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Teradata Corporation., Q4 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you (Operator Instructions) Our first question comes from John DiFucci from JP Morgan. Please go ahead.

John DiFucci - JP Morgan

Thank you. Mike, I was wondering if you could comment a little more on your comments about the Americas you said the things, it looks like things will go well this quarter but you said that mature pipeline was down going forward. I was wondering if you could provide any more commentary around that, either something quantitative or even qualitative around those comments?

Mike Koehler

John, what I was referring to is in 2008 we had deferrals and delays in, that we were experiencing from the first quarter to second quarter or the third quarter. And as a result the amount of mature opportunities in the pipeline, in other words, opportunities that we are looking to close, we closed out a significant number of them in the fourth quarter. So the overall activity in the Americas is good as we entered the first quarter. But the amount of opportunities that are mature were in the closing stages was reduced by the high number of opportunities that we closed in the fourth quarter.

John DiFucci - JP Morgan

Okay, so it sounds like in the fourth quarter, it sounded like you had a lot of opportunities that we were mature more, but was it more than normal and at this point it recognized there is a lot of uncertainty out of there for everyone, how does it look today versus what would be called I guess normal in past other than last quarter?

Mike Koehler

Historically, the seasonality of our business, you can see that in the past results the first quarter historically overall for Teradata, seasonality of the first quarter it's a lower quarter, okay. That said, the visibility or lack of that we have got at this time. We are not giving guidance for the year, the opportunity that we have and what we are focused on doing is accelerating the maturity of the opportunities that are in the pipeline. So the overall activities there, it's the acceleration of the opportunities that we have in the activity and to mature them as soon as possible.

John DiFucci - JP Morgan

Okay, thanks and a quick question for Steve, on differed revenue, you had a nice up tick in this quarter after declining in the last two quarters. And I was just wondering if you could comment on that at all is there anything we should be reading into that?

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