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Wave Systems Q4 2006 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you. Ladies and gentleman if you would like to register a question please press the one followed by the four on your telephone. You'll hear a three tone prompt to acknowledge your request. If your question has been answered and you'd like to withdraw your registration please press the one followed by the three. And if you're using a speakerphone please lift your headsets before entering your request.

Our first question comes from the line of Timothy Collins with Security Research Associates. Please proceed with your question, sir.

Timothy Collins – Security Research Associates

Hello. So you've had a tremendous accomplishment from March of '06 to March of '07 and I guess in particular that you have Seagate just came out of a tunnel like a big headlight and I've heard you say how you think that Seagate will help drive the whole customer competing platform so I guess looking at the next 12 months, what do you look for as major accomplishment? I mean I think that if anything, probably the purchase of the Embassy upgrade has been the most difficult and long sell cycle so where do you think you will end up in computer security trusted platforms in a year from now?

Steven K. Sprague

So our major goals over the course of next year are really, there are a couple of them. One is to continue to increase our market share within the PC OEMs. We are engaged with a number of the manufacturers.

I think we will demonstrate significant progress over the course of the next couple quarters with additional OEMs who have selected our software and are broadening its distribution in the market place. We continue to believe that that's very important to put our brand out there and to be the starting point for people who look at trusted computing and say I need to call Wave.

The second is to continue to have Wave's presence at the major areas of functionality in the trusted competing space so what we've done so far with TPMs what you're seeing to day is the beginnings of Seagate and as I mentioned in my statements around networking I think is really one of the next areas to?you know we've already made some progress there but I would say that that whole area of trusted computing is still very, very early on if the customer wanted to buy into significant depths of it.

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