



Sourcefire Incorporated Q4 2007 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you. (Operator Instructions). And your first question comes from the line of Katherine Egbert from Jefferies and Company. Please proceed.

Jordan Roberts - Jefferies and Company

Hi. This is actually Jordan Roberts in for Katherine. How are you guys doing?

Wayne Jackson

Good. Hi, Jordan

Jordan Roberts - Jefferies and Company

Hi. I just wanted to know how has the quarter been so far.

Wayne Jackson

It's been tracking very well actually. It's safe to characterize the first two months of the quarter is being ahead of our historical records. So while we always remain guarded with roughly half of the quarter to go given our historical trajectory, things are looking strong. But, again, we're trying to be very conservative given the announcement for today and the general [release] with the current economy.

Jordan Roberts - Jefferies and Company

Yeah. I mean, are you giving the sense that customer budgets are in pretty good shape, I mean just [quite honest] in the world out there?

Todd Headley

You know as I mentioned especially regarding the financial sector, we remain guarded about it. We have to be sure seeing one or two transactions slip into subsequent quarters but I think generally speaking things look in line with our historical norms.

Jordan Roberts - Jefferies and Company

Okay. ClamAV, can you guys give any color any sort of revenue we can expect in this year?

Wayne Jackson

We aren't disclosing that specifically but we certainly do expect some revenue contribution from some of ClamAV acquisition. And as I mentioned in the earnings scripts our rollout is disclosed sometime ago is almost exactly on plan.

Jordan Roberts - Jefferies and Company

Okay. I mean would you expect a few material or I mean you [deny wanting to get] into that?

Wayne Jackson

(inaudible) but it is baked into the broad guidance line that we provided earlier.

Jordan Roberts - Jefferies and Company

Okay. Last question, I mean you overlooked kind of quickly, you're talking about new international sales initiatives sort of refocusing or reorganization you talk to that?

Wayne Jackson

No. I think you're talking about -- or referring to Nokia, who is reorganizing their force especially it relates to their security practice. We continue to expand our international footprint, this has been discussed on the last several earnings calls, and expected to continue to do so.

Jordan Roberts - Jefferies and Company

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