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Sourcefire Inc. Q1 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). And your first question comes from the line of Rob Owens with Pacific Crest Securities. Please proceed.

Chris Crowe - Pacific Crest Securities

Good afternoon guys. This is Chris Crowe filling in for Rob.

Wayne Jackson

Hey Rob, how are you?

Chris Crowe - Pacific Crest Securities

Good, this Chris.

Wayne Jackson

Oh, sorry.

Chris Crowe - Pacific Crest Securities

No, no worries I am filling in for him. Quick question I know you guys talked about the revenue from the Federal government. I was just wondering if you can give us some more color, kind of see where it's going in the future?

Todd Headley

Really only -- we see the return of the kind of price line as a ratio of our overall business that we saw before the budget crisis that we saw after '06 and '07. In meeting with our Federal teams and the broader sales management, I think they feel very good about things. I can't point to anyone huge deal out there, that's really moving the needle it's just a return kind of normal flow of business that we had enjoyed in earlier years.

Chris Crowe - Pacific Crest Securities

Right, and if I am remembering correctly you guys were increasing headcount in the sales team as well?

Todd Headley

We have indeed.

Chris Crowe - Pacific Crest Securities

Yeah. Do you have an idea how many guys are in there?

Wayne Jackson

Its seven, are they quota-carriers.

Todd Headley

Not all quota-carrying, there are seven individuals in the Federal sales team, including sales engineering as well as an overlay for channel development with a lot of the large integrators.

Chris Crowe - Pacific Crest Securities

Okay. Perfect thanks a lot.

Operator

Your next question comes from the line of Rob Breza with RBC. Please proceed.

Matt Hedberg - RBC

Good afternoon guys, this is actually Matt Hedberg in for Rob. How are you?

Wayne Jackson

Hey Matt.

Todd Headley

Hey Matt.

Matt Hedberg - RBC

First of all good quarter, guys in obviously a challenging environment. I guess from a competitive standpoint, there is other, I wouldn't say direct competitors, but smaller security minors out there who have struggled this quarter. I mean, what have you guys seen that's different than everybody else, and what sort of gives you the confidence now at this point in phase, so everything else?

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