

Starent Networks, Corp.  
Form 10-Q  
August 08, 2008  
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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-Q**

(Mark One)

☒ X

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR  
15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the quarterly period ended June 30, 2008**

**or**

☐ O

**TRANSITION REPORT PURSUANT TO SECTION 13 OR  
15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the transition period from                      to**

**Commission File Number: 001-33511**

**STARENT NETWORKS, CORP.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**04-3527533**  
(I.R.S. Employer  
Identification No.)

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**30 International Place  
Tewksbury, MA 01876**

(Address of principal executive offices) (zip code)

**(978) 851-1100**

(Registrant's telephone number, including area code)

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. x Yes o No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer o

Accelerated filer o

Non-accelerated filer x  
(Do not check if a  
smaller reporting  
company)

Smaller reporting company o

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). o Yes x No

As of August 4, 2008, there were 69,973,251 shares of the registrant's \$0.001 par value per share common stock outstanding.

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**STARENT NETWORKS, CORP.**

**QUARTERLY REPORT ON FORM 10-Q**

**FOR THE QUARTERLY PERIOD ENDED JUNE 30, 2008**

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(unaudited and in thousands, except share and per share data)

	June 30, 2008	December 31, 2007
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 321,147	\$ 223,987
Short-term investments		9,612
Accounts receivable	39,304	56,363
Inventories	41,519	29,638
Prepaid expenses and other current assets	6,291	6,656
Total current assets	408,261	326,256
Property and equipment, net	26,620	20,452
Other assets	2,035	1,955
Restricted cash	832	716
Total assets	\$ 437,748	\$ 349,379
<b>Liabilities and stockholders' equity</b>		
Current liabilities:		
Accounts payable	\$ 9,800	\$ 7,448
Accrued expenses	7,286	6,163
Accrued payroll and related expenses	11,936	15,568
Income taxes payable	1,545	1,075
Current portion of deferred revenue	109,874	52,733
Total current liabilities	140,441	82,987
Deferred revenue, net of current portion	8,056	10,670
Refundable purchase price of restricted common stock	645	783
Commitments and contingencies (Note 7)		
Stockholders' equity:		
Preferred stock, \$0.001 par value, 5,000,000 shares authorized and no shares outstanding	70	68

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Common stock, \$0.001 par value, 250,000,000 shares authorized, 69,557,678 and 68,252,858 shares issued and outstanding at June 30, 2008 and December 31, 2007, respectively

Additional paid-in capital	359,155	348,917
Accumulated other comprehensive income		2
Accumulated deficit	(70,619)	(94,048)
Total stockholders' equity	288,606	254,939
Total liabilities and stockholders' equity	\$ 437,748	\$ 349,379

The accompanying notes are an integral part of these condensed consolidated financial statements.

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**STARENT NETWORKS, CORP.**
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

(unaudited and in thousands, except per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
Revenues:				
Product	\$ 52,160	\$ 25,121	\$ 101,047	\$ 49,573
Service	9,008	5,733	16,349	8,923
Total revenues	61,168	30,854	117,396	58,496
Cost of revenues:				
Product	9,497	6,316	18,546	10,754
Service	3,806	1,942	7,716	3,329
Total cost of revenues	13,303	8,258	26,262	14,083
Gross profit	47,865	22,596	91,134	44,413
Operating expenses:				
Research and development	12,500	7,585	24,843	17,651
Sales and marketing	16,173	8,867	35,024	15,936
General and administrative	5,931	3,398	11,087	6,242
Total operating expenses	34,604	19,850	70,954	39,829
Income from operations	13,261	2,746	20,180	4,584
Interest income	2,009	890	4,293	1,598
Foreign currency exchange gain (loss)	(148)	(91)	751	(89)
Income before income tax expense	15,122	3,545	25,224	6,093
Income tax expense	(1,346)	(164)	(1,795)	(407)
Net income	13,776	3,381	23,429	5,686
Accretion of redeemable convertible preferred stock		(1,448)		(3,445)
Income allocated to preferred stockholders		(1,108)		(1,583)
Net income applicable to common stockholders	\$ 13,776	\$ 825	\$ 23,429	\$ 658
Net income per share applicable to common stockholders (Note 3):				
Basic	\$ 0.20	\$ 0.03	\$ 0.34	\$ 0.04
Diluted	\$ 0.19	\$ 0.03	\$ 0.32	\$ 0.03
Weighted-average shares used in computing net income per common share (Note 3):				
Basic	69,379	23,919	69,105	15,864
Diluted	74,407	30,197	74,372	21,769

The accompanying notes are an integral part of these condensed consolidated financial statements.



Table of Contents**STARENT NETWORKS, CORP.****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(unaudited and in thousands)

	Six Months Ended June 30,	
	2008	2007
<b>Cash flows from operating activities:</b>		
Net income	\$ 23,429	\$ 5,686
Adjustments to reconcile net income to net cash provided by (used in) operating activities		
Depreciation and amortization expense	5,018	2,238
Share-based compensation	7,888	4,754
Foreign currency gains	(737)	(26)
Changes in operating assets and liabilities:		
Accounts receivable	17,146	(3,066)
Inventories	(11,875)	(3,385)
Prepaid expenses and other current assets	293	(878)
Other assets	(71)	(240)
Accounts payable	2,373	3,780
Accrued expenses	(2,368)	897
Income taxes payable	493	327
Deferred revenue	54,527	(22,727)
Net cash provided by (used in) operating activities	96,116	(12,640)
<b>Cash flows from investing activities:</b>		
Purchases of property and equipment	(11,215)	(8,474)
Purchases of short-term investments		(11,208)
Proceeds from maturities of short-term investments	9,610	26,580
Change in restricted cash	(130)	452
Net cash provided by (used in) investing activities	(1,735)	7,350
<b>Cash flows from financing activities:</b>		
Proceeds from public offerings, net of expenses	(87)	116,037
Proceeds from exercises of stock options	2,301	1,208
Proceeds from issuance of restricted common stock		347
Net cash provided by financing activities	2,214	117,592
Effect of exchange rate changes on cash and cash equivalents	565	88
Net increase in cash and cash equivalents	97,160	112,390
Cash and cash equivalents, beginning of period	223,987	24,010
Cash and cash equivalents, end of period	\$ 321,147	\$ 136,400



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The accompanying notes are an integral part of these condensed consolidated financial statements.

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**STARENT NETWORKS, CORP.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**1. Overview**

***Business Description***

Starent Networks, Corp. ( "Starent" or the "Company" ) was incorporated in Delaware on August 11, 2000 and is a leading provider of infrastructure hardware and software products and services that enable mobile operators to deliver multimedia services to their subscribers. The Company's products and services integrate multiple network functions and services needed for the delivery of advanced multimedia services, such as video, Internet access, voice-over-IP, e-mail, mobile TV, photo sharing and gaming.

