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Riverbed Technology, Inc. Q4 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you, sir. (Operator Instructions) Our first question comes from the line of Jason Ader with William Blair, please go ahead.

Jason Ader – William Blair

Thank you guys. How are you doing?

Jerry Kennelly

Hi, Jason.

Jason Ader – William Blair

So, the questions I had first for the fourth quarter do you have any 10% customers you talked about for the full year, you didn't, but I was wondering for the fourth quarter?

Jerry Kennelly

No.

Randy Gottfried

No.

Jason Ader – William Blair

Okay, and then, this is kind of a Atlas question and I want to ask one general question, but on the Atlas could you go into some more detail on what exactly you found as you went for the alpha testing that has caused to you to delay the launch and you'll go back and work on the product?

Eric Wolford

You bet Jason, this is Eric. Yeah, I agree with you. We are obviously disappointed in the delay to market, but we did learn a lot from the alpha process. We had some great results with some customers got some key validation points. But at the same time we did find some changes that they were going to be necessary. And I can't go into much detail for competitive reasons, but we did learn specifically that we could simplify our design to make our products easier to deploy, manage and

faster performing. This also will help us to get outside of our Riverbed base of customers. So, it has a positive as well.

Jason Ader – William Blair

So, am I might right infer then that it may not have to be used necessarily in conjunction with Steelhead, from that comment?

Eric Wolford

Yeah, it may or may not. That's correct.

Jason Ader – William Blair

Okay, all right. And would that cause a significant change in the R&D planning, Randy?

Randy Gottfried

No, no. I think basically that we have people devoted to storage now and again we will continue to work on projects.

Eric Wolford

Jason. There shouldn't be any change on the R&D line. For a company of our size and maturity you look at our R&D spend and I think it's what you would expect and as we look for we don't see any big changes.

Jason Ader – William Blair & Company

Okay, great. And so the last question for Jerry, I don't want to leave you out Jerry

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