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CIBER Q4 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). Our first question comes from the line of George Price with Stifel Nicolaus. Please go ahead.

George Price - Stifel Nicolaus & Company Inc.

Thanks very much. Good morning, every body.

Mac Slingerlend

Hey George.

Peter Cheesbrough

Hi, George.

George Price - Stifel Nicolaus & Company Inc.

I guess Mac, I'd like to kind of save way off your last comment there about 2009 as a tale of two periods, looking basically for the first quarter to be pretty choppy. And then in improvement in the rest of the year and that's what we see when we look your guidance coming off the tough first quarter and then being lot a quarter-over-quarter ramp and a much more back and loaded expectation.

Can you take us through, what your assumptions are behind that guidance and what kind of visibility you have to those opportunities as you move through the year because, at first blush, given the environment that we're, it just was awfully optimistic to assume that the year that we're going to have this year is only going to be tough in the first couple of months, and then it's going to get much better?

Mac Slingerlend

Yeah. I understand your question. I think a reminder is to be realistic but optimistic i.e. not early part (ph). First of all, our head counts for the year are kind of net, net stable at the moment. We have had a little bit of attrition, but we've also picked up a few combinations of both Iteamic and from the Canon transaction. And at the moment, I am roughly a push, and in fact it didn't stable for the last couple of weeks.

I know you noticed that we've announced an acquisition I may say this to rest of the audience but in your backyard, of a public sector multi million dollar European implementation project that has just kicked off and we're very pleased to be doing that.

We have another similar year project that we're kicking off kind of towards the Northwest a few parts of the Northwest to view that is helpful. Much as new vehicles if you will much came in Federal the three new IDIQ vehicles are helpful. I've looked at their pipeline and backlog. The fact which we ended last year was about 35% in backlog and this year it was about 75% in backlog is helpful to how they're going to spend it.

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