***Basis of Presentation***

The accompanying interim condensed consolidated financial statements presented herein have been prepared by the Company, are unaudited and, in the opinion of management, include all adjustments, consisting only of normal, recurring adjustments and accruals, necessary for a fair statement of the Company's financial position at June 30, 2008, results of operations for the three and six months ended June 30, 2008 and 2007 and cash flows for the six months ended June 30, 2008 and 2007 in accordance with accounting principles generally accepted in the United States. Interim results are not necessarily indicative of results for any other interim period or a full year. The condensed consolidated balance sheet presented as of December 31, 2007 has been derived from the audited consolidated financial statements as of that date.

The condensed consolidated financial statements and notes are presented as permitted by Form 10-Q and do not contain all of the information that is included in the annual financial statements and notes of the Company. The condensed consolidated financial statements and notes presented herein should be read in conjunction with the financial statements and notes included in the Company's Annual Report on Form 10-K for the year ended December 31, 2007.

***Significant Estimates and Assumptions***

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, and disclosures of contingent assets and liabilities. Management evaluates these estimates and assumptions on an ongoing basis. Significant estimates and assumptions relied upon by management in preparing these financial statements include revenue recognition, allowances for doubtful accounts, net realizable value of inventories, expensing and capitalization of research and development costs for software, the determination of fair value of share-based

compensation and the recoverability of the Company's net deferred tax assets and related valuation allowance.

Although the Company regularly assesses these estimates, actual results could differ materially from these estimates. Changes in estimates are recorded in the period in which they become known. The Company bases its estimates on historical experience and various other assumptions that it believes to be reasonable under the circumstances. Actual results could differ from management's estimates if past experience or other assumptions do not turn out to be substantially accurate.

***Concentrations of Risk and Off-Balance-Sheet Risk***

The Company has no significant off-balance-sheet risk such as foreign exchange contracts, option contracts or other foreign hedging arrangements. Financial instruments that potentially subject the Company to concentrations of credit risk are principally cash and cash equivalents, short-term investments, accounts receivable and inventories. The Company's cash equivalents and its short-term investments are principally maintained with one commercial bank.

The Company had two customers for the three and six months ended June 30, 2008, respectively, that each accounted for more than 10% of revenues and in the aggregate accounted for 85% and 83% of revenues for each of the respective periods. The Company had three customers for the three months ended June 30, 2007 that accounted for more than 10% of revenues and in the aggregate accounted for 89% of revenues. The Company had four customers for the six months ended June 30, 2007 that accounted for more than 10% of revenues and in the aggregate accounted for 90% of revenues.

At June 30, 2008, the Company had two customers that accounted for 60% of accounts receivable. At December 31, 2007, the Company had two customers that accounted for 74% of accounts receivable.

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The Company relies on a single contract manufacturer to manufacture and assemble its products. The Company has no long-term supply arrangements with this manufacturer and accordingly no obligation exists for the manufacturer to supply products to the Company in specific quantities or within specific time frames.

In addition, certain of the components included in the Company's products are sourced from single or limited sources and lead times for some of these components may be significant. The Company has no long-term contracts to purchase these components.

## 2. Share-Based Compensation

In December 2004, the Financial Accounting Standards Board, or FASB, issued Statement of Financial Accounting Standard, or SFAS, 123 (Revised), *Share-Based Payment*, which is a revision of SFAS 123, *Accounting for Stock-Based Compensation*. SFAS 123R supersedes Accounting Principles Board, or APB, Opinion 25, *Accounting for Stock Issued to Employees* and SFAS 123 and amends SFAS 95, *Statement of Cash Flows*. Generally, the approach in SFAS 123R is similar to the approach described in SFAS 123. However, SFAS 123R requires all share-based payments to employees, including grants of employee stock options, to be recognized in the income statement based on their grant date fair value. The Company adopted SFAS 123R effective January 1, 2006 utilizing the prospective transition method, which requires the Company to apply the provisions of SFAS 123R only to new awards granted, and to awards modified, repurchased or cancelled on or after January 1, 2006.

The fair value of options granted for the three and six months ended June 30, 2008 and 2007 was estimated at the date of grant using the following assumptions:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
Risk-free interest rates	3.26%	4.76%	3.01 - 3.26%	4.61 - 4.76%
Expected dividend yield	0%	0%	0%	0%
Expected life	6.25 years	6.25 years	6.25 years	6.25 years
Expected volatility	54%	64%	54 - 56%	64 - 68%

The expected life was calculated based on the simplified method as permitted by the SEC's Staff Accounting Bulletin 110, *Share-Based Payment*. The computation of expected volatility was based on the historical volatility of comparable companies from a representative peer group selected based on industry and market capitalization. The risk-free interest rate was based on a U.S. Treasury instrument whose term is consistent with the expected life of the stock options. In addition to the assumptions above, as required under SFAS 123R, management made an estimate of expected forfeitures and is recognizing compensation costs only for those equity awards expected to vest.

The results for the periods set forth below included share-based compensation expense in the following expense categories of the condensed consolidated statements of operations (in thousands):

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	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
Share-based compensation included in:				
Cost of revenues	\$ 381	\$ 130	694	\$ 198
Total share-based compensation in cost of revenues	381	130	694	198
Research and development	1,803	1,660	3,107	2,141
Sales and marketing	1,366	644	2,293	993
General and administrative	968	847	1,794	1,422
Total share-based compensation in operating expenses	4,137	3,151	7,194	4,556
Total share-based compensation	\$ 4,518	\$ 3,281	\$ 7,888	\$ 4,754

### 3. Net Income per Share

Basic and diluted net income per share applicable to common stockholders is presented in conformity with SFAS 128, *Earnings per Share* and the related interpretation in Emerging Issues Task Force 03-06, *Participating Securities and the Two-Class Method under FASB Statement No. 128*. Basic net income per share applicable to common stockholders is computed by dividing net income applicable to common stockholders by the weighted-average number of common shares outstanding during the period, excluding the dilutive effects of common stock equivalents. Income applicable to common stockholders includes accretion of redeemable

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convertible preferred stock and earnings allocated to participating preferred stockholders. Common stock equivalents include stock options, restricted stock and, in certain circumstances, convertible securities such as the convertible preferred stock. Diluted net income per share assumes the conversion of the convertible preferred stock using the if converted method, if dilutive, and includes the dilutive effect of stock options and restricted stock under the treasury stock method. The following table presents the calculation of basic and diluted net income per share (in thousands, except per share data):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
Net income	\$ 13,776	\$ 3,381	\$ 23,429	\$ 5,686
Accretion of redeemable convertible preferred stock		(1,448)		(3,445)
Income allocated to preferred stockholders		(1,108)		(1,583)
Net income applicable to common stockholders	\$ 13,776	\$ 825	\$ 23,429	\$ 658
Weighted-average common shares outstanding basic	69,379	23,919	69,105	15,864
Dilutive effect of stock options and restricted stock	5,028	6,278	5,267	5,905
Weighted-average common shares outstanding dilutive	74,407	30,197	74,372	21,769
Net income per share:				
Basic	\$ 0.20	\$ 0.03	\$ 0.34	\$ 0.04
Diluted	\$ 0.19	\$ 0.03	\$ 0.32	\$ 0.03

