- •International Conference for Mathematics Educators.
- Every 4 years, worldwide audience.
- HP calculator team decided to attend

- Casio advertised Classpad 200
- TI promoted graphing and CA
- •HP showed as consumer electronics

- Casio with many workshops
- TI with Computer Algebra docs.
- •HP only publicity leaflets

- Casio had numerous workshops
- TI had a comfortable booth
- •HP asked me for one workshop, but told no-one about it

## HP need to learn

- -By experience
- -By studying the market needs
- -By hiring expert/s
- -By asking former calculator teams
- -By talking to enthusiasts!