# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): April 29, 2010 (April 29, 2010)

## ACI WORLDWIDE, INC.

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation) 0-25346 (Commission File Number) 47-0772104 (IRS Employer Identification No.)

120 Broadway, Suite 3350 New York, New York 10271 (Address of principal executive offices) (Zip Code)

Registrant's Telephone Number, Including Area Code: (646) 348-6700

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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#### Item 2.02. Results of Operation and Financial Condition.

On April 29, 2010, ACI Worldwide, Inc. ("the Company") issued a press release announcing its financial results for the three months ended March 31, 2010. A copy of this press release is attached hereto as Exhibit 99.1.

The foregoing information (including the exhibits hereto) is being furnished under "Item 2.02- Results of Operations and Financial Condition" and Item 7.01- Regulation FD Disclosure." Such information (including the exhibits hereto) shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

The filing of this report and the furnishing of this information pursuant to Items 2.02 and 7.01 do not mean that such information is material or that disclosure of such information is required.

#### Item 7.01. Regulation FD Disclosure.

See "Item 2.02- Results of Operations and Financial Condition" above.

#### Item 9.01. Financial Statements and Exhibits.

- 99.1 Press Release dated April 29, 2010
- 99.2 Investor presentation materials dated April 29, 2010

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### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ACI WORLDWIDE, INC.

/s/ Scott W. Behrens

Scott W. Behrens, Senior Vice President, Chief Financial Officer, Corporate Controller and Chief Accounting Officer

Date: April 29, 2010

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#### EXHIBIT INDEX

Exhibit No. 99.1	Description Press Release dated April 29, 2010
99.2	Investor presentation materials dated April 29, 2010



Investors contact: Tamar Gerber Vice President, Investor Relations 646.348.6706 **News Release** 

Media contact: Gretchen Lium IR Results 303.638.9185

### ACI Worldwide, Inc. Reports Financial Results for the Quarter Ended March 31, 2010

ACI Reaffirms its Annual Guidance

#### **OPERATING HIGHLIGHTS**

- Achieved monthly recurring revenues of \$63.3 million, growth of \$5.9 million over prior-year quarter, which also represents 72% of total quarterly revenues
- Sales improvement of \$20.3 million, or 33%, over prior-year quarter, led by 55% rise in EMEA sales over Q1 2009
- Operating EBITDA improvement of 17% driven by continued process improvements across the business
- Reduced GAAP EPS loss from prior-year first quarter from (\$0.12) to (\$0.06)

		Quarter Ended		
	March 31,	Better / (Worse)	Better / (Worse)	
	2010	March 31, 2009	March 31, 2009	
Revenue	\$87.7	\$(0.5)	(1)%	
GAAP Operating Loss	\$ (0.9)	1.2	57%	
Operating EBITDA	\$ 7.4	1.1	17%	

(NEW YORK — April 29, 2010) — ACI Worldwide, Inc. (NASDAQ:ACIW), a leading international provider of electronic payments software and solutions, today announced financial results for the period ended March 31, 2010. We will hold a conference call on April 29, 2010,

at 8.30 a.m. EDT to discuss this information. Interested persons may also access a real-time audio broadcast of the teleconference at <a href="https://www.aciworldwide.com/investors">www.aciworldwide.com/investors</a>.

"In Q1 2010, ACI achieved strong growth in profitability, sales and operating free cash flow as compared to the prior year. Our best practices implementation produced ongoing operating expense controls even while we experienced encouraging improvements in our recurring revenue and sales. We have also continued to invest in our ability to deliver new product to market directly and through partners and believe that the higher level of integration between our products has led to an improved ability to cross-sell new products to existing customers. Strategically, we have commenced a direct-to-market model in India in addition to hiring a new head of engineering as well as a new leader for EMEA sales," Chief Executive Officer Philip Heasley said.

#### FINANCIAL SUMMARY

#### Sales

Sales bookings in the quarter totaled \$81.1 million which was an increase of 33%, or \$20.3 million, as compared to the March 2009 quarter. The stronger quarter was driven by larger deal sizes and sales across all geographic channels, even while reflecting the typical seasonality of our business following the year-end quarter. Notable changes in the mix of sales included a rise in term extensions to \$40.3 million from \$8.5 million in the prior-year quarter as well as a rise in add-on sales of \$1.5 million to achieve \$35.1 million in the March 2010 quarter. New sales accounts and new applications both contracted; by \$4.0 million to \$5.7 million and \$8.9 million to \$0.1 million, respectively.

#### Revenues

Revenue was \$87.7 million in the quarter ended March 31, 2010, a reduction of \$0.5 million over the prior-year quarter revenue of \$88.2 million. The reduction in revenue was led by a \$1.5 million variance in license fees and a \$3.3 million reduction in implementation and services fees as compared to the prior-year quarter. However, revenue improved by \$3.5 million in maintenance and by \$0.8 million in on-demand hosting revenues. Our monthly recurring revenue of \$63.3 million in the quarter ended March 31, 2010 represented a rise of \$5.9 million over the

prior-year quarter, resulted largely from higher ratable monthly software license fee revenues and maintenance revenues in the EMEA segment.

#### **Backlog**

As of March 31, 2010, our estimated 60-month backlog was \$1.507 billion, a decrease of \$10 million as compared to \$1.517 billion at December 31, 2009. The reduction was primarily attributable to the strengthening of the US dollar which depreciated backlog denominated in other currencies. As of March 31, 2010, our 12-month backlog was \$359 million, as compared to \$355 million for the quarter ended December 31, 2009.

#### **Operating Expenses**

Operating expenses were \$88.6 million in the March 2010 quarter compared to \$90.3 million in the March 2009 quarter, an improvement of \$1.7 million or 2%. Operating expense improvement was led by a \$2.2 million decrease in professional services fees.

#### Liquidity

We had \$130.5 million in cash on hand at March 31, 2010, an increase of \$4.6 million as compared to the December 2009 quarter. As of March 31, 2010, we also had \$75.0 million in unused borrowings under our credit facility.