The following outstanding options, restricted common stock subject to repurchase and convertible preferred stock were excluded from the computation of diluted net income per common share for the periods presented because including them would have had an anti-dilutive effect (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
Options to purchase common stock and common stock subject to repurchase	2,913	66	2,151	66
Convertible preferred stock (as converted basis)		32,121		38,171

## 4. Fair Value Measurements

On January 1, 2008, the Company adopted the provisions of SFAS 157 ( SFAS 157 ), *Fair Value Measurements*, for its financial assets and liabilities. As permitted by FASB Staff Position No. SFAS 157-2, *Effective Date of FASB Statement No. 157*, the Company elected to defer until

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January 1, 2009 the adoption of SFAS 157 for all non-financial assets and non-financial liabilities, except those that are recognized or disclosed at fair value in the financial statements on a recurring basis. The adoption of this accounting pronouncement did not have a material effect on the Company's consolidated financial statements for financial assets and liabilities and any other assets and liabilities carried at fair value. The Company is currently in the process of evaluating the impact of adopting this pronouncement for other non-financial assets or liabilities. SFAS 157 provides a framework for measuring fair value under generally accepted accounting principles in the United States and requires expanded disclosures regarding fair value measurements. SFAS 157 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. SFAS 157 also establishes a fair value hierarchy that requires an entity to maximize the use of observable inputs, where available, and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

Level 1      Quoted prices in active markets for identical assets or liabilities. At June 30, 2008, the Company's Level 1 assets and liabilities included the Company's money market funds included in cash and cash equivalents.

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- Level 2 Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. At June 30, 2008, the Company had no Level 2 assets or liabilities.
- Level 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. At June 30, 2008, the Company had no Level 3 assets or liabilities.

At June 30, 2008, the Company's financial assets and liabilities that were measured at fair value on a recurring basis included money market funds of \$291.3 million, which were level 1 financial assets. The Company did not have any non-financial assets or liabilities that were measured or disclosed at fair value on a recurring basis at June 30, 2008. As required by SFAS 157, assets and liabilities measured at fair value are classified in their entirety based on the lowest level of input that is significant to the fair value measurement. The Company's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the asset or liability.

## 5. Inventories

Inventories are stated at the lower of cost (first-in, first-out) or market (net realizable value). Inventories principally included the cost of raw materials, subassemblies, the cost of third-party contract manufacturers and cost of sales related to deferred revenue (which is included in finished goods). Inventories consisted of the following (in thousands):

	June 30, 2008	December 31, 2007
Raw materials	\$ 3,341	\$ 4,632
Work in process	7,759	5,551
Finished goods	30,419	19,455
	\$ 41,519	\$ 29,638

## 6. Income Taxes

The Company's income tax provisions for the three and six months ended June 30, 2008 and 2007 are primarily attributable to federal and state income taxes in the U.S. and taxes related to foreign jurisdictions. The federal and state tax provisions for those periods included amounts in relation to the Company's income generated in the U.S., partially reduced by the utilization of available net operating loss (NOL) carryforwards and tax credits that were recorded on its balance sheet with a full valuation allowance prior to their utilization.

As of June 30, 2008, a full valuation allowance was recorded against the Company's net deferred tax assets in the U.S. As of December 31, 2007, the Company had U.S. federal NOL carryforwards of \$27.6 million, state NOL carryforwards of \$28.0 million, U.S. federal tax credits of \$4.4 million and state research and development credits of \$0.6 million.



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The Company concluded that as of June 30, 2008 it was more likely than not that its net deferred tax assets in the U.S. would not be realized. While the Company has realized operating profits over the past three years and in the first six months of 2008, those profits of the prior years have been marginal in relation to the size of the Company's total deferred tax assets, which could increase in size based upon future stock option exercises by its employees. Management judgment is required to determine when the realization of the Company's deferred tax assets in the future is considered more likely than not. If and when the Company concludes that realization is more likely than not, it will record a reduction to its valuation allowance that will result in increases to net income and additional paid-in capital in the period such determination is made. It is reasonably possible that this determination could occur later in 2008 or early 2009.

### 7. Litigation

The Company is presently defending two patent infringement lawsuits brought against it by UTStarcom, Inc. In February 2005, UTStarcom filed a complaint against the Company in the United States District Court for the Northern District of California seeking unspecified damages and injunctive relief. The complaint alleges infringement by the Company of UTStarcom's U.S. Patent No. 6,829,473, entitled "Roaming and Hand-Off Support for Prepaid Billing for Wireless Data Networks," which the Company refers to as the '473 patent. In May 2005, the Company answered the complaint, denied the infringement allegations contained in the complaint, and filed counterclaims against UTStarcom seeking a declaratory judgment that the Company did not infringe the '473 patent and that the '473 patent was invalid and unenforceable. In July 2005, the Company filed an amended answer and counterclaims to the '473 patent complaint. In December 2006, UTStarcom filed a reissue patent application relating to the '473 patent. In January 2007, by agreement of the parties, the District Court stayed the case pending the outcome of UTStarcom's reissue application relating to the '473 patent. In June 2007, the Company filed a request for *inter partes* re-examination of all claims of the '473 patent with the

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United States Patent and Trademark Office on sixteen different grounds. In August 2007, the Patent and Trademark Office granted the Company's request for *inter partes* re-examination of all claims on all sixteen grounds. In November 2007, the Patent and Trademark Office merged the reissue and re-examination proceedings. A first office action has not yet been issued. The Company believes that it

has meritorious defenses against any resulting reissued patent, and the Company is prepared to vigorously defend the 473 patent case through trial.

In May 2007, UTStarcom filed an additional complaint against the Company and a number of its employees and former employees in the United States District Court for the Northern District of Illinois alleging violations of the Illinois trade secrets act, infringement of five patents assigned to UTStarcom, intentional interference with UTStarcom's business relations and declarations of ownership relating to one of the Company's patents and three of its patent applications. The complaint contains allegations, among others, that a number of former employees of a business unit UTStarcom acquired, who subsequently worked for the Company, took UTStarcom's trade secrets with them and improperly used those trade secrets to develop, manufacture and market the Company's 3G wireless products, and that such products incorporate various UTStarcom confidential technical information, including UTStarcom's proprietary virtual private network and EV-DO features. UTStarcom further alleges that the Company has disclosed UTStarcom's trade secrets in one of its patents and three of its patent applications, and that this patent and these patent applications legally belong to UTStarcom based on the inventors' previous work at the business unit acquired by UTStarcom. In August 2007, the Company and the current and former employee defendants filed their answers to the complaint. The Company also filed counterclaims for tortious interference with prospective economic advantage, malicious prosecution, a declaration that the patents-in-suit are invalid and not infringed, and a declaration that one of the patents-in-suit is unenforceable due to inequitable conduct. In December 2007, UTStarcom filed an amendment to the complaint, which added new claims for declaration of ownership of four more of the Company's patent applications, copyright infringement, breach of restrictive covenants against the employee and former employee defendants, and aiding and abetting the employee and former employee defendants' breaches of the duty of loyalty and the employment agreements. The amendment to the complaint also added another employee as a defendant. On January 4, 2008, the Company filed a motion to dismiss, or in the alternative for a more definite statement regarding, the trade secret, copyright, breaches of restrictive covenants, and aiding and abetting claims of the amendment to the complaint. UTStarcom filed its opposition to this motion on January 22, 2008, and the Company filed its reply on January 29, 2008. On May 20, 2008 the Court granted the Company's motion, in-part, and ordered UTStarcom to provide a more definite statement of its claims. On May 30, 2008, UTStarcom filed a Third Amended Complaint. On June 9, 2008, the Company moved to dismiss the trade secret, copyright, breaches of restrictive covenants, and aiding and abetting claims (Counts I, VI, and VIII-XV) of the Third Amended Complaint, for failure to comply with the Court's Order to provide a more definite statement of those claims. On July 23, 2008, the Court granted the Company's motion and dismissed those claims. On August 1, 2008, UTStarcom filed a Motion for Leave to Amend the Complaint to Provide a More Definite Statement and Clarification of the 7/23 Order. Following dismissal of the claims, UTStarcom's patent infringement and declaration of ownership claims remain. Discovery is proceeding. No trial date has been set. In this lawsuit, UTStarcom seeks unspecified monetary damages, punitive damages, injunctive relief, declarations of ownership relating to the specified patent and patent applications owned by the Company, findings of misappropriation of trade secrets, patent infringement and copyright infringement, costs and attorneys fees. The Company believes it has meritorious defenses to each of UTStarcom's claims in this lawsuit and it is prepared to vigorously defend the lawsuit.

