

# Kevin B. Rollins

## Quotes

*Economy, Thinking, Years, Challenges, Technology, People, Flags, Growth,  
Fields, White, Consumers, Management, Trends, Worry, Struggle, Choices,  
Exit, Wonder, Rage, Sides*

Consumer electronics is a challenging one.

~Kevin B. Rollins

You cannot have companies where many of the largest ones lose money indefinitely without someone finally waving the white flag, and IBM is the most recent example of that.

~Kevin B. Rollins

Everyone wants to talk about it, and right now music, flat-panel televisions, a whole host of new handheld devices are fun to talk about and very exciting to look at.

~Kevin B. Rollins

When I was growing up there was a product made by Sony called the Sony Walkman - a rage, everyone had to have one. Well, you don't hear about the Walkman anymore.

~Kevin B. Rollins

I'm the one who made many of the bold comments that we'd seen the technologies from AMD as pretty good. Their technology in many areas was leading. But those are transient.

~Kevin B. Rollins

Most of the services staff is for the larger corporations, not so much for small and medium businesses because they cannot afford an extensive services army.

~Kevin B. Rollins

Our goal is to leverage what is already out in the field in terms of partners, but then hire in project management capability and a bit of technical capability.

~Kevin B. Rollins

We all have many opportunities, but limited capacity to pursue them.

Make choices, focus your time and energy, so that you can submit your share of masterpieces to the greater good.

~Kevin B. Rollins

We are seeing a steady improvement in corporate demand. I think it's going to be steady, not explosive, throughout the year.

~Kevin B. Rollins

What we learned several years ago was that one of our weaknesses would be if we didn't develop enough people with the know-how to run our company, it would come to the point where we would just stop.

~Kevin B. Rollins

In the enterprise, the trend is towards smaller, more powerful standardized systems where Dell is uniquely positioned.

~Kevin B. Rollins

I believe that one-product wonders come and go.

~Kevin B. Rollins

Intel's still our main partner. We have not announced anything with AMD and don't have anything planned, but we're constantly being aware to make sure our customers get the best technology.

~Kevin B. Rollins

We own 18 percent of just the PC business. Now that's only about 60 percent of our business today.

~Kevin B. Rollins

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