

Brief

HP leadership in the manufacturing and distribution industries



Automate. Innovate. Secure.



HP's deep, broad experience

For over 50 years, HP has been partnering with leading manufacturing and distribution organizations, supplying the technical expertise and business savvy to help position them at the forefront of their industry. This experience gives us unique insight into your needs to reduce costs, increase productivity, and drive profitability.

HP is uniquely positioned for excellence as a technology and services leader in the varied fields of today's broad manufacturing spectrum:

- **10 of the top 10** automotive manufacturers are HP Managed Print Services (MPS) clients.¹
- **8 of the top 10** oil and gas companies are HP MPS clients.²
- **8 of the top 10** pharmaceutical companies are HP MPS clients.¹

Within the competitive arena of MPS, HP is the most recommended MPS provider and is rated #1 in customer satisfaction,³ as well as being recognized as a market leader by Gartner,⁴ Quocirca,⁵ and IDC.⁶

In addition, HP is committed to innovating for multiple operating systems and form factors in our Personal Systems business. Commercial mobility and premium products are our core strengths, where HP is #1 in Worldwide Commercial PCs at 24.8% and #2 in Worldwide PCs at 21.4% market share.⁷

Our three-pronged strategy

HP specializations for the manufacturing and distribution industries include:

- **Efficient processes:** Reduce time-wasting error-prone steps while moving information through secure and compliant automated workflow processes.
- **Innovative approach:** Increase value with innovative products and processes designed to differentiate your business and drive productivity.
- **Secure operations:** Protect valuable information through groundbreaking products, services, and solutions designed to mitigate risk.

Our strategy for automating and streamlining document-intensive processes is outlined in greater depth at hp.com/go/mdiworkflow. Many of the solutions featured on this site provide intelligent, industry-specific solutions that focus on increasing profitability.

While not every one of these solutions has a direct bearing on an MPS engagement, they demonstrate HP's overall commitment to helping you gain a competitive edge:

The HP Customer Advisory Council keeps a pulse on key trends and directions, and validates that our strategy and solutions are meeting the needs of the manufacturing and distribution industry.

HP Workflow Discovery and industry-specific needs analyses use Lean Six Sigma practices and include security assessments, which together inform and support your investment in HP technology and services.

The HP Enterprise Test Lab features rigorous protocols that ensure performance of the hardware and software are working together as a system.

The world's most secure printers⁸ and personal computing systems help ensure higher levels of security for protecting intellectual property and other confidential information, as well as complying with government requirements.

HP PageWide printing technology meets cleanroom certification standards for use in scientific research labs, specialized engineering applications, and other manufacturing environments where cleanroom standards are required.



HP Managed Services manufacturing solutions and devices include:

- **HP MPS for Manufacturing** strengthens your competitive position by increasing productivity, enhancing security, improving environmental stewardship, lowering operational costs, and re-investing for future growth. Turn your imaging and printing assets into a business advantage.
- **HP Automated Invoice Processing for Manufacturing** improves your invoice payment processes from start to finish with decreased processing times, reduced number of keystrokes per invoice, and streamlined accounts payable operations.
- **HP Delivery Notification Solution for Manufacturing** helps increase the efficiency of your Proof of Delivery (POD) document workflow with an automated process that can help save you time, money, and other overhead costs.
- **HP Time Sheet Collection Accelerator for Manufacturing** increases employee productivity by eliminating many manual processes inherent in time sheet collection. Faster, more accurate processing of actionable time sheet data helps your business be more agile and speeds revenue streams.
- **Employee File Management Solution for Manufacturing** empowers HR employees to make better, faster hiring decisions with a complete view of all documents and data—right at their fingertips.
- **HP Jet Fusion 3D 4200/3200 printing solution** reinvents how to prototype and produce functional parts, delivering quality output—up to 10 times faster⁹ at half the cost.¹⁰
- **HP DesignJet T3500 Production MFP** increases productivity with the most cost-effective HP DesignJet MFP,¹¹ built for rigorous IT demands. Meet all your black-and-white and color needs, while enjoying low cost of operation, advanced copy and scan features, and unattended operation.
- **HP t520 Flexible Thin Client**, a flexible, reliable desktop experience for your virtual network. Maximize productivity with the latest thin client technologies packed into a sleek, new, fanless, industrial design with AMD GX-212JC SOC, an ultra-fast flash drive interface, integrated dual DisplayPort, and native VGA.
- **HP EliteBook x360 with Sureview**, the world's thinnest and most secure business convertible PC¹² can be used as a tablet or a notebook. Count on maximum security, with advanced login and software features that protect you and your PC. Sixteen hours of battery life make this convertible PC perfect for long days of field work.

