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## CyberSource Corporation Q3 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### **Operator**

(Operator instructions) And your first question comes from the line of Wayne Johnson with Raymond James.

#### **Wayne Johnson – Raymond James**

Good afternoon. Congratulations on terrific results in a very tough market, so that's a great big smiley face on the earnings report.

#### **Bill McKiernan**

Thank you, Wayne.

#### **Wayne Johnson – Raymond James**

The pending pilot program with the pan-European bank, is that a – for credit card processing only or would other services be involved with that?

#### **Bill McKiernan**

No, we would expect that we'd be able to offer our fraud screening services as well and one of the things that we found is that by globalizing our fraud capabilities we really create some strong differentiation in the market for CyberSource payment solutions.

#### **Wayne Johnson – Raymond James**

Terrific. And so the rough estimated time of the signing would be in six weeks or so, middle of the quarter, or earlier – later?

#### **Bill McKiernan**

Yes, our goal, Wayne, is really to begin 2009 up and running and have that offering in place and our sales people trained to sell it–

#### **Wayne Johnson – Raymond James**

And will you make the announcement that that pilot program is in place once it's signed? Would you be allowed to announce who it is and all that?

**Bill McKiernan**

I suspect that will be the case. I think as soon as the document gets signed – now we have got to pass one regulatory hurdle. We've got to get a sign-off from the taxation authorities over in Europe so that we are not subject to VAT, which we think is a formality, but as soon as we have that I think we'll make the formal announcement.

**Wayne Johnson – Raymond James**

Well, terrific. And so for Facebook, which is a nice surprise, what are you guys providing for them and is that active – when is that active?

**Bill McKiernan**

Yes, so we signed that deal – Facebook has asked us not to disclose the details of the relationship, but we are really excited by the relationship, Wayne, because from experience we know that signing up some of these accounts that are small initially, but become very big Internet player over time really benefits us and benefits the customer as well because we can help the customer grow not only domestically but internationally. So, I am very optimistic about what the Facebook relationship means to both CyberSource and to Facebook over the long term.

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