

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.

## Acme Packet, Inc. Q1 2008 Earnings Call Transcript

### Earnings Call Excerpt

---

Acme Packet, Inc. (APKT)

Q1 2008 Earnings Call

May 07, 2008 5:00 pm ET

#### **Executives**

Andy Ory - President and Chief Executive Officer

Keith Seidman - Chief Financial Officer

Seamus Hourihan - Vice President of Marketing and Product Management

Brian Norris - Director of Investor Relations

#### **Analysts**

Simona Jankowski - Goldman

Eric Keyner - Think Pan Europe

Vijay Bhagavath - Deutsche Bank

Joanna Makris - Brean Murray Carret

Catharine Trebnick - Americas Growth Capital

Greg Mesniaeff - Needham & Co

Paul Silverstein - Credit Suisse

Sanjiv Wadhvani - Stifel Nicolaus

Anil Doradla - Caris & Co

Ehud Gelblum - JP Morgan

#### **Presentation**

#### **Operator**

Welcome to the Acme Packet first quarter 2008 earnings release conference call. (Operator Instructions) I would now like to introduce your host for today's call Brian Norris, Director of Investor Relations for Acme Packet.

**Brian Norris**

With me on the call this evening is Andy Ory our President and Chief Executive Officer, Keith Seidman our Chief Financial Officer and Seamus Hourihan our Vice President of Marketing and Product Management. Today after the market closed we issued our first quarter 2008 earnings result press release which will be the focus for this evenings call.

Before we begin I would like to remind you that statements made during this call that are not historical facts maybe forward-looking statements within the meaning of Section-27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Such forward-looking statements may relate among other things to our position in the session border controller market, our expected financial and operating results, including expected revenue and earnings per share for full year fiscal 2008 on both a GAAP and non-GAAP basis, our ability to build and grow Acme Packet, the benefits of our products and our ability to achieve our goals, plans and objectives.

Such forward-looking statements do not constitute guarantees of future performance and are subject to a variety of risks and uncertainties that could cause our actual results to differ materially from those anticipated. A discussion of these risks, uncertainties and additional factors that could cause actual results to differ materially from those projected or suggested in any forward-looking statements is contained in our recent filings with the SEC including those factors discussed under the caption risks factors in such filings.

Investors should not place under reliance on such statements which are current only as of the day they are made and we disclaim any obligation to update them. All result and projections we review this evening are on a non-GAAP basis; almost otherwise and explicitly described as GAAP. During this call we will be referring to non-GAAP earnings and non-GAAP net income and non-GAAP net income per share which are non-GAAP financial measures that exclude stock based compensation expense for all periods presented.

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