In addition, the Company is subject to other legal proceedings, claims and litigation arising in the ordinary course of business. Defending lawsuits requires significant management attention and financial resources and the outcome of any litigation, including the matters described above, is inherently uncertain. The Company does not, however, currently expect that the ultimate costs to resolve pending matters will have a material adverse effect on its consolidated financial position, results of operations or cash flows.

## **8. Business Segments**

SFAS 131, *Disclosures About Segments of an Enterprise and Related Information*, establishes standards for reporting information about operating segments in annual financial statements and requires selected information of segments to be presented in financial reports issued to stockholders. Operating segments are defined as components of an enterprise about which separate financial information is available and that is

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evaluated regularly by the chief operating decision maker, or decision making group, in determining how to allocate resources and assess performance. The Company's chief operating decision maker, as defined under SFAS 131, is the chief executive officer. The Company views its operations and manages its business as one operating segment.

Revenue by geography is based on the billing address of the customer. The following tables set forth revenue and long-lived assets by geographic area (in thousands):

### Revenues

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
United States and Canada	\$ 55,707	\$ 16,317	\$ 109,642	\$ 36,936
Japan	3,999	12,828	5,139	13,524
Korea	1,111	539	2,074	6,273
Rest of world	351	1,170	541	1,763
Total	\$ 61,168	\$ 30,854	\$ 117,396	\$ 58,496

Table of Contents**Long-lived Assets**

		<b>June 30, 2008</b>		<b>December 31, 2007</b>
United States	\$	19,050	\$	15,614
India		7,216		4,676
Rest of world		354		162
Total	\$	26,620	\$	20,452

**9. Comprehensive Income**

Comprehensive income consists of the following (in thousands):

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b>2008</b>	<b>2007</b>	<b>2008</b>	<b>2007</b>
Net income	\$ 13,776	\$ 3,381	\$ 23,429	\$ 5,686
Change in unrealized loss on short-term investments	(5)	(3)	(2)	(8)
Comprehensive income	\$ 13,771	\$ 3,378	\$ 23,427	\$ 5,678

**10. Recent Accounting Pronouncements**

The Company adopted the provisions of SFAS 159, *The Fair Value Option for Financial Assets and Financial Liabilities, including an amendment of FASB Statement No. 115*, on January 1, 2008. SFAS 159 permits entities to choose, at specified election dates, to measure eligible items at fair value (the fair value option). Under this pronouncement, a business entity must report unrealized gains and losses on items for which the fair value option has been elected in earnings at each subsequent reporting period. The Company has not elected the fair value option for any items on its balance sheet.

In June 2008, the FASB issued FASB Staff Position (FSP) EITF 03-6-1, *Determining Whether Instruments Granted in Share-Based Payment Transactions Are Participating Securities*. This FSP provides that unvested share-based payment awards that contain nonforfeitable rights to dividends or dividend equivalents (whether paid or unpaid) are participating securities and shall be included in the computation of earnings per share pursuant to the two-class method. Upon adoption, a company is required to retrospectively adjust its earnings per share data (including any amounts related to interim periods, summaries of earnings and selected financial data) to conform with the provisions in this FSP. This FSP will be effective for the Company on January 1, 2009. The Company has not yet determined the impact, if any, of this FSP on its consolidated financial statements.

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In May 2008, the FASB released SFAS 162, *The Hierarchy of Generally Accepted Accounting Principles*. SFAS 162 establishes the GAAP hierarchy and identifies the sources of accounting principles and the framework for selecting principles used in the preparation of financial statements. SFAS 162 is effective 60 days following the Securities and Exchange Commission's approval of the Public Company Accounting Oversight Board amendments to AU Section 411, *The Meaning of Present Fairly in Conformity with Generally Accepted Accounting Principles*. The Company has not yet determined the impact, if any, of this statement on its consolidated financial statements.

In December 2007, the FASB released SFAS 141 (revised 2007), *Business Combinations*. This statement will significantly change the accounting for business combinations in a number of areas including the treatment of contingent consideration, contingencies, acquisition costs, in process research and development and restructuring costs. In addition, under this statement, changes in deferred tax asset valuation allowances and acquired income tax uncertainties in a business combination after the measurement period will impact income tax expense. This statement will be effective for the Company on January 1, 2009 and will change its accounting treatment for business combinations on a prospective basis.

In December 2007, the FASB released SFAS 160, *Noncontrolling Interests in Consolidated Financial Statements - an amendment of ARB No. 51*. This statement will change the accounting and reporting for minority interests, which will be recharacterized as noncontrolling interests and classified as a component of equity. This new consolidation method will significantly change the accounting for transactions with minority interest holders. This statement will be effective for the Company on January 1, 2009. The Company has not yet determined the impact, if any, of this statement on its consolidated financial statements.

