

The logo for Seeking Alpha, with the text 'Seeking Alpha' in white and a gold Greek letter alpha symbol to the right, all on a dark red background.

Epicor Software Corporation Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you, sir. (Operator Instructions) Your first question comes from Steven Koenig - Keybanc Capital Markets.

Steven Koenig - Keybanc Capital Markets

I'm wondering if you could comment a little bit on maybe two things. One is what you saw happening towards the end of the quarter, you know, with respect to improvements relative to January and February, what kinds of deals? Any sort of metrics on large deals would be interesting as well. And secondly, just to clear the table here, I'd also be very interested in finding out about Epicor 9 as you started to see some traction with that. What kinds of verticals were you filling into? Where are you seeing the initial traction both from a vertical and geographical perspective?

L. George Klaus

Okay, Steve, so first of all, you know, I think, you know, we installed a new President in the U.S. in January and I think a lot of wait and see attitude was taking place during the January, February timeframe and there started, while there's still not total clarity, there started to become a little more clarity as to what, you know, his economic policy was going to be. And with that I think our customers started to feel a little more comfortable in spending.

But it's not unusual to see business back end loaded in the first quarter anyway as, you know, we have our sales teams in many kickoff meetings during the beginning of the year, we have our consulting organization in many kickoff meetings, and especially this case where we were doing a lot of training for all the people on our new Epicor 9 product. So that might have accounted for some of the March strength. It's really hard for me to put my finger on the fact that it was a turnaround in the economy.

As far as Epicor 9, we are continuing to sell it into our existing strengths, certainly manufacturing. Epicor 9 product brings a lot stronger distribution product capabilities and we did see some additional wins in the distribution side of our business that we would probably not have seen with our older product. So that in addition to the new countries we were able to open up. I think I mentioned six of those in my chat, and that's because we now have global financials on the Epicor 9 products. So with the ability to have global financials around the world on the Epicor 9 product and with the added distribution capability, and then with the improved manufacturing product I think is where you saw most of the Epicor 9 sales coming from.

Copyright © 2009 CBS Interactive, Inc. All Rights Reserved.