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## Avid Technology Inc. Q4 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions). And we'll take our first question from Paul Coster with JP Morgan. Please go ahead.

#### Paul Coster – JP Morgan

Yes, thank you. Ken, can you just tell us what sensitive revenues came from international versus domestic, and what the customer concentration numbers might be, if relevant?

#### Ken Sexton

Sure. Bear with me for a second. From an overall standpoint, the breakdown would be 58% international and 42% domestic, which is pretty much the same for the full year 56% versus 44% domestic for the full year.

#### Paul Coster – JP Morgan

Okay. Were there any 10% customers?

#### Ken Sexton

There were no 10% customers during the year at all.

#### Paul Coster – JP Morgan

Okay. So you're going to be reporting in this three segments moving forward, just technically how are we to expect the reporting to be going forward? Is it just products and services?

#### Gary Greenfield

The anticipation will be that we will be providing audio and video separate, but we are looking at combining Consumer Video and the Professional Video segments. And we may have some changes on how we measure profitability in those segments of which we'll have further detail, of course, for our first quarter call.

#### Ken Sexton

Yes, Paul, that's a reflection and, of course, the way we're organized and actually the way we're actually building the products with share technology, et cetera. And as you know, it was one of the transformational activities that we embarked upon towards end of the year.

**Paul Coster – JP Morgan**

That makes sense. So, clearly, it's difficult to issue any kind of guidance at the moment, but can you talk about the pipeline, the close rate, the sales cycle particularly as it relates to the professional side of the business? And are things getting tougher than we think unassumingly are?

**Ken Sexton**

What I would say, Paul, is that the pipeline is actually doing pretty well. Martin Zen, who now heads our worldwide sales organization across all of our product lines is really bringing that great form of discipline to the way we take a look at sales and the way we take at our pipeline.

I think the question isn't about the size of the pipeline, it's more about do we see the sale cycles getting longer. Now, I think that uncertainty has -- on the problematic side and certainly is to -- when is that commitment going to be made.

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