



HARLEQUIN
Software

PRESS RELEASE 1

HARLEQUIN SOFTWARE – A RECIPE FOR SUCCESS

Tom Ellis, Managing Director and Lead Designer at Harlequin Software heads up a small, happy and industrious team but what is the secret of his company's success?

As a visitor, you won't have been in the office of Harlequin Software for more than two minutes before you have a cup of tea in your hand and feel like you've known the management team at this software solution provider for years.

The creation of the software is down to both Tom himself and Harlequin's in-house technology gurus – two talented and enthusiastic young programming managers called Duncan and Martin – and you will no doubt meet business development manager, Kate, and Tom's P.A. Sue who looks after the administrative aspects of the business.

The mixture of skills and personalities brought to the table by Tom and his team, together with his overall vision for the company, are the key to its success and this is clearly reflected in the endless number of testimonials and thank you letters that have been sent to Tom by the company's enviable client-base.

A glance at one such testimonial shows that Professor Paul Brenchley, Trustee of Kidneys For Life fund in Manchester has "been delighted with the expertise, levels of support and customer service we receive from the Harlequin team" and that "the management and reporting systems have made a significant impact on the efficiency" of the organisation.

Another, Jon Trigwell, Head of Fundraising at Cardiff & Vale NHS Trust, states that: "Adopting Harlequin as our fundraising database has saved us time, effort and streamlined our donation procedures. It has also dramatically improved personal relationships with our donors, volunteers and staff members". No small praise.

Tom himself believes strongly that "by ensuring that his team gathers in-depth knowledge in the area of expertise in which the system is to be used, a much tighter end product will be created" and that "users can be confident in the knowledge that they are dealing with a team on their wavelength".

And as the company's list of satisfied clients continues to grow on daily basis, it appears that the proof of the pudding is in the eating.

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