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**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

**Cautionary Statement**

*This Quarterly Report on Form 10-Q, including the information incorporated by reference herein, contains, in addition to historical information, forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements are based on our current expectations, assumptions, estimates and projections regarding our business and industry, and we do not undertake an obligation to update our forward-looking statements to reflect future events or circumstances. We may, in some cases, use words such as project, believe, anticipate, plan, expect, estimate, intend, continue, should, would, could, potentially, will, may or similar words and expressions that convey uncertainty of future events or outcomes to identify these forward-looking statements. Forward-looking statements in this Quarterly Report on Form 10-Q may include statements about:*

- *our ability to attract and retain customers;*
- *our financial performance;*
- *our development activities;*
- *the advantages of our technology as compared to that of others;*
- *our ability to establish and maintain intellectual property rights;*
- *our ability to retain and hire necessary employees and appropriately staff our operations;*
- *the spending of our proceeds from public offerings of our common stock; and*
- *our cash needs.*

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*The outcome of the events described in these forward-looking statements is subject to known and unknown risks, uncertainties and other factors, including the factors set forth in Part II Item 1A Risk Factors in this Quarterly Report on Form 10-Q, that could cause actual results to differ materially from the results anticipated by these forward-looking statements. You should read these factors and the risks described in other documents that we file from time to time with the SEC in conjunction with the unaudited condensed consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q and in our Annual Report on Form 10-K for the year ended December 31, 2007.*

### Overview

Starent Networks is a leading provider of infrastructure hardware and software products and services that enable mobile operators to deliver multimedia services to their subscribers. We have created hardware and software products that provide network functions and services, including access from a wide range of radio networks to the operator's packet core network. Our products and services also provide management of subscriber sessions moving between networks and application of billing and other session policies. Our products and services provide high performance and system intelligence by combining significant computing power, memory and traffic handling capabilities with a flexible, high availability operating system and other proprietary software. Our products integrate multiple network functions and services needed for the delivery of advanced multimedia services, such as video, Internet access, voice-over-IP, e-mail, mobile TV, photo sharing and gaming.

Our products consist of both hardware and software and can be configured to meet a number of customer needs. We sell our products and services to mobile operators around the world both directly and indirectly through our relationships with original equipment manufacturers, or OEMs, system integrators and distributors.

In June 2007, we completed an initial public offering of our common stock in which we sold and issued 10,580,226 shares of our common stock at a price of \$12.00 per share. We raised a total of \$127.0 million in gross proceeds from the initial public offering, or \$116.0 million in net proceeds after deducting underwriting discounts and commissions of \$8.9 million and other offering expenses of approximately \$2.1 million. In connection with the initial public offering, all outstanding shares of our convertible preferred stock automatically converted into an aggregate of 44,287,985 shares of our common stock.

In November 2007, we completed an underwritten public offering of 8,000,000 shares of our common stock at a price to the

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public of \$24.00 per share. We received total net proceeds from the November 2007 public offering of approximately \$88.1 million, after deducting underwriting discounts and commissions and estimated offering expenses.

We maintain our corporate headquarters in Tewksbury, Massachusetts, and have sales and development offices in various locations worldwide. We conduct our research and development activities at two locations in India and two locations in the United States. As of June 30, 2008, we had 676 employees worldwide. Our revenues for the year ended December 31, 2007 were \$145.8 million, and \$61.2 million and \$117.4 million for the three and six months ended June 30, 2008, respectively. Our net income for the year ended December 31, 2007 was \$11.5 million, and \$13.8 million and \$23.4 million for the three and six months ended June 30, 2008, respectively.

***Revenues***

Our revenues consist of both product revenues and service revenues. We derive product revenues from the sale of our hardware products and the licensing of our software. Service revenues are generated from:

- maintenance and technical support associated with our software;
- hardware repair and maintenance services; and
- implementation, training and professional services.

We recognize revenue in accordance with Statement of Position, or SOP, 97-2, *Software Revenue Recognition* and SOP 98-9, *Modification of SOP 97-2, Software Revenue Recognition, With Respect to Certain Transactions*. Accordingly, revenue is recognized when persuasive evidence of an arrangement exists, delivery has occurred, the price is fixed or determinable and collection is probable.

Mobile operators can purchase our products and license our software in various configurations, depending on their requirements for capacity, features and protocols. Typically, a mobile operator purchases a small amount of equipment for testing and trial purposes and, once testing is complete, purchases the necessary products to meet their initial capacity and feature requirements. As their capacity requirements increase, operators may purchase additional hardware or license additional software. The level of our sales is significantly influenced by the extent to which mobile operators make capital investments to enhance and expand their networks to provide multimedia services. Mobile operators' capital investments will be influenced by the demand for multimedia services by their customers.

We offer our products and services through our direct sales force to mobile operators and indirectly through relationships with OEMs, system integrators and distributors. The OEMs, system integrators and distributors generally purchase our products after they have received a purchase order from their customers and do not maintain an inventory of our products in anticipation of sales to their customers.



In 2004, we entered into OEM agreements with Nortel Networks relating to the CDMA and GSM/UMTS markets. Sales to Nortel Networks, all of which were made under the CDMA agreement, accounted for more than 40% of our revenues in 2006. In December 2006, we terminated both OEM agreements. Under the terms of the CDMA agreement, Nortel Networks has a right to continue to purchase our CDMA products for delivery through December 2008. Although the termination of the CDMA agreement could disrupt our relationships with CDMA mobile operators formerly serviced by Nortel Networks, we have established and will continue to seek to establish additional direct sales relationships with some of the CDMA operators formerly serviced by Nortel Networks. In addition, in May 2008, we established a new reseller relationship with Nortel Networks. As a result, we do not believe that the termination of the Nortel Networks OEM agreements will significantly impact our revenues.

We believe our revenues will vary significantly from period-to-period as a result of the following:

- *Fluctuations in the timing of customer orders.* Mobile operators require significant lead times to incorporate changes and enhancements into their networks to ensure the various network components are interoperable. These lead times and interoperability testing requirements result in an extended sales cycle and can lead to uneven purchasing patterns. In addition, our reliance on a relatively small number of customers contributes to the variability of our revenues.

- *The timing of revenue recognition in relation to the shipment of products.* Our products contain software which is not incidental to our products. Therefore, we recognize revenue pursuant to the requirements of SOP 97-2. Those requirements often cause us to defer recognition of revenue for a significant period of time after shipment, as a consequence of certain features of our customer arrangements (such as customer acceptance provisions) as well as the requirement that we establish company-specific evidence of the fair values of our products and services.

The variability of our revenues directly impacts our operating performance in any particular period since a significant portion of

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our operating costs, such as personnel costs, depreciation expense and sales commissions, are either fixed in the short-term or may not vary proportionately with recorded revenues.

***Cost of Revenues***

Cost of revenues consists of costs of products sold and services provided. Cost of products consists primarily of payments to a third party manufacturer for purchased materials and services and internal costs, such as salaries and benefits related to personnel, provision for inventory obsolescence and related overhead. The use of an outsourced manufacturer enables us to conserve working capital, adjust to fluctuations in demand and provide for timely delivery to our customers. Cost of services consists primarily of salaries and benefits related to professional services and technical support personnel, product repair costs, depreciation and related overhead.

***Gross Profit***

Our gross profit has been, and will be, affected by many factors, including the demand for our products and services, the average selling price of our products, which in turn depends on the mix of product configurations sold, new product introductions, the region of the world in which our customers are located and the volume and costs of manufacturing our hardware products.

***Operating Expenses***

Our operating expenses consist primarily of personnel costs, including salaries, commissions, bonuses, share-based compensation and related benefits and taxes; prototype costs related to the design and development of new products and enhancement of existing products; and consulting, travel and depreciation expenses. The expenses are classified into the following categories for reporting purposes: research and development, sales and marketing and general and administrative. The following is a brief description of the key types of expenses in each of these categories:

- Research and development expense consists primarily of personnel costs, prototype costs, consulting services and depreciation. Research and development activities, including hardware and software development and quality assurance testing, primarily occur at two locations in the United States and two locations in India.
- Sales and marketing expense consists primarily of personnel costs, travel and marketing programs such as trade shows. Commissions are a significant component of our sales personnel costs and are recorded as expense when earned, which is not necessarily directly proportionate to the amount of revenues recorded.
- General and administrative expense consists primarily of personnel costs related to our executive, finance, human resource and information technology organizations, professional fees, insurance and other related overhead.

