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Sybase Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you. (Operator Instructions). And our first question will go to a Terry Tillman with Raymond James.

John Chen

Hey Terry.

Jeff Ross

Good morning Terry.

Terry Tillman - Raymond James

Good morning guys. Nice job on the quarter.

Jeff Ross

Thank you, Terry.

John Chen

Thanks.

Terry Tillman - Raymond James

John, discuss the IQ product, one thing that kind of always worries me is that it's a strong product from what I can tell but not enough people know about it, I might be wrong on that but that's just kind of a thought. So could you may be help us and may be on this call you could even go and just make mention names. Why is it, when you see an opportunity with IQ is there common threat in terms of winning deals, is it some sort of percent and savings on hardware or less services required. Can you give us -- and again may be you don't have to give names of the companies but some things that are may be stood out from your travels when you went on IQ what really drives it?

John Chen

Okay. So, IQ is best to manage very large amount of data. It's -- the way that the architecture design as I said its column-based is to go through a large set of data and to able to pick out certain attributes. It's been very -- we see extremely well in anywhere from let's say analyzing a trend like IRS users those are lot in sipping through tax returns and to American Express users for fraud detections for

cards, to healthcare HMOs like Blue Care card users for that same thing to building's analysis for telecoms.

So it's really you look at this massive amount of data and looking for certain trends and this design for that and is also designed to hook up many different types of datasets altogether. I know of one major insurance company uses it to analyze up scale capability of insurance policy.

So, each certain sort of person -- they think they would turn to agent that they've bolt in and they move to far order and chances are they are retiring and apply and so therefore they have certain type of needs maybe for certain type of products. So that's what IQ is good at.

Now recently, there is so much compliance reporting requirements by the government, that's also being the kind of the major driver of our IQ growth especially on Wall Street and banks. So, then a question is, okay so that's the kind of the functionality, what is it good at doing versus the other OIGP products out there.

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