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Riverbed Technology Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). Our first question comes from the line of Troy Jensen with Piper Jaffray.

Troy Jensen - Piper Jaffray

Congrats on the nice quarter John.

Jerry Kennelly

Thanks Troy.

Troy Jensen - Piper Jaffray

Hey Jerry may be a quickly just to you mentioned on this HP Ecosystem. I know HP has historically been a legacy reseller OEM partner it may not have pander like you thought but what's different today then the prior relationship with the HP?

Jerry Kennelly

Sure. So, HP has so from the last 18 months we've been selling with HP through their services group or just service systems integration group. A lot in Europe, some in Asia and to lesser extent in the U.S. HP is now is a giant and they have a new division that is kind of box of light have probably called ProCurve which has networking offering primarily a switching offering that's very competitive to the competition out there.

And they have a funding initiative to sort of take under big guys who really use the HP brand name. Their technology and their cost advantage to take down market share in the networking world. They want to offer the customers reflection of best and breed features beyond their own products and so they put together a consortium of best to breed companies and they've chose the Riverbed to be the WAN optimization seller in that product.

So, it's one of the channel that HP that is new for us it'll be new this year and we hope to take some expansion with it. We will continue sell through the HP channels particularly EES which has been just a tremendous systems integrated a channel for us and attack the market on several fronts with HP as our partner.

Troy Jensen - Piper Jaffray

And then on the Mazu acquisition can you just give us an update on how you think the integration is going and maybe what other risks are there or any stumbles with the integrated WAN technology?

Jerry Kennelly

You actually you see it's gone fairly smoothly; it's a great exercise for us. We're benefited by the profile of the product, the characteristics of the employees and the culture of the company Mazu was very close to Riverbed's own profile. It's also easier when a 900% company is integrated in a 60% company.

So the product synergy with our sales reps here attraction to the customer base seems very strong. We actually introduced the acquisition the week for our sales kick-off meeting here in San Francisco in January it was held all about. So, actually we feel pretty good about it; it's just everyone has the same issue in 2009 which is driving sales of particularly of newer products in a tough economy. But right now I feel good about the whole deal.

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