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The Ultimate Software Group, Inc. Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator instructions) We'll go first to Richard Baldry with Canaccord Adams.

Richard Baldry – Canaccord Adams

Thanks. Just hoping you could talk a little qualitatively maybe about, as you're not going to give the booking's number, so qualitatively about the portals, where you see your team has now, it's early in the year about tough. What do you think that's at or above or below your expectations? Maybe talk a little about the hiring and the number of quarter sales reps? I'm not sure if you can disclose this but a sort of discussion on the Google sales cycle, how competitive that was? What do you think your strengths where that got you over to the win on that? Thanks.

Scott Scherr

Well, on the sales side we're a 100% staffed in both, enterprise and workplace. We had a good first quarter and I have no reason to believe we're not going to achieve all our goals for the year as this is evidenced by (inaudible) change our annual guidance. I think Google was a takeaway from our number one competitor. And probably, it might have been a six months sales cycle I guess, but not 100% sure. They came down here, a lot of us went out there but obviously we're excited about getting it, they are a great customer. We have a great relationship as they let us use their name today. Did I answer the question?

Richard Baldry – Canaccord Adams

Yes. I think at the end of last quarter you said, there is about a million employees live on in resourcing, I wonder if can update that number?

Scott Scherr

The million was such a big mark for us. I don't know what the exact number is today Rich but obviously more than that.

Richard Baldry – Canaccord Adams

Alright, thanks.

Scott Scherr

Thank you.

Operator

And we'll go next to Michael Nemeroff with Wedbush.

Michael Nemeroff – Wedbush

Hey guys, thanks for taking my question. Did you achieve the 30% ARR growth in the quarter that you guided to last quarter?

Scott Scherr

I'm not talking about specific sales numbers, I could just tell you that the sales team is on track for the year and that's where we're going to.

Michael Nemeroff – Wedbush

So that the yesterday's dig, we're on track?

Scott Scherr

Whole team was on track for the year.

Michael Nemeroff – Wedbush

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