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NIC Inc. Q3 2007 Earnings Call Transcript

Earnings Call Excerpt

NIC Inc. (EGOV)

Q3 2007 Earnings Call

November 7, 2007, 8:30 a.m. ET

Executives

Jeffery Fraser - Chief Executive Officer, Co-Founder

Harry Herington, President

Stephen or Steve Kovzan - Chief Financial Officer

David Oboyski - Director of Investor Relations and Communications

Analysts

Sam for Jeffrey Kessler - Lehman Brothers

Paul Kaump - Northland Securities

Presentation

Operator

This conference call is being recorded today, Wednesday November 7 2007. I would now like to turn the conference over to Mr. David Oboyski - Director of Communications and Investor Relations. Please go ahead, Sir.

David Oboyski

Thank you. We issued a press release for NIC's 3rd quarter earnings announcement 30 minutes ago. For those of you who have not received the release, the announcement is available on the home page of our corporate site at www.nicusa.com.

Before we begin, I want to cover our customary Safe Harbor statement. Specifically the statements in this release regarding continued implementation of NIC's business model, and its development of new products and services, are forward-looking statements. There are a number of important factors that could cause actual results to differ materially from those suggested or indicated by such forward-looking statements. These include, among others, the success of the company in signing

contracts with new state and government agencies; including continued favorable government legislation; NIC's ability to develop new services; existing state and agencies adopting those new services; acceptance of eGovernment services by businesses and citizens; competition and general economic conditions; and other important cautionary statements and risk factors described in NIC's 2006 annual report on Form 10-K filed on March 15 2007 and quarterly report on Form 10-Q for the quarter ended June 30 2007 filed on August 6 2007 with the Securities and Exchange Commission.

I would now like to introduce Jeff Fraser, NIC's CEO and one of its founders.

Jeff Fraser

Good morning to all of you listening. Joining me today for the call are NIC President Harry Herington and Steve Kovzan, our Chief Financial Officer. I would like to take this opportunity to congratulate Steve again on his promotion. In August, after an extensive search, we promoted Steve from Vice President of Finance and Chief Accounting Officer to be our new CFO. He brings eight years of experience with NIC and he is clearly the best person to help us lead the company's growth.

I will begin today's call with an overview of our growth initiatives. Harry will provide an operations update, and then Steve will finish with the financial overview for the quarter. At that point, we will open up the call to your questions.

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