#### **Operating Free Cash Flow**

Operating free cash flow ("OFCF") for the quarter was \$8.2 million as compared to \$(2.6) million for the March 2009 quarter. The improvement in our operating free cash flow reflects improved accounts receivables collections across all channels.

#### **Operating Loss**

Operating loss was \$0.9 million in the March 2010 quarter, an improvement of approximately \$1.2 million as compared to an operating loss of \$2.1 million in the March 2009 quarter.

#### Other Income and Expense

Other expense for the quarter was \$0.6 million, compared to other expense of \$1.6 million in the March 2009 quarter. The decrease in other expense versus the prior-year quarter resulted primarily from a positive variance of \$0.8 million related to foreign currency exposure and \$0.3 million improvement in the fair value interest rate swap. Interest expense improved by \$0.2 million while we received approximately \$0.2 million less in interest income as compared to the prior-year quarter.

#### Taxes

Income tax expense in the quarter was \$0.6 million due to losses in tax jurisdictions for which we received no tax benefit offset by income in tax jurisdictions in which we accrued tax expense. Furthermore, as mentioned in previous quarters, the company continues to incur a fixed amortization charge of \$0.6 million per quarter related to the transfer of intellectual property outside the United States.

#### **Net Loss and Diluted Earnings Per Share**

Net loss for the quarter was \$2.1 million, compared to net loss of \$4.1 million during the same period last year.

Loss per share for the quarter ended March 2010 was \$(0.06) per diluted share compared to \$(0.12) per diluted share during the same period last year.

#### **Weighted Average Shares Outstanding**

Total weighted average shares outstanding were 33.7 million for the quarter ended March 31, 2010 as compared to 34.5 million shares outstanding for the quarter ended March 31, 2009.

#### **Re-affirmation of Guidance**

We do not presently anticipate changes to our annual guidance based upon what we are seeing in our business markets to date. Hence, guidance remains as indicated on February 25, 2010 with the calendar year guidance as follows: GAAP Revenue to achieve a range of \$418-428 million, GAAP Operating Income of \$48-50 million and Operating EBITDA of \$83-86 million. -End-

#### **About ACI Worldwide**

ACI Worldwide is a leading provider of software and services solutions to initiate, manage, secure and operate electronic payments for major banks, retailers and processors around the world. ACI Agile Payments Solution offers a vision for the future for financial institutions of an integrated solution that can meet all their payment needs — from a single service to a complete toolset. Today, ACI products deliver payment processing, online banking, fraud prevention and detection, and back-office services. ACI solutions provide agility, reliability, manageability and scale to customers around the world. Visit ACI Worldwide at www.aciworldwide.com.

#### **Non-GAAP Financial Measures**

ACI is presenting operating free cash flow, which is defined as net cash provided (used) by operating activities, excluding after tax cash payments associated with one-time employee related actions, less capital expenditures and plus or minus net proceeds from IBM. Operating free cash flow is considered a non-GAAP financial measure as defined by SEC Regulation G. We utilize this non-GAAP financial measure, and believe it is useful to investors, as an indicator of cash flow available for debt repayment and other investing activities, such as capital investments and acquisitions. We utilize operating free cash flow as a further indicator of operating performance and for planning investing activities. Operating free cash flow should be considered in addition to, rather than as a substitute for, net cash provided (used) by operating activities. A limitation of operating free cash flow is that it does not represent the total increase or decrease in the cash balance for the period. This measure also does not exclude mandatory debt service obligations and, therefore, does not represent the residual cash flow available for discretionary expenditures. We believe that operating free cash flow is useful to investors to provide disclosures of our operating results on the same basis as that used by our management. We also believe that this measure can assist investors in comparing our performance to that of other companies on a consistent basis without regard to certain items, which do not directly affect our ongoing cash flow.

Reconciliation of Operating Free Cash Flow		Quarter Ended March 31,		
(millions)	2010	2009		
Net cash provided by operating activities	\$13.6	\$ 2.8		
Net after-tax payments associated with employee related actions*	0.2	1.6		
Less capital expenditures	(3.9)	(5.3)		
Less alliance technical enablement expenditures	(1.7)	(1.7)		
Operating Free Cash Flow	\$ 8.2	\$(2.6)		

<sup>\*</sup> Net of income tax effect at 35%

ACI also includes backlog estimates which are all software license fees, maintenance fees and services specified in executed contracts, as well as revenues from assumed contract renewals to the extent that we believe recognition of the related revenue will occur within the corresponding backlog period. We have historically included assumed renewals in backlog estimates based upon automatic renewal provisions in the executed contract and our historic experience with customer renewal rates.

Backlog is considered a non-GAAP financial measure as defined by SEC Regulation G. Our 60-month backlog estimate represents expected revenues from existing customers using the following key assumptions:

- § Maintenance fees are assumed to exist for the duration of the license term for those contracts in which the committed maintenance term is less than the committed license term.
- § License and facilities management arrangements are assumed to renew at the end of their committed term at a rate consistent with our historical experiences.
- § Non-recurring license arrangements are assumed to renew as recurring revenue streams.
- § Foreign currency exchange rates are assumed to remain constant over the 60-month backlog period for those contracts stated in currencies other than the U.S. dollar.
- § Our pricing policies and practices are assumed to remain constant over the 60-month backlog period.

Estimates of future financial results are inherently unreliable. Our backlog estimates require substantial judgment and are based on a number of assumptions as described above. These

assumptions may turn out to be inaccurate or wrong, including for reasons outside of management's control. For example, our customers may attempt to renegotiate or terminate their contracts for a number of reasons, including mergers, changes in their financial condition, or general changes in economic conditions in the customer's industry or geographic location, or we may experience delays in the development or delivery of products or services specified in customer contracts which may cause the actual renewal rates and amounts to differ from historical experiences. Changes in foreign currency exchange rates may also impact the amount of revenue actually recognized in future periods. Accordingly, there can be no assurance that contracts included in backlog estimates will actually generate the specified revenues or that the actual revenues will be generated within the corresponding 60-month period.

Backlog should be considered in addition to, rather than as a substitute for, reported revenue and deferred revenue.

