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Vignette Corporation Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator: (Operator Instructions). Your first question comes from Mark Schappel from The Benchmark Company.

Mark Schappel – The Benchmark Company

Hi, good evening this is Mark Schappel and first question goes to Pat. I was wondering if you could just run us through real quick the impact of the foreign currency on roughly this quarter?

Thomas Patrick Kelly

Sure Mark. If we look at the year-over-year impact of foreign currency in and try to understand sort of line by line, what impact FX had. On the license side, it was a pretty significant impact, in terms of the year-over-year decline in license. We can attribute about 50% of that to the significant change in the strengthening in the dollar

Maintenance the vast majority still of the year-over-year decline in maintenance, we can attribute to strengthening dollar. And then in professional services, actually was not impacted very significantly, you'll see I'm sure in the numbers that we have a significant drop off year-over-year in professional services. Most of that really driven in North America and being driven more by the economy and sort of soft license sales in North America. But in terms of maintenance and license, FX had a much more significant impact.

Mark Schappel – The Benchmark Company

So, according to my calculations there are about 1,400 or about \$1.4 million of the license fall off would have been of actually, something on that order?

Thomas Patrick Kelly

Yeah.

Mark Schappel – The Benchmark Company

Okay. All right. Good thank you and on international revenue, we will see international revenue mix, as a percentage of total sales?

Thomas Patrick Kelly

40%.

Mark Schappel – The Benchmark Company

40% North America?

Thomas Patrick Kelly

No 40% international.

Mark Schappel – The Benchmark Company

Okay, thank you. And Mike in your prepared comments, you mentioned that EMEA was a bright spot and I was just wondering if you're gaining meaningfully different first quarter than in prior quarters?

Thomas Patrick Kelly

I think the EMEA was a bright spot and I think part of it is many of the go-to-market changes, particularly around the sales force got an early jump in EMEA, so they got new leadership there. They've got some better adherence to some of the main initiatives, so that are running start going into Q1 and that plus a couple of large transactions really helped move things for EMEA. So I don't think its anything huge Mark, in terms of the state of that market versus the State of the market in North America particularly. I think we just executed better in Q1 in EMEA.

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