,810.

HP FIRST Document ID: 90211



8. HP ScanJet 4Si scanner

8. HP ScanJet 4Si scanner

The industry's first true network scanner and a cost-efficient information-sharing solution

- 1200 dpi enhanced resolution, 300 dpi optical
- Fast 15 ppm scan speed
- Direct Novell NetWare LAN connectivity
- Integrated 50-page automatic document feeder (ADF)

RRP: Australia, including sales tax: \$4,336.

New Zealand, including GST: \$4,707.

HP FIRST Document ID: 90212



9. HP DesignJet 750C plotter

9. HP DesignJet 750C plotter

Network-friendly, fast and reliable, offering maximum productivity

- 600 dpi resolution in black
- 300 dpi resolution in color
- New extended-capabilities parallel port receives data up to 5 times faster
- Choice of D/A1-size and E/AO-size models

RRP: Australia, including sales tax: from \$9,066 (A1 Model). New Zealand, including GST: from \$9,668 (A1 Model).

HP FIRST Document ID: 90305

NOTE:

FRESHED SLIP

new product

4mm ID THREADED SUSPENSION ROD
BY MECHANICAL SUB-CONTRACTOR
NOMINAL 700mm SPACING.

3 COMPARTMENT ELECTRICAL DUCT
SUPPLIED BY ELECTRICAL SUB-
CONTRACTOR. MECHANICAL SUB-
CONTRACTOR TO DRILL CLEARANCE
HOLE IN BOTTOM & INSTALL LID
FITTED IN SECTIONS LATER BY
ELECTRICAL SUB-CONTRACTOR

ROYAL DUCT

ROUND DUCT

SPIRO DUCT OF
ATTENUATION



10. HP DesignJet 755CM printer

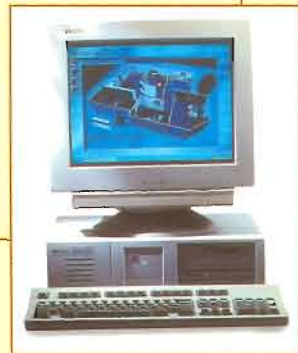
10. HP DesignJet 755CM printer

Near-photographic quality output in brilliant color, in sizes up to AO, at an affordable price

- 300 x 300 dpi
- Print time for typical AO: between 4 and 30 minutes
- Complete color management
- 1 year warranty with free on-site service

RRP: Australia, including sales tax: from \$16,940.
New Zealand, including GST: from \$18,204.

HP FIRST Document ID: 90304



11. HP Vectra 500 PC

11. HP Vectra 500 PC

Fastest in its class, ideal for small business or home office, at an affordable price

- Up to 1GB hard disk
- 8MB of RAM standard, expandable to 192 MB
- 64-bit graphic subsystem and 1MB of video memory
- Choice of DX2-66MHz and Intel Pentium 120MHz Processors

RRP: Australia, including sales tax: from \$2,926.
(Prices vary depending on configuration).

HP FIRST Document ID: 90205



12. HP OmniGo 100 handheld organizer

12. HP OmniGo 100 handheld organizer

Flexible, take anywhere personal and financial organizer

- Accepts keyboard and pen-based input
- Only 329 grams including batteries
- 3MB ROM, 1MB RAM
- FSTN LCD Display with Touchscreen
- 16-bit CPU running at 16MHz

RRP: Australia, including sales tax: \$599.
New Zealand, including GST: \$727

HP FIRST Document ID: 90207

new products



13. HP Vectra XU 6/150 PC



14. HP Color LaserJet 5 and 5M printers



15. HP Pavilion Home PC

13. HP Vectra XU 6/150 PC

Unparalleled performance, network integration, and expandability

- Intel Pentium Pro 150-MHz processor
- Support for Intel MPS 1.1 for dual-processor technology
- PCI 10/100VG AnyLAN interface for superb network printing

RRP: Australia, including sales tax from: \$9,170. New Zealand, including GST: from \$10,000 (prices vary depending upon configuration).

HP FIRST Document ID:90006

14. HP Color LaserJet 5 and 5M printers

Breakthrough color laser printing, economically and dependably

- Up to 3 pages per minute color output, up to 10 pages per minute monochrome
- Duty cycle of 30,000 pages per month
- HP Image REt 1200 for best print quality available in a color business printer
- Supports all major network operating systems and protocols

RRP: Australia, including sales tax: HP Color LaserJet 5 \$14,040; HP Color LaserJet 5M \$17,309. New Zealand, including GST: HP Color LaserJet 5 \$16,723; HP Color LaserJet 5M \$20,666.

HP FIRST Document ID:90056

15. HP Pavilion Home PC

HP's multimedia PC for today's home user

- Designed from the ground up specifically for home users
- Internet-ready with local access via Microplex
- Choice of Pentium 100, 120, 133 or 150 MHz processors
- 3D sound with detachable Altec Lansing speakers
- Built-in 28.8 Kbps voice, data, speaker phone, answering machine, modem

RRP: Australia, including sales tax: from \$3,799. (Prices vary depending on configuration).

HP FIRST Document ID:6612

To receive faxed information on any of these product releases simply call HP FIRST (see details on Page 2) and quote the relevant ID number.