***Other Income (Expense)***

Other income (expense) primarily consists of interest income earned on cash and short-term investments. We have historically invested our cash in money market funds and other short-term, high-grade investments.

Other income (expense) also includes gains (losses) from foreign currency transactions of our foreign subsidiaries. The functional currency of our foreign operations is the U.S. dollar. Accordingly, all assets and liabilities, except certain long-term assets, of these international subsidiaries are remeasured into U.S. dollars using the exchange rates in effect at the balance sheet date. Revenues and expenses of these international subsidiaries are generally remeasured into U.S. dollars at the average rates in effect during the year.

**Application of Critical Accounting Policies and Use of Estimates**

Our financial statements are prepared in accordance with accounting principles generally accepted in the United States of America. The preparation of these financial statements and related disclosures require us to make estimates, assumptions and judgments that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. We base our estimates on historical experience and on various other assumptions that we believe to be reasonable under the circumstances. We evaluate our estimates and assumptions on an ongoing basis. Our actual results may differ significantly from these estimates under different assumptions or conditions.

We believe that of our significant accounting policies, which are described in note 2 to the consolidated financial statements included in our Annual Report on Form 10-K for the year ended December 31, 2007, the following accounting policies involve a greater degree of judgment and complexity. Accordingly, we believe these are the most critical to fully understand and evaluate our financial condition and results of operations.

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***Revenue Recognition***

Generally, our revenues are generated through fulfillment of contractual arrangements that contain multiple elements, including equipment with embedded software and services, such as installation, training, consulting and maintenance and support, or M&S. We recognize revenue in accordance with SOP 97-2 and SOP 98-9. Accordingly, revenue is recognized when persuasive evidence of an arrangement exists, delivery has occurred, the price is fixed or determinable and collection is probable. Certain of these requirements, most notably the customer acceptance terms generally included in our contracts and our need to establish fair values of our products and services based on facts specific to our operations, are critical to the timing and extent of our revenue recognition. As a result of these factors, a significant majority of our contractual arrangements result in the deferral of revenue and the time period for deferral may be significant. In addition, in certain circumstances, pricing considerations must be assessed to determine whether the price is fixed or determinable.

Product revenues consist of revenues from sales of our hardware and licensing of our software. Product sales generally include a perpetual license to our software. Product revenues are generally recognized at shipment or upon customer acceptance, if contractually required, assuming all other revenue recognition criteria are met. Substantially all of our products have been sold in conjunction with product support services, which consist of software updates and product support. Software updates provide customers with rights to unspecified software product upgrades and to maintenance releases and patches released during the term of the support period. Revenues for support services are recognized on a straight-line basis over the service contract term, which is generally 12 to 15 months.

Pursuant to SOP 97-2, revenue is allocated to deliverables based on vendor specific objective evidence of fair value, or VSOE, when VSOE exists. Generally, all revenue for an arrangement is initially deferred when VSOE does not exist for any undelivered element and is subsequently recognized ratably over the contractual M&S period when M&S is the only undelivered element. If VSOE exists for the undelivered elements, but not the delivered elements, revenue is recognized under the residual method set forth in SOP 98-9, which provides that revenue is recognized based on the difference between the total arrangement fee and the VSOE of the undelivered elements. Revenue for the undelivered elements is then recorded as those elements are delivered. When we defer revenue in an arrangement, the related product costs are also deferred, subject to their realizability, and recognized in or over the same period as the related revenue.

The determination of VSOE is highly judgmental and is a key factor in determining whether revenue may be recognized or must be deferred and the extent to which it may be recognized once the various elements of an arrangement are delivered. We assess VSOE based on previous sales of products and services, the type and size of customer, renewal rates in contracts and the geographic location of the customer. We monitor VSOE on an ongoing basis. As noted above, most of our arrangements include multiple elements, some of which are delivered in or over future periods. Therefore, a change in our assessment of, or our inability to establish, VSOE for products or services may result in significant variation in our revenues and operating results.

In arrangements where cash consideration is paid to a customer, the payments are recorded in accordance with Emerging Issues Task Force, or EITF, 01-9, *Accounting for Consideration Given by a Vendor to a Customer (Including a Reseller of the Vendor's Products)*, which generally requires the consideration be recorded as a reduction of revenues.

***Share-Based Compensation***

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Prior to January 1, 2006, we accounted for our stock-based awards to employees using the intrinsic value method prescribed in Accounting Principles Board, or APB, Opinion 25, *Accounting for Stock Issued to Employees*, and related interpretations. Under the intrinsic value method, compensation expense is measured on the date of the grant as the difference between the deemed fair value of our common stock and the exercise or purchase price multiplied by the number of stock options or restricted stock awards granted. In addition, through December 31, 2005, we accounted for share-based compensation expense for non-employees using the fair value method prescribed by Statement of Financial Accounting Standards, or SFAS, 123, *Accounting for Stock-Based Compensation*, applying the Black-Scholes option-pricing model, and recorded the fair value, for financial reporting purposes, of non-employee stock options as an expense over either the vesting term of the option or the service period.

In December 2004, the Financial Accounting Standards Board, or FASB, issued SFAS 123R, *Share-Based Payment*, which requires companies to expense the fair value of employee stock options and other forms of share-based compensation. We adopted SFAS 123R effective January 1, 2006. SFAS 123R requires nonpublic companies that used the minimum value method in SFAS 123 for either recognition or pro forma disclosures to apply SFAS 123R using the prospective-transition method. As such, we will continue to apply APB Opinion 25 in future periods to equity awards outstanding prior to the date of our adoption of SFAS 123R. In accordance with SFAS 123R, we will recognize the compensation cost of share-based awards on a graded-vesting basis over the vesting period of the award. Effective with the adoption of SFAS 123R, we elected to use the Black-Scholes option pricing model to determine the weighted average fair value of stock options granted or modified.

Since January 1, 2006, we account for equity instruments issued to nonemployees in accordance with the provisions of SFAS 123R (the requirements of which are consistent with those previously utilized under SFAS 123) and EITF Issue 96-18,

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*Accounting for Equity Instruments That Are Issued to Other Than Employees for Acquiring, or in Conjunction with Selling, Goods or Services .*

Several key assumptions are made in determining the grant date fair value of our stock options, including: the grant date market value of our common stock, the rate of volatility, the risk-free interest rate and the rate of expected forfeitures. As there was no public market for our common stock prior to our initial public offering, the determination of the fair market value of our common stock was determined by our board of directors. Due to the limited trading history of our common stock, we have determined the volatility for options granted after January 1, 2006 based on an analysis of reported data for a peer group of companies that issued options with substantially similar terms. The expected volatility of options granted has been determined using an average of the historical volatility measures of this peer group of companies. The expected life of options has been determined utilizing the simplified method as prescribed by the SEC's Staff Accounting Bulletin No. 110, *Share-Based Payment*, resulting in an expected life for the three and six months ended June 30, 2008 and 2007 of 6.25 years. The risk-free interest rate is based on a U.S. treasury instrument whose term is consistent with the expected life of the stock options. We have not paid, and do not anticipate paying, cash dividends on our shares of common stock; therefore, the expected dividend yield was assumed to be zero. In addition, SFAS 123R requires companies to utilize an estimated forfeiture rate when calculating the expense for the period. As a result, we applied an estimated forfeiture rate of 3%, based on a review of our historical forfeitures, to determine the expense recorded in our consolidated statements of operations. Significant changes in these assumptions, especially the expected life of options, forfeiture rate and volatility could have a significant impact on our results of operations.

