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Network Equipment Technologies, Inc. Q3 2009 Earnings Call Transcript

Earnings Call Excerpt

Network Equipment Technologies, Inc. (NWK)

Q3 2009 Earnings Call

January 28, 2009 at 4:30 pm ET

Executives

Leigh Salvo - Investor Relations

Nick Keating - President and Chief Executive Officer

John McGrath - Vice President and Chief Financial Officer

Analysts

Greg Mesniaeff - Needham & Company

Presentation

Operator

Ladies and gentlemen thank you for your patient. Your conference call will begin shortly. Again, thank you for your patient and please standby.

Good day ladies and gentlemen, and welcome to the Q3 2009 Network Equipment Technologies conference call. My name is Michel, and I will be your operator for today. At this time all participants are in a listen-only mode. We will conduct a question and answer session toward the end of this conference. (Operator Instructions). As a reminder, this conference is being recorded for replay purposes.

I would now like to turn the call over to Ms. Leigh Salvo. Please proceed ma'am.

Leigh Salvo

Welcome everyone to our call this afternoon, during which we will discuss results for Network Equipment Technologies' third fiscal quarter of 2009. With me today are Nick Keating, President and CEO; and John McGrath, CFO.

In keeping with the Safe Harbor provisions of the Private Securities Litigation Reform Act, I want to remind everyone that we will be making some forward-looking statements and projections today, including those relating to future revenue, operating results and financial condition. Investors are cautioned that these statements are based on current estimates and assumptions that involve risks and uncertainties that might cause actual results to differ materially from those expressed or implied in the forward-looking statements. These risks and uncertainties include federal government budget matters and procurement decisions, the timing of orders, market acceptance for our new products, timely completion of product development initiatives, relations with and performance by third-party technology providers, new competition and technological changes, success in building new sales channels, circumstances regarding specific sales that can affect the recognition of revenue, and progression of patent litigation and other risks including those identified in the Company's filings with the SEC, including Forms 10-K and 10-Q and in other press releases and communications.

The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Additionally though an audio archive of this call will be available on the Company's website for at least 12 months, the statements made on this conference call are only made as of January 28th, 2009, and we disclaim any duty or intention to update forward-looking statements.

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