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a community where everything revolves around the hp

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Robelle Building a community
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Robelle is located in booth 100 at HP World/2001

HP World/Chicago, August 22, 2001 - Robelle has a 20-year track record of continued success and performance, a rare occurrence in the dynamic market of software solutions, where products so often pop up and fade away as the technological tides change.

The HP e3000 market has been Robelle's primary focus and the company continues to pump its energies into maintaining close touch with its customer base, their changing needs and interests. Suprtool and Qedit for Windows remain their flagship products and the company's strategic focus on these tools facilitates their ability to continually enhance the features and functionality of these solutions, as their customer needs get more complex. Suprtool is the highest speed database extract tool available for the HP e3000, improving extract and sort speeds up to 30 times. Just recently we have added the most frequently requested enhancement: Update From a Table. Qedit for Windows facilitates the efficient editing of local and host files spanning multiple platforms concurrently. We are in the process of debugging the most frequently enhancement: Syntax Coloring.

Founder programmer Bob Green has created an informal, responsive corporate culture where communication between his team and customers is paramount. Through their technical support team and their web site www.robelle.com, which is updated daily, they retain a strong service orientation.

Bob Green: "The purpose of our web site is to do the best possible job for users of Qedit and Suprtool by bringing to their attention

information that will help and entertain them, regardless of whether we wrote the material or not. Daily updates are something that I tried in the Caribbean with my Anguilla News and I found that people loved them. If someone sends you a tip on using Suprtool and you post it on your home page the same day, they are amazed and very pleased...The web site is a modern extension of what we have done since we started Robelle: gather and share technical tips and business information with the general HP universe through papers, talks, books, tutorials, even contests. What we are doing is building a community of Robelle users that help each other with their problems." The presence of valuable user feedback, tips and comments on the web site testify to the buoyant level of interaction between Robelle and its customers.

Green balances its success in the practical arena of creating and enhancing useful product solutions, with his love for writing thought-provoking intellectual papers that have won several prestigious industry awards and accolades over the years.

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