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Syniverse Holdings Inc. Q3 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions) Your first question comes from Scott Sutherland – Wedbush Morgan Securities.

Scott Sutherland – Wedbush Morgan Securities

On this in-sourcing trend, at least with Sprint and Alltel, this has been a nice part of the business, so what do you see, this as being a trend or kind of a one-op incident here? And why don't they do with other services like the voice side and other things that have even more scale, why do they continue to out-source that?

Tony G. Holcombe

I do think we believe this is a one-op issue. There is significant traffic between Sprint and Alltel because of the nature of their business model. So we do believe fundamentally it is a one-op.

If you look at the broad base of the services we have, how we do it, our concept of one to many, and the value proposition we offer the customers, we don't see this as a trend. We think it's a fairly unique event.

Although substantively it is substantial for us, it is still in our belief a one-op issue and certainly not something we would see on a global basis.

Scott Sutherland – Wedbush Morgan Securities

You mentioned the number portability in India. I think they are going live or they want to go live in May. I'm not sure if they have changed that date. What do you think Syniverse's opportunity is there and what other countries are you seeing opportunities right now?

Tony G. Holcombe

Relative to the date, we're still waiting to receive the RFPs so I would be a little cautious about dates at this point. They still have yet to select a vendor and we know from our previous experience the amount of time it takes to get an operation like this up and operational.

We are competing very aggressively for the Indian market. We certainly want that business and so we are doing our level best to win. I think significantly outside of India the other opportunity we are watching very closely is China and although China I don't think is as far along as India, our

indications are China is very committed to open number portability. And obviously given the size of the subscriber market in China, we consider that a significant opportunity and would definitely significantly chase that.

Scott Sutherland – Wedbush Morgan Securities

I just wanted to recap the Alltel Sprint impact. I think you said \$6.0 million to \$8.0 million from Alltel but that would be dealt with in the overall Verizon merger. And so that gets it accelerating faster and it sounds like the Sprint impact is about \$4.0 million to \$4.5 million a quarter if it would happen in 2008, is that correct?

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