ACI also includes Operating EBITDA, which is defined as operating income (loss) plus depreciation and amortization and non-cash compensation. Operating EBITDA is considered a non-GAAP financial measure as defined by SEC Regulation G. Operating EBITDA should be considered in addition to, rather than as a substitute for, operating income (loss).

Operating EBITDA		March 31,		
(millions)	2010	2009		
Operating income (loss)	\$(0.9)	\$(2.1)		
Depreciation expense	1.6	1.6		
Amortization expense	4.9	4.2		
Non-cash compensation expense	1.8	2.6		
Operating EBIDTA	\$ 7.4	\$ 6.3		

The presentation of these non-GAAP financial measures should be considered in addition to our GAAP results and is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP.

Management generally compensates for limitations in the use of non-GAAP financial measures by relying on comparable GAAP financial measures and providing investors with a reconciliation of non-GAAP financial measures only in addition to and in conjunction with results presented in accordance with GAAP. We believe that these non-GAAP financial measures reflect an additional way of viewing aspects of our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business.

#### **Forward-Looking Statements**

This press release contains forward-looking statements based on current expectations that involve a number of risks and uncertainties. Generally, forward-looking statements do not relate strictly to historical or current facts and may include words or phrases such as "believes," "will," "expects," "anticipates," "intends," and words and phrases of similar impact. The forward-looking statements are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

Forward-looking statements in this press release include, but are not limited to, statements regarding: (i) expectations regarding continued process improvements across the business, our best practices implementation and ongoing operating expense controls, (ii) expectations regarding our ability to deliver new product to market directly and through partners, (iii) our belief that the higher level of integration between our products has led to an improved ability to cross-sell new products to existing customers, and (iv) expectations and assumptions relating to 2010 financial guidance, including GAAP revenue, GAAP operating income, operating EBITDA.

All of the foregoing forward-looking statements are expressly qualified by the risk factors discussed in our filings with the Securities and Exchange Commission. Such factors include, but are not limited to, risks related to the global financial crisis, restrictions and other financial covenants in our credit facility, volatility and disruption of the capital and credit markets, our restructuring efforts, the restatement of our financial statements, consolidation in the financial services industry, changes in the financial services industry, the accuracy of backlog estimates, the cyclical nature of our revenue and earnings, exposure to unknown tax liabilities, volatility in our stock price, risks from operating internationally, including fluctuations in currency exchange rates, increased competition, our offshore software development activities, the performance of our strategic product, BASE24-eps, the maturity of certain products, our strategy to migrate customers to our next generation products, ratable or deferred recognition of certain revenue associated with customer migrations and the maturity of certain of our products, demand for our products, failure to obtain renewals of customer contracts or to obtain such renewals on favorable terms, delay or cancellation of customer projects or inaccurate project completion estimates, business interruptions or failure of our information technology and communication systems, our alliance with IBM, our outsourcing agreement with IBM, the complexity of our products and services and the risk that they may contain hidden defects or be subjected to security breaches or viruses, compliance of our products with applicable governmental regulations and investments and litigation. For a detailed discussion of these risk factors, parties that are relying on the forward-looking statements should review our filings with the Securities and Exchange Commission, including our most recently filed Annual Report on Form 10-K and subsequent reports on Forms 10-Q and 8-

# ACI WORLDWIDE, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

(unaudited and in thousands except per share amounts)

	March 31, 2010		ıber 31, 109
ASSETS	 2010		<del>, 0.5</del>
Current assets			
Cash and cash equivalents	\$ 130,546	\$ 125	5,917
Billed receivables, net of allowances of \$3,076 and \$2,732, respectively	68,545	98	3,915
Accrued receivables	6,614	g	,468
Deferred income taxes	15,572	17	7,459
Recoverable income taxes	5,891		_
Prepaid expenses	11,442	12	2,079
Other current assets	13,067	10	),224
Total current assets	251,677	274	1,062
Property, plant and equipment, net	17,159		7,570
Software, net	27,773	30	),037
Goodwill	202,330		1,850
Other intangible assets, net	24,984	26	5,906
Deferred income taxes	25,794	26	5,024
Other assets	10,654	10	),594
TOTAL ASSETS	\$ 560,371	\$ 590	),043
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities			
Accounts payable	\$ 12,645	\$ 17	7,591
Accrued employee compensation	15,362	24	1,492
Deferred revenue	106,868	106	5,349
Income taxes payable	1,687	10	),681
Alliance agreement liability	5,305	10	),507
Accrued and other current liabilities	22,343	25	5,780
Total current liabilities	164,210	195	5,400
Deferred revenue	\$ 37,295	\$ 31	1,533
Note payable under credit facility	75,000	75	5,000
Alliance agreement noncurrent liability	24,327	21	1,980
Other noncurrent liabilities	29,225	30	),067
Total liabilities	330,057	353	3,980
Commitments and contingencies			
Stockholders' equity			
Preferred stock, \$0.01 par value; 5,000,000 shares authorized; no shares issued and outstanding at March 31, 2010 and December 31, 2009	\$ _	\$	_
Common stock; \$0.005 par value; 70,000,000 shares authorized; 40,821,516 shares issued at March 31, 2010 and December 31, 2009	 204	·	204
Common stock warrants	24,003	7/	1,003
Treasury stock, at cost, 6,836,673 and 6,784,932 shares outstanding at March 31, 2010 and December 31,			
2009, respectively	(158,948)		3,652)
Additional paid-in capital	307,635		7,279
Retained earnings	76,005		3,094
Accumulated other comprehensive loss	 (18,585)		1,86 <u>5</u> )
Total stockholders' equity	 230,314	236	5,063
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 560,371	\$ 590	0,043