For the three and six months ended June 30, 2008, we recorded expense of \$4.5 million and \$7.9 million in connection with share-based awards. As of June 30, 2008, we had \$24.3 million of unrecognized expense related to non-vested options that is expected to be recognized over a weighted average period of 1.6 years.

***Inventory***

We carry our inventory at the lower of historical cost or net realizable value assuming inventory items are consumed on a first-in, first-out basis. We recognize inventory losses based on obsolescence and levels in excess of forecasted demand. In these cases, inventory is written down to estimated realizable value based on historical usage and expected demand. Inherent in our estimates of market value in determining inventory valuation are estimates related to economic trends, future demand for our products and technical obsolescence of our products. If future demand or market conditions are less favorable than our projections, additional inventory write-downs could be required and would be reflected in the cost of revenues in the period the revision is made. To date, we have not been required to revise any of our assumptions or estimates used to determine our inventory valuations.

When products have been delivered, but the product revenues associated with the arrangement have been deferred as a result of not meeting the revenue recognition criteria required by SOP 97-2, we defer the related inventory costs for the delivered items.

***Income Taxes***

We are subject to income taxes in both the United States and foreign jurisdictions and we use estimates in determining our provisions for income taxes. We account for income taxes in accordance with SFAS 109, *Accounting for Income Taxes*, which is the asset and liability method for accounting and reporting for income taxes. Under SFAS 109, deferred tax assets and liabilities are recognized based on temporary differences

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between the financial reporting and income tax bases of assets and liabilities using statutory rates. We provide for income taxes during interim periods based on the estimated effective tax rate for the full fiscal year, and record a cumulative adjustment to the tax provision in an interim period in which a change in the estimated annual effective tax rate is determined.

For the three and six months ended June 30, 2008, our effective tax rates were 8.9% and 7.1%, respectively. For the three and six months ended June 30, 2007, our effective tax rates were 4.6% and 6.7%, respectively. Those effective tax rates were lower than the statutory federal income tax rate of 35% due primarily to our use of net operating loss carryforwards, or NOLs, to offset our U.S. taxable income (which reduced the valuation allowance we had previously recorded against those NOLs), partially offset by the impact of taxes owed in relation to the income generated by our foreign subsidiaries.

As of June 30, 2008, a full valuation allowance was recorded against our net deferred tax assets in the U.S. As of December 31, 2007, we had U.S. federal NOL carryforwards of \$27.6 million, state NOL carryforwards of \$28.0 million, U.S. federal tax credits of \$4.4 million, and state research and development credits of \$0.6 million. Management judgment is required to determine when the realization of our deferred tax assets in the future is considered more likely than not. While we have realized operating profits over the past three years and in the first six months of 2008, those profits of the prior years have been marginal in relation to the size of our total deferred tax assets, which could increase in size based upon future stock option exercises by our employees. Accordingly, we have not yet concluded that realization of our U.S. deferred tax assets in the future is more likely than not. For the remainder of 2008, we will continue to review our operating results to determine if it becomes more likely than not that our deferred tax assets will be realized in the future, at which time we would reduce some or all of the valuation allowance. It is reasonably possible that this

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determination could occur later in 2008 or early 2009. Any reduction in our valuation allowance in the future would result in an income tax benefit and higher stockholders' equity in the period such determination is made and could have a negative impact on our reported net income in future fiscal years as we would expect to begin recording a higher provision for income taxes. Any reduction in our valuation allowance would not impact our cash flows.

Income tax expense related to our international subsidiaries generally results from taxable income generated by the subsidiary pursuant to intercompany service agreements. We believe the compensation associated with these service agreements is reasonable in light of the level and nature of services performed by our subsidiaries. However, if a foreign tax jurisdiction or the Internal Revenue Service were to challenge these arrangements, we could be subject to additional income tax expense either in the United States or the foreign jurisdiction.

On January 1, 2007, we adopted the provisions of FASB Interpretation, or FIN, No. 48, *Accounting for Uncertainty in Income Taxes, an interpretation of SFAS 109*. The new standard defines the threshold for recognizing the benefits of tax return positions in the financial statements as more-likely-than-not to be sustained by the taxing authorities based solely on the technical merits of the position. If the recognition threshold is met, the tax benefit is measured and recognized as the largest amount of tax benefit, in our judgment, which is greater than 50% likely to be realized. We did not recognize any change in our reserves for uncertain tax positions as a result of the adoption of this standard. At the adoption date of January 1, 2007, we had approximately \$0.1 million of unrecognized tax benefits, the benefit of which, if recognized, would favorably affect the income tax rate in future periods. At June 30, 2008, we had a liability of approximately \$0.3 million related to unrecognized tax benefits.

We recognize interest and penalties related to uncertain tax positions in income tax expense. Upon our adoption of FIN 48 and at June 30, 2008, we had an immaterial amount of accrued interest and penalties associated with our uncertain tax positions.

We have accumulated significant losses from our inception in August 2000. Since the net operating losses may potentially be utilized in future years to reduce taxable income, all of our tax years remain open to examination by the major taxing jurisdictions to which we are subject.

***Research and Development Expense***

Research and development expense includes costs incurred to develop intellectual property. Research and development costs are charged to operations as incurred. The costs to develop new software and substantial enhancements to existing software are expensed as incurred until technological feasibility has been established, at which time any additional costs would be capitalized. We have determined technological feasibility is established at the time a working model of software is completed. The time period during which costs could be capitalized, from the point of reaching technological feasibility until the time of general product release, is short. Consequently, the amounts that could be capitalized are not material to our financial position or results of operations and therefore have been charged to expense as incurred.

**Results of Operations**

*Revenues*



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The following table sets forth our revenues by type and geographic location of our customers.

