PAR TECHNOLOGY CORP Form 8-K February 14, 2013 SECURITIES AND EXCHANGE COMMISSION WASHINGTON, DC 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): February 14, 2013

PAR Technology Corporation (Exact name of registrant as specified in its charter)

Delaware 1-09720 16-1434688 (State or Other Jurisdiction of Incorporation) (Commission File Number) (IRS Employer Identification No.)

PAR Technology Park, 8383 Seneca Turnpike, New Hartford, New York 13413-4991 (Address of Principal Executive Offices) (Zip Code)

Registrant's telephone number, including area code: (315) 738-0600

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)
- o 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))

Item 2.02 Results of Operations and Financial Condition.

- (a) The information, including Exhibits attached hereto, in this Current Report is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities and Exchange Act of 1934, or otherwise subject to the liabilities of that Section. The information in this Current Report shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended, except as otherwise expressly stated in such filing.
- (b)On February 14, 2013, PAR Technology Corporation issued a press release announcing its results of operation for the quarterly period ending December 31, 2012. A copy of the press release is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

99.1 Press Release dated February 14, 2013.

## **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 thereunto duly authorized.

PAR TECHNOLOGY CORPORATION (Registrant)

Date: February 14, 2013 /s/Steven M. Malone

Steven M. Malone

Vice President, Controller and Chief Accounting Officer

# EXHIBIT INDEX

**Exhibit Number Description** 

99.1 Press Release dated February 14, 2013.

Exhibit 99.1 Press Release dated February 14, 2013.

FOR RELEASE: NEW HARTFORD, NY, February 14, 2013
CONTACT: Christopher R. Byrnes (315) 738-0600 ext. 6226
cbyrnes@partech.com, www.partech.com

PAR TECHNOLOGY CORPORATION ANNOUNCES 2012 FOURTH QUARTER

AND YEAR END RESULTS FROM CONTINUING OPERATIONS

New Hartford, NY- February 14, 2013 -- PAR Technology Corporation (NYSE: PAR) today announced results for the fourth quarter and year ended December 31, 2012. The Company reported fourth quarter revenues of \$66.4 million and a net loss from continuing operations of \$3.6 million or \$0.24 loss per share. This compares with prior year fourth quarter revenue of \$60.1 million and net income from continuing operations of \$1.8 million or \$0.12 per diluted share. On a non-GAAP basis, the Company's net income from continuing operations for the fourth quarter was \$1.2 million or \$0.08 per diluted share. These non-GAAP results exclude special charges totaling \$7.6 million during the fourth quarter primarily related to the Company's restructuring of its Hospitality product portfolio, as well as certain legal costs.

For fiscal year 2012, PAR reported total revenues from continuing operations of \$245.2 million, a 7% increase from the \$229.4 million reported for fiscal year 2011. The Company reported GAAP net loss from continuing operations of \$1.8 million or \$0.12 loss per share, compared to GAAP net loss from continuing operations of \$13.4 million or \$0.89 loss per share for fiscal year 2011. On a non-GAAP basis, excluding special charges, net income from continuing operations for the year was \$3.0 million or \$0.20 per diluted share, compared to net income from continuing operations of \$5.5 million or \$0.36 per diluted share for fiscal year 2011, also on a non-GAAP basis. A reconciliation and description of non-GAAP financial measures to their comparable GAAP financial measures are included in the tables following this news release.

"Even with a known reduction of \$18 million in volume from our largest customer, consolidated revenues grew 7% for the year 2012. This was despite the fact the revenue streams associated with our new ATRIO® software and newly released hardware platforms are in their infancy," commented Paul B. Domorski, Chairman and Chief Executive Officer of PAR Technology Corporation. "Most of the charge in the quarter was non-cash and related to the reduction in the capitalized value of certain software development costs, enabling us to redirect resources to areas that will have the greatest impact on our results."

Domorski concluded, "We continue to enhance our ATRIO, SureCheck<sup>TM</sup> and PixelPoint® software solutions and have redesigned all of our hardware product offerings. We expect these efforts will provide new opportunities in 2013 and beyond. Our Government segment exceeded expectations in 2012 and we anticipate continued growth. As a Company, we will continue to apply a disciplined approach, investing only in those areas that will differentiate our Company going forward."

Certain Company information in this release or statements made by its spokespersons from time to time may contain forward-looking statements. Any statements in this document that do not describe historical facts are forward-looking statements. Forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that all forward-looking statements involve risks and uncertainties, including without limitation, delays in new product introduction, risks in technology development and commercialization, risks in product development and market acceptance of and demand for the Company's products, risks of downturns in economic conditions generally, and in the quick service sector of the restaurant market specifically, risks of intellectual property rights associated with competition and competitive pricing pressures, risks associated with foreign sales and high customer concentration, and other risks detailed in the Company's filings with the Securities and Exchange Commission.