# ACI WORLDWIDE, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited and in thousands, except per share amounts)

		Ended March 31, 2009
Revenues:		2009
Software license fees	\$ 29,317	\$ 30,820
Maintenance fees	33,422	29,926
Services	14,618	17,918
Sofware hosting revenue	10,386	9,549
Total revenues	87,743	88,213
Expenses:		
Cost of software license fees (1)	3,074	3,167
Cost of maintenance, services, and hosting fees (1)	27,892	27,222
Research and development	18,396	18,973
Selling and marketing	16,845	15,108
General and administrative	17,462	21,504
Depreciation and amortization	4,979	4,346
Total expenses	88,648	90,320
Operating income	(905)	(2,107)
Other income (expense):		
Interest income	124	301
Interest expense	(523)	(769)
Other, net	(214)	(1,120)
Total other income (expense)	(613)	(1,588)
Income before income taxes	(1,518)	(3,695)
Income tax expense	571	437
Net income (loss)	\$ (2,089)	\$ (4,132)
Earnings (loss) per share information		
Weighted average shares outstanding Basic	33.725	24 522
Diluted	33,725	34,522
Diffued	JJ,/25	34,522
Earnings (loss) per share	\$ (0.06)	\$ (0.12)
Basic	\$ (0.06)	\$ (0.12)
Diluted		

<sup>(1)</sup> The cost of software license fees excludes charges for depreciation but includes amortization of purchased and developed software for resale. The cost of maintenance, services, and hosting fees excludes charges for depreciation.

# ACI WORLDWIDE, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited and in thousands)

		For the Three Months Ended March 31,	
	2010	2009	
Cash flows from operating activities:			
Net income	\$ (2,089)	\$ (4,132)	
Adjustments to reconcile net loss to net cash flows from operating activities			
Depreciation	1,617	1,566	
Amortization	4,874	4,175	
Tax expense of intellectual property shift	549	550	
Deferred income taxes	4,589	(3,934)	
Stock-based compensation expense	1,806	2,616	
Tax benefit of stock options exercised	146	27	
Other	262	476	
Changes in operating assets and liabilities:			
Billed and accrued receivables, net	28,821	(2,621)	
Other current assets	(2,367)	(1,124)	
Other assets	(686)	(573)	
Accounts payable	(3,315)	(53)	
Accrued employee compensation	(8,920)	(4,451)	
Accrued liabilities	(4,432)	(4,151)	
Current income taxes	(14,837)	355	
Deferred revenue	8,058	14,576	
Other current and noncurrent liabilities	(498)	(453)	
Net cash flows from operating activities	13,578	2,849	
Cash flows from investing activities:			
Purchases of property and equipment	(1,179)	(930)	
Purchases of software and distribution rights	(2,763)	(4,358)	
Alliance technical enablement expenditures	(1,707)	(1,733)	
Other	` <u> </u>	50	
Net cash flows from investing activities	(5,649)	(6,971)	
Cash flows from financing activities:			
Proceeds from issuance of common stock	257	330	
Proceeds from exercises of stock options	1,356	1,362	
Excess tax benefit of stock options exercised	73	48	
Purchases of common stock	(2,998)		
Repurchase of restricted stock for tax withholdings	(255)	(345)	
Payments on debt and capital leases	(325)	(530)	
Net cash flows from financing activities	(1,892)	865	
iver cash flows from financing activities	(1,032)		
Effect of exchange rate fluctuations on cash	(1,408)	(209)	
Net increase (decrease) in cash and cash equivalents	4,629	(3,466)	
Cash and cash equivalents, beginning of period	125,917	112,966	
Cash and cash equivalents, end of period	\$130,546	\$109,500	

March 31, 2010 Quarterly Results

April 29, 2010



### Private Securities Litigation Reform Act of 1995 Safe Harbor For Forward-Looking Statements

This presentation contains forward-looking statements based on current expectations that involve a number of risks and uncertainties. The forward-looking statements are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995. A discussion of these forward-looking statements and risk factors that may affect them is set forth at the end of this presentation. The Company assumes no obligation to update any forward-looking statement in this presentation, except as required by law.



### **Trademarks**

ACI, the ACI logo, BASE24 and BASE24-eps are registered trademarks of ACI Worldwide, Inc., or one of its subsidiaries, in the United States and/or other countries. Agile Payments Solution, ACI Money Transfer System, ACI Issuer, ACI Acquirer and ACI Interchange have pending registrations or are common-law trademarks of ACI Worldwide, Inc., or one of its subsidiaries, in the United States and/or other countries. Other parties' marks referred to in this presentation, if any, are the property of their respective owners.

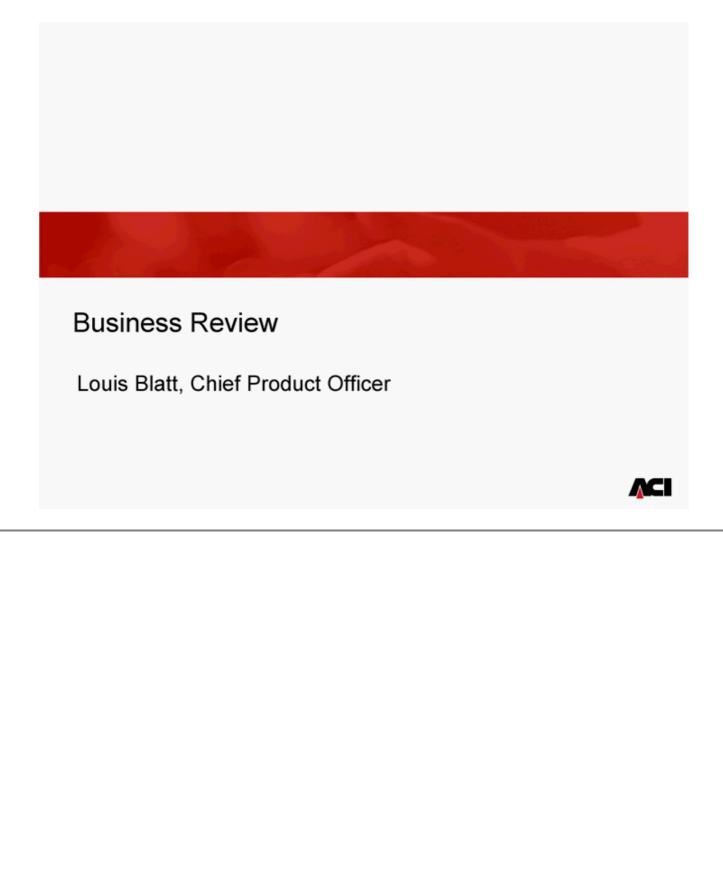
- Phil Heasley, Chief Executive Officer
- · Louis Blatt, Chief Product Officer
- · Scott Behrens, Chief Financial Officer
- Q&A: Phil Heasley, Scott Behrens, Louis Blatt, Ralph Dangelmaier and Tony Scotto





