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Actuate Corp. Q3 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). And your first question comes from the line of Nathan Schneiderman, please proceed.

Nathan Schneiderman – Roth Capital Partners

Hi. Thanks very much. Hi Pete. Hi Dan.

Peter Cittadini

Hello.

Nathan Schneiderman – Roth Capital Partners

I wanted to just clarify on the guidance -- the guidance for the year would imply just kind of ballpark Q4 license \$6 million to \$10 million or so plus or minus a little bit, and I am just curious to hear you, you speak to that. It seems rather Draconian to think that license might be down sequentially that much versus the seasonally weak Q3?

Daniel Gaudreau

Hi, Nathan. Sure it would imply, I believe, Pete to?

Peter Cittadini

\$8 million to \$11 million imply is what it implies. And Nate, please don't forget that, I believe it was last Q4 that we had a sequentially down license line. Thus, it -- and I think that clearly times are a bit more uncertain than they were in Q4 of '07, though -- this is our best guess at the time.

Nathan Schneiderman – Roth Capital Partners

Okay, back -- I gather from your comments we should not interpret your overall guidance as a worst case outlook?

Peter Cittadini

I think our guidance is an accurate outlook based on the information that we have right now with regards to the license revenue guidance we are giving for the year. It could be in the range of \$8 to \$11 million for the quarter.

Nathan Schneiderman – Roth Capital Partners

Okay. Any -- I know you are not out with anything specific in terms of 2009, but do you have any gross modeling advice for us? Do you -- would you think of 2009, at this point, as maybe -- do you think a license would be down again in 2009 or do you think that's unlikely or just what is your general sense for a license outlook for 2009 relative to 2008?

Peter Cittadini

That's the crazy thing about the current climate and conditions. Any sense we have, we would be reluctant to tell you right now. We would like at least another quarters' worth of data and data points before we come up with sort of a meaningful statement on a going forward basis with regards to '09. So, at this point, I just don't think we are going to comment on '09, Nate.

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