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## Unisys Corp Q3 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions) Our first question comes from Jason Kupferberg - UBS.

#### Jason Kupferberg - UBS

I wanted to ask you a question to start off or maybe a two-part question, actually. The first one is, can you give us a rough idea of how long you think it may take for you to put a concrete plan in place, understanding that you've only been on the job for a few weeks now and kind of a follow-up to that, based on what you know about the three year restructuring program that Unisys is finishing up now, what are some of the things that you might look to do differently?

#### Ed Coleman

Well thanks Jason, great question. For the first part of it, I would plan that by the end of this year, I ought to be able to be much more explicit about the path forward and the actions that we're going to take, both tactically and strategically, but I don't want to leave the impression that we're not doing anything until we make some announcement as to the way forward.

There are lots of things that we can be doing and are doing right now that begin to affect the expense structure, as well as focusing on where we play stronger in the marketplace and where are areas that perhaps we should not be playing.

The second part of your question I think kind of ties back to that, that in terms of restructuring programs and strategic programs and the like, I really don't see this as an event or a project.

This is really about how we manage the business on a day-to-day basis and are we being as cost effective as we can be every week and every month? Are we improving the cost of our service delivery? Are we taking expense out wherever we can and turn this from a program mentality into a way of doing business mentality and that's much more in line with my philosophy, because this has to be a part of the daily management of the business.

#### Jason Kupferberg - UBS

Okay and should we expect to see some new restructuring charges as part of some of the actions that you are already taking or is it too soon for that?

#### Janet Haugen

Jason, it's Janet, good morning. The actions that we are taking right now as we said in the comments are focused in the SG&A area. The first area we're going after is with discretionary spend, it's not employee related and so those areas are things that do not have restructuring expense related with them. We are continuing to try to make these actions pay for themselves in the short-term time period, so as of right now we have no plans for a large restructuring charge. These are things we're going to in this early stage manage through the operations and the costs.

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