# Q1 2010 Update

- · Stronger business performance compared to prior year
- Sales of \$81.1 million, up \$20 million versus Q1-09 sales
- Strong expense management
- Stronger OFCF
- Stronger recurring revenue led by maintenance
- Strong contract size growth in our term renewals across Americas and EMEA regions
- · Tracking to full year guidance



### **Overall Market View**

- We are seeing larger deal sizes
- · Pipeline of significant deals strengthening
- · Emphasis on cross-selling and solution-selling
- Seeing movement on migrations from BASE24® to BASE24-eps® (e.g. South African bank, Networks First program, etc.)

# Strategy Update

- We are continuing to foster a single strategy and set of objectives that unifies ACI
  to focus on a single vision: to be the leading provider of a unified solution that
  initiates, manages, secures and operates payments to maximize the total
  economic impact for our customers
  - Immediate focus will be on integrating and cross-selling existing products in existing markets where we have the ability to sell, implement and maintain
  - Short-intermediate term will expand focus to existing products/markets where we have historically not had the specific implementation and services skills
  - Intermediate strategy to invest in high growth markets (e.g. secure and India)

### Geographic Sales & Revenue Highlights

- Americas Q1-10 sales of \$47.3 million, up 22% versus Q1-09
- Americas Q1-10 revenue of \$46.3 million, down 7% versus Q1-09
- EMEA channel sales of \$27.0 million, up 55% versus Q1-09
- EMEA Q1-10 revenue of \$31.9 million, up 10% versus Q1-09
- Concluded build-out of new EMEA management team
- Asia-Pacific sales of \$6.8 million, up 49% versus Q1-09
- Asia Pacific Q1-10 revenue of \$9.5 million, up slightly from last year

### **Market Drivers**

- Strong retail sales being driven by the market forces described earlier
  - Our ACI Issuer<sup>TM</sup>, ACI Acquirer<sup>TM</sup> and ACI Interchange<sup>TM</sup> products (former Essentis technologies) and BASE24-eps deliver an unprecedented level of integration to the market.
- Financial crimes continue to be a critical issue in the market
  - Strong opportunity in the market to enable banks to protect their customers' identities in enterprise fashion across the world.
- A renewed focus on our tools business equals better implementations for our customers and provides cross selling opportunity to existing customers globally

"

# Agile Payments Solution $^{\mathsf{TM}}$ Product Sales

Product Division					
	Qtr. Ended Qtr. Ended % Growth or				
<b>Product Focus</b>	Mar. 10	Mar. 09	Decline		
INITIATE	890	6,262	-86%		
MANAGE	55,198	38,334	44%		
SECURE	12,945	4,904	164%		
OPERATE	12,109	11,303	7%		
Total Sales	81,142	60,802	33%		

Sales Type					
Sales Type	Qtr. Ended Mar. 10	Qtr. Ended Mar. 09	% Growth or Decline		
New Account	5,681	9,719	-42%		
New Application	77	8,963	-99%		
Add-on Business	35,066	33,616	4%		
Term Extension	40,318	8,504	374%		
Total Sales	81,142	60,802	33%		

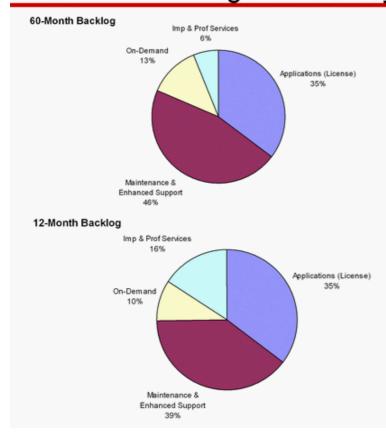


# Alliances & Partnerships

- Reviewing high growth markets and distribution strategy
- Go-direct instituted in India after 17 years operating through a distributor
- Achieved first win with our chip card technology partner, Bell ID
- Exploring new partnerships across product lines to deliver new capabilities and enhanced functionality
- Key wins with IBM in Q1 in Canada and Latin America
  - Q2 pipeline strong across product lines



# 60- Month Backlog Is Driven By Maintenance



- Implementation and professional services more significant in 12-month backlog
- Recurring revenues (maintenance, license, and hosting fees) comprise majority of 60-month backlog
- Higher margin maintenance revenue is more prevalent in the 5 year backlog metric



## Ongoing Margin Improvement Initiatives

ACI's profitability is driven by four main sources of revenue: <u>Maintenance</u>, <u>Application</u>, <u>Services</u> and <u>On Demand</u>.

### Maintenance

- Reliable and predictable revenue and cash flow stream
- Higher maintenance pricing on mature and sunset products or move to newer version

