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NIC Inc. Q1 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you sir. (Operator Instructions). Our first question is from Chad Bennett with Northland Securities. Please go ahead.

Unidentified Analyst

Hello I am actually standing in here for Chad with just a few questions. My first is regarding the Portal contracts, I am just wondering, if there are any other renewals left for the remainder of the year and if so how many?

Harry Herington

Yes, this is Harry. We have several for the remainder of the year. We've got Idaho that, well I've just got them, Idaho, Arkansas, Oklahoma, South Carolina and West Virginia. All right?

Unidentified Analyst

Okay. Fair enough. And then the final question is just regarding, well given your updated fiscal '08 guidance have your expectations changed regarding non-DMV and DMV same-state sales growth?

Steve Kovzan

This is Steve. We did not update our projections. I mean, we just simply reiterated the same guidance that we provided on the call back in February. So, overall our guidance has not changed.

Unidentified Analyst

Okay. And, the expectations have not changed.

Steve Kovzan

Correct.

Unidentified Analyst

I see. Okay. I appreciate it. Thanks.

Steve Kovzan

Thank you.

Operator

Our next question comes from James Cakmak with Sidoti & Company. Please go ahead.

James Cakmak - Sidoti & Company

Hi, hello, everyone.

Harry Herington

Hi James.

Steve Kovzan

Hi James.

James Cakmak - Sidoti & Company

I just had a question on the operating margins. You know, just taking the midpoint of the 2008 outlook, you were looking at more around 18%. I was wondering is that 19% plus, you think that's sustainable absent new contract costs for 2008?

Harry Herington

You are talking for the year 2008.

James Cakmak - Sidoti & Company

Yeah.

Harry Herington

Full year.

James Cakmak - Sidoti & Company

Yes.

Harry Herington

Well I mean, I think that certainly had a solid quarter, this quarter. And, I guess I'll just keep it with the scene that we just did it previously. Our projections for the year are unchanged and we'll leave it at that. And, if necessary, come second or third quarter, if it's unchanged we'll update our guidance, but right now we are not.

James Cakmak - Sidoti & Company

Okay. And, did Texas actually issue the RFP or are we still in the RFI stages.

Harry Herington

We are still in the RFI stages.

James Cakmak - Sidoti & Company

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