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## Tier Technologies, Inc. Q4 2007 Earnings Conference Call Transcript

### Earnings Call Excerpt

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Tier Technologies, Inc. (TIER)

Q4 2007 Earnings Call

December 13, 2007 5:00 PM ET

#### **Executives**

Monica Bowman – Deputy Project Director

Ronald L. Rossetti – Chairman of the Board & Chief Executive Officer

David E. Fountain – Chief Financial Officer, Senior Vice President & T

#### **Analysts**

Gary Prestopino – Barrington Research Associates

Jason Harris

Michael Ogborn

Beth Lilly

Shane Kim

Ross Berner – Weintraub Capital

Daniel Weston

#### **Presentation**

#### **Operator**

Good evening. My name is Tekay and I will be your conference operator today. At this time I'd like to welcome everyone to the Tier Technologies Year End Conference Call. All lines have been placed on mute to prevent any background noise. After the speaker's remarks there will be a question and answer session. If you would like to ask a question during this time, simply press star then the number one on your telephone keypad. If you would like to withdraw your question press the pound key. Thank you Ms. Bowman, you may begin your conference.

## **Monica Bowman**

Thank you and good afternoon everyone. After the market closed today we issued a press release announcing Tier's financial results for this fiscal year 2007 fourth quarter and year ended September 30, 2007. A copy of this press release can be found in the news section of our website at [www.Tier.com](http://www.Tier.com). With me on the call this afternoon are Ron Rossetti, Chairman and Chief Executive Officer and David Fountain, Chief Financial Officer. A taped replay of this call will be available on the company's website from approximately two hours after the end of the call until 11:59 pm eastern time on December 20, 2007. Alternatively, you can hear a reply by dialing 800-642-1687 and entering the conference ID 27123028.

I want to remind you that various remarks that we make about the company's future expectations, plans and prospects constitute forward looking statements for purposes of the safe harbor provision under the Private Securities Litigation Reform Act of 1995. The forward looking statements discussed on this call represents management's current expectations about the company's future financial performance based on the information available to us today. This information may change and our actual results may differ materially from these forward looking statements. We undertake no obligation to update any such forward looking statements. There are numerous risks and uncertainties that affect our business and may affect these statements including, but not limited too, the potential lost of funding by clients, failure to achieve anticipated growth margin levels with respect to the individual projects due to unanticipated cost incurred and fixed priced and transaction based projects, timing, initiation, completion, renewals and extensions or earlier termination of client projects. The company's ability to realize revenues from a business development opportunity and other risk factors that are set forth in our SEC filings.

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