### Application

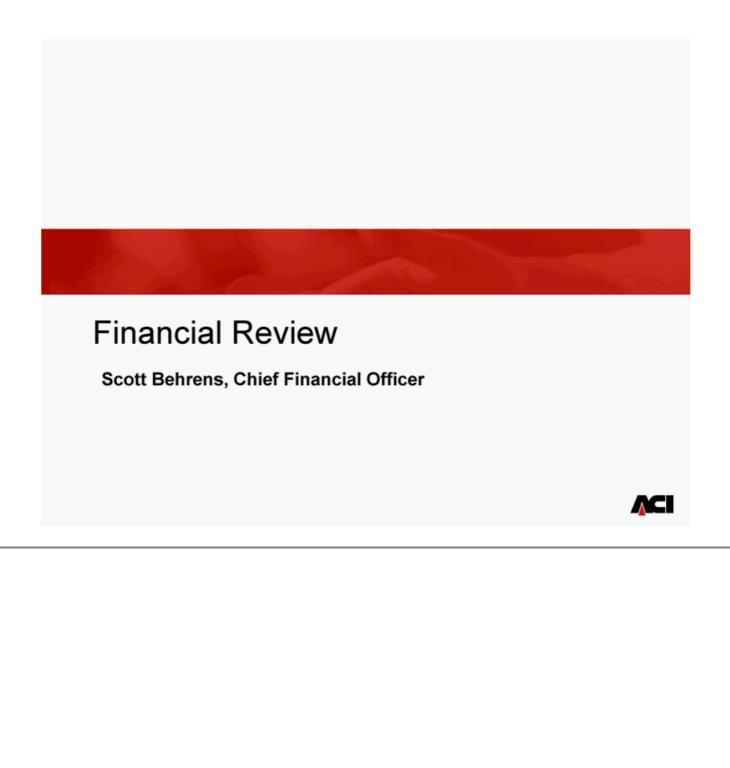
- Increase sales to new customers
- Cross-sell products to existing customers

#### Services

- Improve utilization
- Assess bill rates in all regions
- Reduce time to implement (standard implementation methodology)

### On Demand

Increase sales to new customers (increase volume)



# Key Takeaways From The Quarter

- Revenue essentially flat; achieved \$87.7 million in the current quarter versus \$88.2 million in March 2009 quarter
  - Higher maintenance, MLF and on-demand hosting revenues offset by lower initial software license fees and services revenues
  - Continuing trend of recurring revenue growth achieved a rise of ~ \$5.9 million in monthly recurring revenue over prior-year quarter led by higher monthly maintenance fees
- Sales were significantly stronger than prior-year first quarter
  - Large ratable term-extensions renewing in multiple geographies Canada,
     Mexico, Indonesia, South Africa, U.K., USA
- Operating earnings improvement of \$1.2 million over prior-year quarter

# Takeaways From The Quarter (continued)

- OFCF of \$8.2 million was positively impacted by strong cash receipts
- Operating expenses decreased \$1.7 million versus prioryear quarter primarily due to approximately \$2.2 million in lower professional fees
- FX contributed a small positive margin while interest rate swap loss contributed a \$0.2 million loss

### Backlog is Still a Significant Contributor to Current Period Revenue

	Revenue		
Revenue	Qtr. Ended Mar. 10	Qtr. Ended Mar. 09	% Growth or Decline
Revenue from Backlog	82,594	83,648	-1%
Revenue from Sales	5,149	4,566	13%
Total Revenue	87,743	88,213	-1%
Revenue from Backlog	94%	95%	
Revenue from Sales	6%	5%	

- Q1 remains heavily biased towards backlog revenue
  - Sold larger number of term extensions versus prior-year quarter recognized ratably as monthly license fee revenue as opposed to up-front initial license fee revenue



## **Enhanced Revenue Presentation**

- Software hosting revenues broken out on a separate line.
   Includes all revenues from hosting and on-demand arrangements
- Refined classification of revenues in order to provide more expanded disclosure and to better reflect the results of our on-demand business
- Prior period reclassified to conform to current presentation
- No impact to prior period total revenues or net earnings

## Re-affirmation of 2010 Guidance

Key Metrics	2009 Actuals	2010 Growth Range	2010 Low	2010 High
Revenue	\$405.8	3-5%	\$418	\$428
Operating Income	\$41.6	15-20%	\$48	\$50
Operating EBITDA	\$72.9	14-18%	\$83	\$86

#### Revenue

 Expect revenue growth even as we anticipate fewer term renewals in 2010 where revenue recognition occurs immediately

#### Operating Income

- Operating income improves from the on-going focus on profitable sales and efficient expense management
- 15%-20% growth range implies expense growth of 2%-3.25% or \$371- \$376 million

#### Operating EBITDA

- D&A increases from \$23.7 million to approximately \$26M
- 123R expected to run approximately \$8 million
- Operating EBITDA = operating income + Depreciation & Amortization + noncash compensation

# Appendix

## Q1 2010 Channel Sales Results

#### Sales (net of Term Extensions)

Sales Net of Term Extensions								
Qtr. Ended Qtr. Ended % Growth of Channel Mar. 10 Mar. 09 Decline								
Americas	21,150	31,525	-33%					
EMEA	14,766	16,898	-13%					
Asia-Pacific	4,907	3,876	27%					
Total Sales (Net of Term Ext.)	40,824	52,298	-22%					

#### **Term Extension Sales**

Term Extension Sales								
Qtr. Ended Qtr. Ended % Growth o Channel Mar. 10 Mar. 09 Decline								
Americas	26,195	7,333	257%					
EMEA	12,252	495	2374%					
Asia-Pacific	1,870	675	177%					
Term Extension Sales	40,318	8,504	374%					

#### **Total Sales**

Total Sales							
Channel	Qtr. Ended Mar. 10	Qtr. Ended Mar. 09	% Growth or Decline				
Americas	47,346	38,858	22%				
EMEA	27,019	17,393	55%				
Asia-Pacific	6,777	4,551	49%				
Total Sales	81,142	60,802	33%				



# Historic Sales By Quarter 2009-2010

			Sales Mix by Category			
Quarter-End	Total Economic Value of Sales	New Accounts	New Applications	Add-on Business inc. Capacity Upgrades & Services	Term Extentions	
3/31/2009	\$60,802	\$9,719 16%	\$8,963 15%	\$33,616 55%	\$8,504 14%	
6/30/2009	\$97,328	\$12,053 12%	\$4,897 5%	\$36,453 37%	\$43,925 45%	
9/30/2009	\$96,360	\$5,435 6%	\$5,729 6%	\$63,168 66%	\$22,028 23%	
12/31/2009	\$170,095	\$9,688 6%	\$18,360 11%	\$84,579 50%	\$57,467 34%	
3/31/2010	\$81,142	\$5,681 7%	\$77 0%	\$35,066 43%	\$40,318 50%	