HP laptops and desktops are designed with utility in mind. Durability, security, and safety are fundamental must-haves and are incorporated in a large and growing suite of devices in the HP portfolio that includes:

- **HP Elite x3**, versatile enough to use on the shop floor and in the back-office, HP's innovative 3-in-1 device combines PC power and productivity with premium smartphone capabilities in a sleek and secure device. Manufacturers can take the power of a laptop from R&D, to the shop floor, and to shipping and receiving with ease. Dock to a larger monitor for records review and approval, such as Quality Assurance (QA) or Maintenance, Repair, and Operations (MRO) requests, providing true productivity on the go.

Why HP?

HP has a long tradition of innovation and commitment to manufacturing and distribution. Our decades of experience, together with the solutions and services we've built for manufacturing and distribution, can simplify secure communication, collaboration, and access to relevant data and business processes.

We will take the time to understand your specific needs and create a plan to help optimize your fleet, ensure data and document security, and manage your evolving workplace.

Learn more

hp.com/go/mdiworkflow

¹ Based on Forbes 2016 – Global 2000, published May 23, 2016.

² Based on data from the 2016 Fortune Global 500.

³ ORC International, April 2015, Conducted 980 interviews in AMS, EMEA, APJ.

⁴ Gartner, Magic Quadrant for Managed Print and Content Services, December 21, 2015, ID Number G00271944.

⁵ Quocirca, Managed Print Services Landscape, 2016; July 2016.

⁶ IDC MarketScape: Managed Workflow Services 2015 Hardcopy Vendor Assessment – Building on MPDS, (US) doc #US40586715, (Western Europe) doc #EMEA40662015e, (APeJ) doc #AP40437716, (CEMA) doc #CEMA41124310.

⁷ IDC Worldwide Quarterly PC Tracker, Workstation Tracker and ECD Thin Client Tracker (CQ316).

⁸ Based on HP review of 2016 published security features of competitive in-class printers. Only HP offers a combination of security features that can monitor to detect and automatically stop an attack then self-validate software integrity in a reboot. For a list of printers, visit hp.com/go/PrintersThatProtect. For more information, see hp.com/go/printersecurityclaims.

⁹ Based on internal testing, HP Jet Fusion 3D printing solution average printing time is up to 10 times faster than FDM and SLS printer solutions from \$100,000 USD to \$300,000 USD on market as of April 2016. Testing variables: Part Quantity: 1 full build chamber of parts from HP Jet Fusion 3D at 20% of packing density versus same number of parts on above-mentioned competitive devices; Part size: 30 g; Layer thickness: 0.1 mm/0.004 inches. Fast cooling module available in 2017 with some models will further accelerate production time.

¹⁰ Based on internal testing and public data, HP Jet Fusion 3D average printing cost per part is half the cost of comparable FDM and SLS printer solutions from \$100,000 USD to \$300,000 USD on market as of April 2016. Cost analysis based on: standard solution configuration price, supplies price, and maintenance costs recommended by manufacturer. Cost criteria: printing 1 build chamber per day/ 5 days per week over 1 year of 30-gram parts at 10% packing density using the powder reusability ratio recommended by manufacturer.

¹¹ Compared with large-format color MFPs under \$25,000 USD. Based on the fastest-rated color speeds as published by manufacturers as of January 2014. Test methods vary.

¹² Most secure based on HP's unique and comprehensive security capabilities at no additional cost among vendors with >1M annual sales as of December 1, 2016 on HP Elite PCs with Intel 7th Gen Intel® Core™ processors, Intel® integrated graphics, and Intel® WLAN. Thinnest Based on competitors with >1m units annually of convertible, non-detachable having a Windows® Pro OS and 6th or 7th generation U series Intel® Core™ vPro™ processors.

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