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## Kforce Inc. 4Q08 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions) We'll go first to Mark Marcon with R.W. Baird.

#### Mark Marcon – Robert W. Baird & Co., Inc.

On the tech flex side, your performance is better than I would have expected given the macro backdrop. Can you talk about how it seems like you're gaining share, can you talk a little bit about what you think may be driving that? Were there any large client signings? Are you seeing certain clients that are ramping up or are there any particular pockets in terms of skill sets where there seems to be a particular level of activity?

#### William L. Sanders

Hi, Mark. This is Bill. I would say to that, no, there isn't any particular thing that stands out. As we look at it and the same as what the other companies have reported, the only thing that we can say is that we have performed very well. We're executing well. Our team has been in place for a number of years now and it is really gelling. I'm really proud of the work they've done. They've really kept after it. There's no particular client skill set or other initiatives that would suggest something different for our tech practice. We just come in and try to serve our clients every day.

#### Mark Marcon – Robert W. Baird & Co., Inc.

So you don't feel like you're getting more orders or filling orders faster than others?

#### David L. Dunkel

Mark, this is Dave. First, I think there are probably several elements. We built a culture which is based on, it's accountability-driven, and it's based on KPIs. One thing that we have done, that we talked about in the past is that we featured with the NRC, the speed in which we can move is significantly enhanced. We're able to deploy at scale to markets and service lines that frankly are, we think, competitive advantages for us in the way that we are able to service clients. I am aware of a couple of examples where in a highly competitive situation, we substantially outperformed our competition. I think to some degree that is a result of the talent and the people and the culture, and I think it is to some degree, the result of the design of the model that we've put in place. We're counting ourselves fortunate and it is really by God's grace, I guess.

#### Mark Marcon – Robert W. Baird & Co., Inc.

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