	Sales	New Accounts	New Applications	Add-on Business inc. Capacity Upgrades & Services	Term Extentions
Mar. YTD 10	\$81,142	\$5,681	\$77	\$35,066	\$40,318
Mar. YTD 09	\$60,802	\$9,719	\$8,963	\$33,616	\$8,504
Variance	\$20,340	(\$4,038)	(\$8,886)	\$1,450	\$31,814

## Operating Free Cash Flow (\$ millions)

	Quarter Ended March 31,		
	2010	2009	
Net cash provided by operating activities*	\$13.6	\$2.8	
Adjustments:			
Net after-tax cash payments associated with employee-related actions	0.2	1.6	
Less capital expenditures	(3.9)	(5.3)	
Less alliance Technical enablement expenditures	(1.7)	(1.7)	
Operating Free Cash Flow	\$8.2	\$(2.6)	

\*OFCF is defined as net cash provided (used) by operating activities, excluding cash payments associated with the early termination of leases, cash payments associated with one-time employee related actions, less capital expenditures and plus or minus net proceeds from IBM. All figures estimated tax effected at 35%.



# 60-Month Backlog (\$ millions)

		Quarter Ended			
		December 31,	March 31,		
	March 31, 2010	2009	2009		
Americas	\$851	\$850	\$793		
EMEA	480	510	466		
Asia/Pacific	176	157	153		
Backlog 60-Month	\$1,507	\$1,517	\$1,412		
ACI Deferred Revenue	\$144	\$138	\$137		
ACI Other	1,363	1,379	1,275		
Backlog 60-Month	\$1,507	\$1,517	\$1,412		



# Revenues by Channel (\$ millions)

	Quarter Ended	Quarter Ended March 31,		
	2010	2009		
Revenues:				
United States	\$33.3	\$36.3		
Americas International	13.0	13.6		
Americas	\$46.3	\$49.9		
EMEA	31.9	29.0		
Asia/Pacific	9.5	9.3		
Revenues	\$87.7	\$88.2		



# Monthly Recurring Revenue (\$ millions)

	Quarter Ended	Quarter Ended March 31,		
	2010	2009		
Monthly Software License Fees	\$19.6	\$17.4		
Maintenance fees	33.4	29.9		
Processing Services	10.3	10.1		
Monthly Recurring Revenue	\$63.3			



# Deferred Revenue & Expense (\$ millions)

		Quarter Ended			
	March 31,	March 31, December 31, March 31, December			
	2010	2009	2009	2008	
Short Term Deferred Revenue	\$106.9	\$106.3	\$111.5	\$99.9	
Long Term Deferred Revenue	37.3	31.5	\$25.7	\$24.3	
Total Deferred Revenue	\$144.2	\$137.8	\$137.2	\$124.2	
Total Deferred Expense	\$12.9	\$12.1	\$12.4	\$11.3	



## Non-Cash Compensation, Acquisition Intangibles and Non-Recurring Items

	Quarter ended	March 31, 2010	Quarter ended March 31, 200	
Non-recurring items	EPS Impact*	\$ in Millions	EPS Impact*	\$ in Millions
Employee Related Non-recurring items	\$0.00	\$0.0	\$0.01	\$0.2
Non-recurring items	0.00	0.0	0.01	0.2
Amortization of acquisition-related intangibles	0.03	1.0	0.03	1.0
Amortization of acquisition-related software	0.03	1.0	0.03	0.9
Non-cash equity-based compensation	0.04	1.2	0.05	1.7
Total:	\$0.09	\$3.2	\$0.11	\$3.8
* Tax Effected at 35%				



# Other Income / Expense (\$ millions)

	Quarter Ended			
	March 31, 2010	December 31, 2009	March 31, 2009	December 31, 2008
Interest Income	\$0.1	\$0.2	\$0.3	\$0.7
Interest Expense	(\$0.5)	(\$1.1)	(0.8)	(1.5)
FX Gain / Loss	\$0.1	(\$1.2)	(0.7)	9.3
Interest Rate Swap Loss	(\$0.2)	(\$0.2)	(0.4)	(4.3)
Other	(\$0.1)	(\$0.5)	0.0	0.2
Total Other Income (Expense)	(\$0.6)	(\$2.8)	(\$1.6)	\$4.4



## Operating EBITDA

	Quarter Ended March 31, 2010	Quarter Ended March 31, 2009
Operating Income/(Loss)	(\$0.9)	(\$2.1)
Depreciation Expense	1.6	1.6
Amortization Expense	4.9	4.2
Non-Cash Compensation Expense	1.8	2.6
Operating EBITDA	\$7.4	\$6.3

 Operating EBITDA is defined as operating income/(loss) plus depreciation and amortization and non-cash compensation.



ACI is presenting operating free cash flow, which is defined as net cash provided (used) by operating activities, excluding after tax cash payments associated with one-time employee related actions, less capital expenditures and plus or minus net proceeds from IBM. Operating free cash flow is considered a non-GAAP financial measure as defined by SEC Regulation G. We utilize this non-GAAP financial measure, and believe it is useful to investors, as an indicator of cash flow available for debt repayment and other investing activities, such as capital investments and acquisitions. We utilize operating free cash flow as a further indicator of operating performance and for planning investing activities. Operating free cash flow should be considered in addition to, rather than as a substitute for, net cash provided (used) by operating activities. A limitation of operating free cash flow is that it does not represent the total increase or decrease in the cash balance for the period. This measure also does not exclude mandatory debt service obligations and, therefore, does not represent the residual cash flow available for discretionary expenditures. We believe that operating free cash flow is useful to investors to provide disclosures of our operating results on the same basis as that used by our management. We also believe that this measure can assist investors in comparing our performance to that of other companies on a consistent basis without regard to certain items, which do not directly affect our ongoing cash flow.



ACI also includes backlog estimates which are all software license fees, maintenance fees and services specified in executed contracts, as well as revenues from assumed contract renewals to the extent that we believe recognition of the related revenue will occur within the corresponding backlog period. We have historically included assumed renewals in backlog estimates based upon automatic renewal provisions in the executed contract and our historic experience with customer renewal rates.

