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## MSC Software Corporation Q1 2009 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator instructions) And your first question comes from the line of Kevin Liu.

#### Kevin Liu – B. Riley & Company, Inc.

I guess on the first question I was just wondering in terms of improving the customer experience, what sort of incremental expense would you expect to incur as we move throughout the year or would you expect some of the cost savings that you guys are about to realize just get pushed towards these initiatives?

#### Ash Munshi

As I said earlier, this is Ash – Kevin, thanks for asking. As I said very clearly, it is going to be cost neutral. We're going to remove cost from other parts of the organization in order to fund all of these efforts.

#### Kevin Liu – B. Riley & Company, Inc.

Okay great. And then in terms of some of the pricing actions you guys are contemplating at this moment, could you just talk a little bit about the competitive landscape in terms of where you feel your pricing stands relative to the competition and then perhaps in what areas you might need to take significant action?

#### Ash Munshi

You know I think that is a fairly complex question because it is not just pricing but it is also the licensing model that is out there. So this is a question I think that probably should defer because it is a very complex answer.

#### Kevin Liu – B. Riley & Company, Inc.

And then last quarter you highlighted or you guys highlighted a couple of different areas where you might be able to move outside of your core customer base, I think alternative energy, and specifically wind power was one area. So I was wondering what the update was there in terms of your ability to engage potential customers and whether you would expect that to have any sort of impact in the current year.

#### Ash Munshi

We have got extensive marketing efforts in sort of what I would call adjoining markets, particularly as you mentioned the wind energy market. The number of leads that we're generating continues to grow in all those markets and the customer engagement continues to increase in all those markets and in particular wind energy as you identified.

**Kevin Liu – B. Riley & Company, Inc.**

Great. Thanks a lot.

**Operator**

Thank you. Your next question comes from the line of Barbara Coffey.

**Barbara Coffey – Kaufman Bros.**

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