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## Borland Software Corporation Q3 2008 Earnings Call Transcript

### Question-and-Answer Session

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**Operator**

Thank you, sir. (Operator instructions) And our first question comes from the line of Sanjay Puri with Walker Smith Capital. Please go ahead.

**Sanjay Puri – Walker Smith Capital**

Hi, guys, good morning.

**Tod Nielsen**

Hi, Sanjay.

**Sanjay Puri – Walker Smith Capital**

Nice job on growing licenses sequentially. Just a couple of quick housekeeping questions. First, Erik, do you have the maintenance number by any chance for the June quarter and the March quarter, please?

**Erik Prusch**

So from –

**Sanjay Puri – Walker Smith Capital**

For ALM.

**Erik Prusch**

For just ALM?

**Sanjay Puri – Walker Smith Capital**

Yes.

**Erik Prusch**

ALM maintenance on the June quarter was \$16.7 million and the March quarter was \$16.5 million.

**Sanjay Puri – Walker Smith Capital**

Okay. All right, great. And then, Tod, you guys recently hired a new head of sales. Can you just talk about some of the initiatives they have put in place there? And within that question, can you talk about what's happening within some of your geographies where you are seeing improvements and kind of getting things where you wanted to be or where there still needs to be some work-down, please?

**Tod Nielsen**

Sure. So –

**Sanjay Puri – Walker Smith Capital**

That's my first question and I just have one more.

**Tod Nielsen**

Okay, sure. Rich started in July with us. He has done a good job of getting up to speed. He has been out all of the regions, met with our folks. We are working on kind of our refined 2009 go-to-market model. He has flattened the organization such that now he is rolling up his sleeves. Last week, he did a review of our entire Q4 pipeline and in detail walking through all of our significant opportunities. And so he is doing a great job of getting his hands around the operation is and what we need to do. We are in the process now of working on our 2009 plans and we'll be having our rolling (inaudible) our field organization around the world at the beginning of next year. As far as where the geographies are, we are continuing to perform in the key areas we've been focusing on with respect to Germany and the UK and within the US. And then, Asia-Pac continues to be solid. And then finally, our inside sales group is continuing to do a tremendous job. They are delivering our value and doing what we need them to do.

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