

The logo for Seeking Alpha, with the text 'Seeking Alpha' in white and a gold Greek letter alpha symbol to the right, all on a dark red background.

Secure Computing Corporation Q2 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

Okay, thank you. We will begin the formal question-and-answer session for sales side analysts who cover the company. Please limit your questions to one per person. (Operator Instructions). And one moment for the first question please. Just another moment please.

Jane Underwood

Mary, are we going to have questions now?

Operator

Yes, they are still queuing up. Our first question comes from Sarah Friar with Goldman Sachs. Sarah your line is open.

Fred Grieb

Hi this is actually Fred Grieb for Sarah. Two quick questions for you. One, you guys said that you saw some weakness due to the macro-environment in North America. I am curious if you're starting to see any weakness in your international geographies particularly Europe? And then, the second one to that have you seen any impact in either geography on sales just because of the Finjan lawsuit?

Dan Ryan

The first question, I think, of the three markets, we probably saw the most strength in APAC, probably the second EMEA, and, third North America. Of course, federal being the strongest of all those at this point. Latin America I would put in the okay bucket also, not particularly strong.

With respect to Finjan, we feel, we have had the one deal that we talked about last quarter that Finjan was used as the reason for not selecting Secure. That, to this point, is still the only one I'm familiar with.

Fred Grieb

Okay. And one follow up. Can you give us an update on just how far away you think you are to having a complete work-around for the patent that's at issue with Finjan?

Dan Ryan

Yeah, that's a tough question to answer a complete work around. But, step 1 is that we have many things in that product. One small piece of which allegedly infringes. Obviously we've taken the steps to remove that so that should we need to we can stop shipping the product with that alleged capability. Second thing, is of course we are doing all kinds of other things to continue to add value to that product related to both malware and other areas in a web gateway product. So I think, we are in a position to do what we have to do to respond either way.

Fred Grieb

Great, thanks a lot.

Operator

And our next question comes from Josh Jabs with Roth Capital. Sir, your line is open.

Copyright © 2008 CNET Networks, Inc. All Rights Reserved.