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Interactive Intelligence Q4 2007 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). We'll take our first question from [Shayan Patel] with Raymond James.

Shayan Patel - Raymond James

Hi good afternoon. Could you maybe give us a sense of the percentage or the amount of deals that were sort of pushed out of the fourth quarter, and how many are closed already in the first quarter and how many of the balance are still in the pipeline?

Don Brown

Well we thought you guys might ask a question like that. So what we've done is to ask Paul Weber to go through a list of at least the big deals that slipped from Q4 and give you a current status. So Paul?

Paul Weber

Yes. There were really two or three significant new customers that we were pretty sure we were going to get closed in December and ended up slumping. One of them was a nationwide distributor of auto parts and a pretty significant deal in the \$700,000 range. And towards the end of that week, the last week of the year they hired a new CFO and obviously put us into another analysis stage within the nature that he bought into it. They have since gotten an internal approval and we're working through the leasing process right now. So we are confident that will come-in in relative quickly.

Another opportunity of significance was an outsourcer, up in the Northwest, call center outsourcer, again probably a \$700,000 to \$800,000 deal. On that one we just ran out of time, they were doing site visits and schedules, got kind of [rattled] at the end of the year. That one slipped, but we have since gotten the actual word on that contract and they are also a partner I should say, and in final contract negotiations with them.

And then one other opportunity was a utility company in the Southwest for about 0.5 million and that deal came right down to the wire. And they really believed they were going to get it done. We thought they would get it done and again some schedules were kind of a little bit loose at the end with people taking time off, and slipped. For that opportunity, we had also gotten a kind of written confirmation, the year of the product, product of choice and now let's get the contracts and that partner is also working through those. So, we did have a few deals slip, but I will tell you that the quarter, we are off to a very good start and the quarter looks real strong from pipeline and forecast perspectives.

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