Wipro Limited., F4Q08 (Qtr End 03/31/08) Earnings Call Transcript

Question-and-Answer Session

Operator

Very well. (Operator Instructions) And our first question is from Mark Marostica of Piper Jaffray. Please go ahead.

Mark Zutowich - Piper Jaffray

Thank you. It's actually Mark Zutowich for Marostica. I was hoping you could remind us again what your visibility typically has been on a quarter-over-quarter basis as well as over the next 12 months and then comment on what it looks like today?

Girish Paranjpe

Hi, this is Girish here. We do not give guidance on a full year basis, so I can only give you qualitative comments, rather than give any numbers. Our current visibility really based on the pipeline that we see the type of conversation we are having with clients and the number of client visits we are having to our facilities in India and abroad.

So based on what we have seen today the sense that we have is that while some fixtures continue to have impacted. And many of those sectors are tech and financial services. In many of the other sectors that is fairly degree of kind of business as usual which is kind of getting back and we see that in the deal pipeline the conversation that we have with clients and the client visits.

So based on that our sense is that we should see some kind of normalization taking place post-summer and this is based on the assumption that there will be no external kind of impact of any other issue that may crop up. And even in tech and in financial services our view is that while we can not say that all the pain is the gone we are seeing that lot of the pain is behind us and hopefully over the next maybe one quarter maximum two quarters we should see most of it kind of going away.

Mark Zutowich - Piper Jaffray

Okay, I guess what I was trying to get a sense of is sort of how if any of the backlog has been building over the last couple of quarters or shrinking for that matter. So I am just trying to get a sense if you look at your overall business pipeline over the next 12 months, how does, how much visibility do you have on that. I mean if you can quantify just in percentage terms. And then also if you could I think you had mentioned on a any call some stabilization on the consulting side. Just curious how you look at sales cycles and looking at the why being I guess that we have seen on sales cycles and sort of compare that to stability you are seeing on sales, on the consulting side. Which is sort of a better indicator of future stability?