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Unisys Corporation (UIS) Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you, (Operator instructions). Your first question is coming from Jason Kupferberg - UBS.

Jason Kupferberg – UBS

I wanted to ask a question about the top line efforts and I can certainly appreciate how the approach to cost and the execution there is differing from the some of the Company's past efforts but we can talk a little bit about the part of the turn around program that is more top line oriented and it seems like the whole notion of tightening the strategic focus in narrowing the focus on a smaller number of service lines and use more offshore labor something that Unisys has talked about for quite a while and wanted to get a sense of what aspects of that strategy might be different this time around that might make you guys feel like there is a better chance of success in that regard despite the macro environment.

Ed Coleman

Thank you very much, Jason. I think it comes down to what we are calling out as the four fold key growth opportunities for us as we defined them around data center transformation, security, end-user outsourcing and application modernization. What is going on inside the Company is allocating more of our resources and focusing resources across the Company on those four areas. While we are organized by business units from technology to integration, to outsourcing in our federal unit, what we are doing is pooling together representatives from all of those business units around these four initiatives and building a strong platform of capability and offerings that we believe will be differentiated in the marketplace across all four of those.

I cannot speak really to the history of the Company in the sense of what has been done in the past but I can tell you that I am really gratified to see how strongly the geographies and the business units were all rallying around these four opportunity areas.

We have also taken each one of our business unit leaders and assigned them one of these four to be the lead person to drive this. Data center transformation which Marcello who runs the technology business has the lead on that but he is working with representatives from all the business units.

Anthony Doye has the lead from our outsourcing business for end-user outsourcing. Dominick Cavuoto has the lead for application modernization from our GI business and Ted Davies has the lead for security but these are truly cross business unit teams doing some exciting work. You are beginning to see some of it announced with our converged remote infrastructure management

offering that was announced a couple of months ago. We got some very interesting work going on in cloud particularly in secure cloud. Application modernization, we think, is a real opportunity for us particularly within our clear path install-base and on the security side we continue to make real stride for physical and logical security come together, not only in the business world but also in key government agencies around the world.

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