	Three Months Ended June 30,						Period-to-Period Change		
	2008		2007						
	Amount	% of Revenues	Amount	% of Revenues	Amount	Percentage			
(dollars in thousands)									
Revenues:									
Product	\$	52,160	85%	\$	25,121	81%	\$	27,039	108%
Service		9,008	15		5,733	19		3,275	57
Total revenues	\$	61,168	100%	\$	30,854	100%	\$	30,314	98%
Revenues by Customer Type:									
Direct	\$	55,604	91%	\$	11,111	36%	\$	44,493	400%
Indirect		5,564	9		19,743	64		(14,179)	(72)
Total revenues	\$	61,168	100%	\$	30,854	100%	\$	30,314	98%
Revenues by Geography:									
United States and Canada	\$	55,707	91%	\$	16,317	53%	\$	39,390	241%
Japan		3,999	7		12,828	42		(8,829)	(69)
Korea		1,111	2		539	2		572	106
Rest of world		351			1,170	3		(819)	(70)
Total revenues	\$	61,168	100%	\$	30,854	100%	\$	30,314	98%

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Revenues increased \$30.3 million, or 98%, in the quarter ended June 30, 2008 compared to the same quarter in 2007, primarily due to increased product revenues of \$27.0 million. Product revenues increased primarily due to product shipments in the United States and Canada for which we received customer acceptances and recognized revenue in the second quarter of 2008 versus the same period of 2007 and to a lesser extent due to the higher sales price of our ST40 platform as compared to our ST16 platform. Japan revenues decreased \$8.8 million, or 69%, in the quarter ended June 30, 2008 compared to the same quarter in 2007, primarily due to lower acceptances received in the current quarter due to the timing of product and software delivery.

The \$3.3 million increase in service revenues in the second quarter of 2008 compared to the same period in 2007 was due to an increased amount of our products installed at mobile operators, which is generally the basis of maintenance and service fees, as compared to the same period in 2007.

Indirect revenue decreased in the second quarter of 2008 compared to the second quarter of 2007 due primarily to the conversion of indirect customers formerly serviced by Nortel Networks to direct sales relationships.

	2008		Six Months Ended June 30,		2007		Period-to-Period	
	Amount	% of Revenues	Amount	% of Revenues	Amount	% of Revenues	Change	Percentage
			(dollars in thousands)					
<b>Revenues:</b>								
Product	\$ 101,047	86%	\$ 49,573	85%	\$ 51,474		104%	
Service	16,349	14	8,923	15	7,426		83	
Total revenues	\$ 117,396	100%	\$ 58,496	100%	\$ 58,900		101%	
<b>Revenues by Type:</b>								
Direct	\$ 109,322	93%	\$ 29,094	50%	\$ 80,228		276%	
Indirect	8,074	7	29,402	50	(21,328)		(73)	
Total revenues	\$ 117,396	100%	\$ 58,496	100%	\$ 58,900		101%	
<b>Revenues by Geography:</b>								
United States and Canada	\$ 109,642	93%	\$ 36,936	63%	\$ 72,706		197%	
Japan	5,139	4	13,524	23	(8,385)		(62)	
Korea	2,074	2	6,273	11	(4,199)		(67)	
Rest of world	541		1,763	3	(1,222)		(69)	
Total revenues	\$ 117,396	100%	\$ 58,496	100%	\$ 58,900		101%	

Revenues increased \$58.9 million, or 101%, in the six months ended June 30, 2008 as compared to the same period in 2007, primarily due to increased product sales to existing customers. Product revenues, which include hardware and software sales, increased \$51.5 million in the first half of 2008 as compared to the same period in 2007 due primarily to increased sales to major mobile operators in the United States and Canada. The increase in revenues was partially offset by the decrease in revenues in Korea, related primarily to the recognition of approximately \$5.5 million due to the delivery of specific software functionality during the first quarter of 2007 and decreased revenues in Japan, as discussed above.

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### *Cost of Revenues and Gross Profit*

	Three Months Ended June 30,						Period-to-Period Change
	2008	% of Related Revenues	2007	% of Related Revenues	Amount	Percentage	
	Amount		Amount		(dollars in thousands)		
<b>Cost of revenues:</b>							
Product	\$ 9,497	18%	\$ 6,316	25%	\$ 3,181	50%	
Services	3,806	42	1,942	34	1,864	96	
Total cost of revenues	\$ 13,303	22%	\$ 8,258	27%	\$ 5,045	61%	
<b>Gross Profit:</b>							
Product	\$ 42,663	82%	\$ 18,805	75%	\$ 23,858	127%	
Services	5,202	58	3,791	66	1,411	37	
Total gross profit	\$ 47,865	78%	\$ 22,596	73%	\$ 25,269	112%	

Product gross margin increased 7 percentage points to 82% in the second quarter of 2008 as compared to the same period in 2007. Both periods included higher levels of software-only transactions, resulting in gross margins higher than our historical amounts. We anticipate that our gross margins will decrease somewhat in subsequent quarters of 2008 based on the anticipated mix of products sold.

During the second quarter of 2008, the \$1.9 million increase in cost of services was primarily due to higher personnel and overhead costs associated with additional customer support and training personnel that were added since the second quarter of 2007. We anticipate cost of services will increase in future periods as we continue to expand our customer support organization geographically during the remainder of 2008.

	Six Months Ended June 30,						Period-to-Period Change
	2008	% of Related Revenues	2007	% of Related Revenues	Amount	Percentage	
	Amount		Amount		(dollars in thousands)		
<b>Cost of revenues:</b>							
Product	\$ 18,546	18%	\$ 10,754	22%	\$ 7,792	72%	
Services	7,716	47	3,329	37	4,387	132	
Total cost of revenues	\$ 26,262	22%	\$ 14,083	24%	\$ 12,179	86%	
<b>Gross Profit:</b>							
Product	\$ 82,501	82%	\$ 38,819	78%	\$ 43,682	113%	
Services	8,633	53	5,594	63	3,039	54	
Total gross profit	\$ 91,134	78%	\$ 44,413	76%	\$ 46,721	105%	

Product gross margin increased 4 percentage points as a percentage of revenue in the first six months of 2008 as compared to the same period in 2007 due primarily to a higher proportion of software revenue and to a lesser extent the higher average sales price of our ST40.

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The \$4.4 million increase in cost of services was primarily due to higher personnel costs, depreciation expense and overhead costs associated with additional customer support and training personnel that were added during 2008 and in the second half of 2007. We anticipate cost of services will increase in future periods as we continue to increase the number of customer support personnel we employ and continue to expand our customer support testing facilities.

Gross profit on services increased 54% during the first six months of 2008 as a result of the increase in our installed base though the increase was at a lower rate than the growth in service revenue due to the increased costs of services described above.

We believe our overall gross margin for the remainder of 2008 will decrease somewhat from the 78% achieved in the first half of 2008, as we expect to incur implementation costs related to installations of our solutions at new customers during the second half of 2008.

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*Operating Expenses*

	Three Months Ended June 30,						Period-to-Period Change		
	2008		2007						
	Amount	% of Revenues	Amount	% of Revenues	Amount	Percentage			
	(dollars in thousands)								
Research and development	\$	12,500	20%	\$	7,585	25%	\$	4,915	65%
Sales and marketing		16,173	26		8,867	29		7,306	82
General and administrative		5,931	10		3,398	11		2,533	75
Total operating expenses	\$	34,604	57%	\$	19,850	64%	\$	14,754	74%

	Six Months Ended June 30,				Period-to-Period Change	
	2008		2007			
	Amount	% of Revenues	Amount	% of Revenues	Amount	Percentage
	(dollars in thousands)					
Research and development						