Backlog is considered a non-GAAP financial measure as defined by SEC Regulation G. Our 60-month backlog estimate represents expected revenues from existing customers using the following key assumptions:

- Maintenance fees are assumed to exist for the duration of the license term for those contracts in which the committed maintenance term is less than the committed license term.
- License and facilities management arrangements are assumed to renew at the end of their committed term at a rate consistent with our historical experiences.
- Non-recurring license arrangements are assumed to renew as recurring revenue streams.
- Foreign currency exchange rates are assumed to remain constant over the 60month backlog period for those contracts stated in currencies other than the U.S. dollar.
- Our pricing policies and practices are assumed to remain constant over the 60month backlog period.

Estimates of future financial results are inherently unreliable. Our backlog estimates require substantial judgment and are based on a number of assumptions as described above. These assumptions may turn out to be inaccurate or wrong, including for reasons outside of management's control. For example, our customers may attempt to renegotiate or terminate their contracts for a number of reasons, including mergers, changes in their financial condition, or general changes in economic conditions in the customer's industry or geographic location, or we may experience delays in the development or delivery of products or services specified in customer contracts which may cause the actual renewal rates and amounts to differ from historical experiences. Changes in foreign currency exchange rates may also impact the amount of revenue actually recognized in future periods. Accordingly, there can be no assurance that contracts included in backlog estimates will actually generate the specified revenues or that the actual revenues will be generated within the corresponding 60-month period. Backlog should be considered in addition to, rather than as a substitute for, reported revenue and deferred revenue.

ACI also includes Operating EBITDA, which is defined as operating income (loss) plus depreciation and amortization and non-cash compensation. Operating EBITDA is considered a non-GAAP financial measure as defined by SEC Regulation G. Operating EBITDA should be considered in addition to, rather than as a substitute for, operating income (loss).

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- The presentation of these non-GAAP financial measures should be considered in addition to our GAAP results and is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP.
- Management generally compensates for limitations in the use of non-GAAP financial measures by relying on comparable GAAP financial measures and providing investors with a reconciliation of non-GAAP financial measures only in addition to and in conjunction with results presented in accordance with GAAP. We believe that these non-GAAP financial measures reflect an additional way of viewing aspects of our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business.



## Forward Looking Statements

This presentation contains forward-looking statements based on current expectations that involve a number of risks and uncertainties. Generally, forward-looking statements do not relate strictly to historical or current facts and may include words or phrases such as "believes," "will," "expects," "anticipates," "intends," and words and phrases of similar impact. The forward-looking statements are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

Forward-looking statements in this presentation include, but are not limited to, statements regarding:

- · Belief that we are tracking to full year guidance;
- Expectations regarding the overall market including our expectations and assumptions regarding the size of deals, the strengthening of the pipeline for significant deals, the emphasis on cross-selling and solution-selling and movement on migrations from BASE24 to BASE24-eps;
- Expectations regarding our strategy to be the leading provider of a unified solution that initiates, manages, secures and operates payments to maximize the total economic impact to our customers and our ability to (i) focus on integrating and cross-selling existing products in existing markets, (ii) expand our focus to existing products/markets where we have historically not had the specific implementation and service skills and (iii) invest in high growth markets;
- Expectations regarding the strength of the pipeline in the Americas, EMEA and Asia-Pacific channels for the remainder of 2010;
- Belief that market forces will drive strong retail sales and that our ACI Issuer, ACI Acquirer, ACI Interchange and BASE24-eps products deliver an unprecedented level of integration to the market;
- Expectations regarding opportunities to enable banks to protect customer identities in an enterprise fashion in response to financial crimes issues;
- Belief that a renewed focus on our tools business will result in better implementations for our customers and provide cross-selling opportunities to existing customers globally;
- Expectations regarding our distribution strategy and our ability to establish alliances and partnerships across
  product lines to deliver new capabilities and enhanced functionality;
- The company's 12- and 60-month backlog estimates and assumptions;
- Belief that the company's ongoing margin improvement initiatives will result in increased profitability and
  expectations and assumptions regarding the implementation of these initiatives across the company's four
  sources of revenue: maintenance, application, services and on demand;
- Expectations regarding a continued trended of recurring revenue growth; and
- Expectations regarding 2010 financial guidance, including GAAP revenue, GAAP operating income, operating EBITDA and assumptions regarding other factors impacting our 2010 financial guidance, including sales, expenses and expense management.



## Forward Looking Statements

All of the foregoing forward-looking statements are expressly qualified by the risk factors discussed in our filings with the Securities and Exchange Commission. Such factors include, but are not limited to, risks related to the global financial crisis, restrictions and other financial covenants in our credit facility, volatility and disruption of the capital and credit markets, our restructuring efforts, the restatement of our financial statements, consolidation in the financial services industry, changes in the financial services industry, the accuracy of backlog estimates, the cyclical nature of our revenue and earnings, exposure to unknown tax liabilities, volatility in our stock price, risks from operating internationally, including fluctuations in currency exchange rates, increased competition, our offshore software development activities, the performance of our strategic product, BASE24-eps, the maturity of certain legacy products, our strategy to migrate customers to our next generation products, ratable or deferred recognition of certain revenue associated with customer migrations and the maturity of certain of our legacy products, demand for our products, failure to obtain renewals of customer contracts or to obtain such renewals on favorable terms, delay or cancellation of customer projects or inaccurate project completion estimates, business interruptions or failure of our information technology and communication systems, our alliance with IBM, our outsourcing agreement with IBM, the complexity of our products and services and the risk that they may contain hidden defects or be subjected to security breaches or viruses, compliance of our products with applicable governmental regulations and industry standards, our compliance with privacy regulations, the protection of our intellectual property in intellectual property litigation, future acquisitions and investments and litigation. For a detailed discussion of these risk factors, parties that are relying on the forward-looking statements should review our filings with the Securities and Exchange Commission, including our most recently filed Annual Report on Form 10-K and subsequent reports on Forms 10-Q and 8-K.



