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Open Text F3Q09 (Qtr. End 3/31/09) Earnings Call Transcript

Question-and-Answer Session

Operator

Thank you. Ladies and gentlemen, we will now conduct the question-and-answer session. (Operator Instructions). Your first question comes from Scott Penner with TD Newcrest. Please go ahead.

Scott Penner - TD Newcrest

Thanks. John, just on the Captaris deal, I know it's one of the second quarter. But do you have any achievements of note on the cross selling side?

John Shackleton

Actually, we're seeing some particularly in utilities in government, we're seeing with the Captaris OCR and our interface to SAP products, we're seeing some significant deals in those two areas.

Scott Penner - TD Newcrest

Okay. And on the, I know as you said you are comfortable with the first call earnings guidance, and obviously last quarter you said you're comfortable with both top and bottom line.

John Shackleton

Right.

Scott Penner - TD Newcrest

Was that, by design that you're no longer?

John Shackleton

It's mainly the FX fluctuations, but it's hard to calculate what they are going to be.

Scott Penner - TD Newcrest

Okay.

John Shackleton

But as we've seen with the natural hedge that we have, we're absolutely certain will not affect the bottom line.

Scott Penner - TD Newcrest

Okay. And on the, just on the non-compliance related businesses, you mention the areas of payables. Do you have any new products coming up there?

John Shackleton

Actually, we're seeing quite a number of new products that will be coming out on what we call back office streamlining processes. So a lot of workflow integrated with both SAP and Oracle. And then on the front office, particularly around our Web 2.0, the new visible products et cetera, we're seeing a number of product solutions areas there that you'll be seeing in the near future.

Scott Penner - TD Newcrest

And then just lastly, what are you seeing as far as updates on the competitive landscape? What's going on with IBM and EMC?

John Shackleton

For the past nine months, we have seen significant winds against them. They seem to have been in some kind of disruption probably with internal organizations et cetera.

On a global level, it was interesting about two quarters ago, we saw U.S. particularly in the U.S. but North America in general where budgets were kind of being cut or were being held. We then saw a last quarter, we saw that in the UK and then this past quarter we saw in Germany. The good news is we're seeing a comeback in the U.S and we're beginning to see improvement in the UK. So that we're hoping that Germany will have a similar following within one more quarter that they should be back to spending in these areas as well. But on the competitive side what we're not seeing much competitive competition.

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