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Check Point Software Technologies Ltd. Q4 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions) Your first question comes from Robert Breza – RBC Capital Markets

Robert Breza – RBC Capital Markets

I was wondering if you could give us a little bit of color around the Nokia acquisition specifically if you could drill into what your plans around headcount, do you anticipate bringing all those people over? Then maybe talk a little bit about how you're going to structure the sales force going forward?

Gil Shwed

First we're just starting now to have the plan for the acquisition of Nokia. When we announced the deal about a month ago our focus was on closing the year. Now as we enter into January we are just now developing the plan, we haven't finalized anything. To give you a little bit of background, the Nokia Security Appliance Business has today about 450 employees and some more contractors. The combination of contractors and outsourcing we do expect the vast majority of people to join Check Point but we now are planning and seeing exactly which functions we need, what stays and what goes. That's the general plan.

We also expect to sell all the Nokia Appliance lines to keep sales up to produce all the product lines that we have either good product lines and Nokia today is a very up to date appliance line op and most of that are being sold today are relatively new mobiles that are on the latest versions in terms of processors and performance legs. The near term customers can expect full availability support for all the products, that's in the near term, also in the long term.

Moving forward what we will do between 2010 and 2011 is every time you release a new appliance model keep in mind that as you look at all the Check Point product lines it is also brand new to us, all the models that we have right now were now in 2008 they are all the latest chip set and latest technologies on them and available performance.

In the short term we expect to be in full speed ahead we are delivering all these product, as we move forward every time we will refresh or come up with a new model to complement the lineup of products, hopefully with unified products because moving forward the expectation for everyone is that we will have a single product line from Check Point.

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