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Data Domain, Inc. Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions) Your first question comes from the line of David Bailey with Goldman Sachs.

David Bailey- Goldman Sachs

I was wondering if you could talk a little bit about linearity in the quarter and what you have seen so far in the month of April.

Michael P. Scarpelli

Well, with regards to linearity as it mentioned it was probably one of our most active, back end loaded quarters ever. So in the last two weeks in particular were the majority of our March booking and we continue to see bookings flow through into April and we're very pleased with what we have seen so far.

David Bailey- Goldman Sachs

Okay, and then one thing is I mean, EMC was pretty clear this morning that it initiated several pricing programs, what have you seen so far in that area?

Frank Sloatman

David, this is Frank, and we were used to EMC thing. We were aggressive on price. I don't think we have noticed anything different in this quarter so far on the last quarter. I mean that is not always the mode and can't hold up without [17.45]. I hope that we will see noticeable differences from the level then.

David Bailey- Goldman Sachs

Okay. Thank you.

Operator

The next question comes from the line of Katie Huberty with Morgan Stanley.

Katie Huberty - Morgan Stanley

Just a quick follow up on the comment around April. Are you actually seeing the first couple of weeks this quarter improved from March or was late March a higher base and you're just seeing the normal, typical pattern that you would see early in the second quarter.

Frank Sloomman

Kay, this is Frank. In April, we saw the firm starts in second half of March and that really continued on to April, some of that is due because of [18.40] some of those business that did not make it into March into April but we're now getting to May April end of this state [18.49] so we'll try to have approximately got this stronger than the period that started in January towards April. April is like a whole lot better.

Katie Huberty - Morgan Stanley

Okay, and are you seeing any customers either come back and try to renegotiate maintenance contracts or any different behavior on new deals whether taking, either fewer years or spending more time trying to negotiate price on that front?

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