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## Openwave Systems, Inc. F3Q09 (Qtr End 03/31/09) Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator instructions) I would like to take a question from Matthew Hoffman with Cowen and Company.

#### Matthew Hoffman – Cowen and Company

Yes hi, hope you can hear me alright I am on one the related cell network.

#### Ken Denman

We can hear you fine, Matt.

#### Matthew Hoffman – Cowen and Company

Good. Ken we talk about the settlement and a bit down to stretch. And he didn't close much business maybe as you would have hoped in March. Can you talk about actually what's happened in April the small deals and continuing the capacity buys is that a commentary on April too or has that the condition of the market changed from March to April? Thanks.

#### Ken Denman

It wasn't intended to be as much as a comment on April was it to indicate that I don't think we are kidding ourselves in terms of the task that we had closed deals in the end of the quarter. I think we had minus 5 what we didn't have great calibration on the changed environment probably didn't give enough credit to the fact that approval it's harder the get and the processes have changed. And it wasn't a matter of so much of folks sitting on their hands as much as even internally. Even our customers didn't sort of understand their own internal processes in the new way to get things done.

We had people that looked from behind and gave us all the right signals in terms of their expectations that we would close the deal within the certain timeframe. And much to our (inaudible) it didn't get done, so this is one of those cases. I think in the business we only used to people talking about deals slipping quarter in and quarter out and then its 10,000 the next quarter the proof of the putting is we end up trying to close those same deals in the subsequent quarter. What we were trying to point out that we saw deals that fell over have actually closed and so that's really the punch of line. I don't think that April effect I wouldn't say it's long-term up tick in the general environment. It's just deals that we had positioned but they didn't fall in the quarter. We kept pushing. We got them done and that's really more of a statement about what should we have in last quarter.

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