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Informatica Corporation Q3 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator instructions) Your first question comes from the line of Tom Ernst of Deutsche Bank.

Tom Ernst - Deutsche Bank

Earl mentioned on the call that financial services was again one of your stronger verticals and that's interesting, because it's bounced back nicely over the last couple of quarters from weakness previously. Can you explain, I think you explained last quarter how approaching that business with smaller deals have enabled you to create growth in that industry. Is this something you think is broadly applicable to other markets and are there other tactics you think you can employ besides what you mentioned on this call about weekly planning, should the demand environment be even tougher than you expect?

Sohaib Abbasi

Tom, let me first of all comment a little about our top three verticals. Financial services and health care were the top two. Public sector was a close second to those two. Those two tied and we're very pleased with how our business has diversified across a multiple verticals and our dependence in financial services is not quite as high as they used to be. We are pleased with the results we saw in financial services both here in domestically as well as internationally.

We clearly commented last quarter that we conducted a lot of transactions in financial services in Q2. There were several transactions in financial services and we continue to find opportunities in financial services both domestically as well as internationally, but again, as I commented earlier, our dependence in financial services is much slower than it used to be and health care was one of our top verticals this last quarter. Thank you, Tom.

Operator

Your next question comes from the line of Tom Roderick of Thomas Wiesel Partners.

Tom Roderick - Thomas Wiesel Partners

Earl, I was hoping you could give a little bit of commentary in terms of what did and did not happen in terms of deal closures and closure rate at the end of the quarter and maybe provide a little commentary on how that processes into your thinking for head count growth, particularly sales growth as you go into the end of the year and into 2009.

Sohaib Abbasi

Tom, let me comment a little bit about what we observed in this quarter and then I'll ask Earl to also provide his perspective on that. As you know, we implemented certain measures to improve linearity by setting weekly targets both this quarter as was the case in Q2.

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