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## Equinix, Inc. Q4 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

Your first question comes from Jonathan Atkin - RBC Capital Markets.

#### Jonathan Atkin - RBC Capital Markets

You indicated a slowdown in decision-making as 4Q progressed, and I think you said that was mainly with new logos rather than existing customers, but I just wanted to clarify that. Were there any particular regions on industry verticals where you saw that or was this pretty much across the board? And anything you've seen year to date since quarter end that indicates a change in that pace?

#### Stephen M. Smith

Yes, Jonathan, as I did say in the remarks, it was with new customers. Our existing growth this quarter was actually at the top end of the range we typically give you folks, in the 50% to 80% range, so we actually have very strong existing bookings growth. The softness was in new customer logos, and quite frankly it was tied up in what I would just refer to as uncertainty with a lot of these new customers trying to make a decision. So a lot of the decisions are still in the pipeline today, so they just shifted to the next quarter, and we expect over time, once they get comfortable with their '09 budgets, that we'll start to see some of this flush in the pipeline.

#### Jonathan Atkin - RBC Capital Markets

Anything that you would do potentially in terms of changing your pricing terms that you think would have an impact on possibly reaccelerating that pace or is it simply just the decision cycle at the customer that's the bottleneck?

#### Stephen M. Smith

Yes, I think it's predominantly, Jonathan, the decision cycle. But in these kinds of times we're having conversations with many customers and, as we've said in the past, we'll provide as much flexibility as possible with our customers to do the right thing on a long-term basis. But there's no additional pressure here that we're feeling in terms of that kind of environment.

These decisions are really tied up in they want to get the budgets nailed down, they want to get their feet underneath them as they get into '09, and like I said, I think we'll see some of these decisions being made. For example, in Asia it's a lot of small decisions with new customers and we think many of those will start to show up here as we progress through the quarter.

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