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## Art Technology Group Inc. Q1 2009 Earnings Call Transcript

### Earnings Call Excerpt

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Art Technology Group Inc. (ARTG)

Q1 2009 Earnings Call

April 30, 2009; 10:00 am ET

#### **Executives**

Bob Burke - President & Chief Executive Officer

Julie Bradley - Chief Finance Officer

Kim Maxwell - Investor Relations

#### **Analysts**

Shyam Patil - Raymond James

Michael Huang - ThinkPanmure

Jeff Van Rhee - Craig-Hallum

Nathan Schneiderman - Roth Capital Partners

Brad Mook - MKM Partners

Mark Capell - Unidentified Company

Mike Latimore - Northland Securities

Derrick Wood - Pacific Growth Equities

#### **Presentation**

#### **Operator**

Welcome everyone to the Art Technology Q1 2009 earnings conference call. (Operator Instructions)

Ms. Kim Maxwell, you may begin your conference.

**Kim Maxwell**

Great, thank you. Good morning, everyone and thank you for joining ATG's investors conference call to discuss our first quarter 2009 financial results. Speaking today will be Bob Burke, ATG's President and CEO; and Julie Bradley, ATG's Chief Financial Officer.

This call will discuss information about ATG's future expectations, plans and prospects that constitute forward-looking statements for purposes of the Safe Harbor provision under the Private Securities Litigation Reform Act of 1995.

Actual results may differ materially from those indicated by these forward-looking statements, as a result of various important factors, including those discussed in our annual and quarterly reports on file with the Securities and Exchange Commission.

Our SEC filings can be accessed free of charge from the investor section of our website at [www.atg.com](http://www.atg.com). In addition, any forward-looking statements represent our views only as of today, April 30, 2009. These statements should not be relied upon as representing our views as of any subsequent date.

While we may elect to update our forward-looking statements at some point in the future, we specifically disclaim any obligation to do so. During this call, we will refer to non-GAAP financial measures, a reconciliation of non-GAAP financial measures to the most directly comparable GAAP measure is available in our financial results press release, which was issued this morning. A copy of this release can be accessed in the investor section of our website.

Now, let me turn the call over to Bob.

**Bob Burke**

Thanks, Kim and good morning, everyone. Thanks for joining us. I'm going to start off today's call with a recap of our Q1 results and highlights from the quarter. Then I'll hand the call over to Julie for the financial discussion and outlook.

ATG had a solid first quarter, with revenue increasing 15% and product license bookings growing 8% year-over-year. This performance is indicative of the continued investment in eCommerce by our customers and prospects, in spite of a difficult economy. I'll talk a little more about what we are seeing in the market before handing the call over to Julie, but first I'd like to share some details about a few of our first quarter wins.

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