#### **About PAR Technology Corporation**

PAR Technology Corporation's stock is traded on the New York Stock Exchange under the symbol PAR. PAR has two operating segments:

PAR's Hospitality segment has been a leading provider of restaurant and retail technology for more than 30 years. ParTech, Inc. offers technology solutions for the full spectrum of restaurant operations, from large chain and independent table service restaurants to international quick service chains. PAR Springer-Miller Systems, Inc. offers hotel management systems that provide a complete suite of powerful tools for guest management, recreation management, and timeshare/condo management. PAR Springer-Miller Systems also provides the spa industry a leading management application that was specifically designed to support the unique needs of the resort spa and day spa markets, a rapidly growing hospitality segment. Products from PAR also can be found in retailers, cinemas, cruise lines, stadiums and food service companies.

PAR's Government segment is comprised of PAR Government Systems Corporation, which provides system ·solutions to Federal/State Government agencies, and Rome Research Corporation, which is a leading provider of communications and information technology support services to the United States Department of Defense. Visit www.partech.com for more information.

There will be a conference call at 10:00 a.m. eastern time on February 14, 2013, during which the Company's management will discuss the financial results for the fourth quarter of 2012. If you would like to participate in this conference please call 866-730-5764 approximately 10 minutes before the call is scheduled to begin and use the PAR pass code 62502630. Individual & Institutional Investors will have the opportunity to listen to the conference call/event over the Internet. Individual Investors can listen to the call by visiting PAR's website at <a href="https://www.partech.com">www.partech.com</a>, and through CCBN's individual investor center at <a href="https://www.companyboardroom.com">www.companyboardroom.com</a> or by visiting any of the investor sites in CCBN's Individual Investor Network. Institutional investors can access the call via CCBN's password-protected site, StreetEvents (<a href="https://www.streetevents.com">www.streetevents.com</a>). In case you are unable to participate in the conference call, an automatic replay will be available on the World Wide Web via <a href="https://www.companyboardroom.com">www.companyboardroom.com</a> until February 21, 2013 or dial 888-286-8010 and use the <a href="https://www.streetevents.com">Pass Code</a> number 33391322 until February 21, 2013 as well.

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# PAR TECHNOLOGY CORPORATION CONSOLIDATED BALANCE SHEETS

(in thousands, except share amounts)

	December 31,			
Assets	2012	2011		
Current assets:				
Cash and cash equivalents	\$19,475	\$7,742		
Accounts receivable-net	29,890	30,680		
Inventories-net	26,172	25,260		
Deferred income taxes	11,184	10,240		
Other current assets	3,236	3,088		
Escrow receivable	828	_		
Total current assets	90,785	77,010		
Property, plant and equipment - net	5,857	5,259		
Deferred income taxes	6,133	5,605		
Goodwill	6,852	6,852		
Intangible assets - net	11,747			
Other assets	2,391	2,147		
Assets of discontinued operations	_	3,182		
Total Assets	\$123,765			
Liabilities and Shareholders' Equity	•			
Current liabilities:				
Current portion of long-term debt	\$159	\$1,494		
Accounts payable	21,216	15,773		
Accrued salaries and benefits	6,397	7,002		
Accrued expenses	4,467	2,609		
Customer deposits	1,380	1,137		
Deferred service revenue	12,522	10,412		
Income taxes payable	547	138		
Total current liabilities	46,688	38,565		
Long-term debt	1,084	1,249		
Other long-term liabilities	3,030	2,837		
Liabilities of discontinued operations	141	925		
Total liabilities	50,943	43,576		
Commitments and contingencies				
Shareholders' Equity:				
Preferred stock, \$.02 par value, 1,000,000 shares authorized	_	_		
Common stock, \$.02 par value, 29,000,000 shares authorized;				
17,038,405 and 16,863,868 shares issued;				
15,330,718 and 15,156,584 outstanding	341	337		
Capital in excess of par value	43,661	42,990		
Retained earnings	34,758	35,073		
Accumulated other comprehensive loss	(104)			
Treasury stock, at cost, 1,707,687 and 1,707,284 shares	(5,834)			
Total shareholders' equity	72,822	72,367		
Total Liabilities and Shareholders' Equity	\$123,765	\$115,943		

# PAR TECHNOLOGY CORPORATION CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except per share amounts)

Net revenues:	For the themonths e December 2012	nded	For the year December 2012		
Product	\$27.972	\$22 121	\$00.524	900 002	
Service	\$27,872 18,031	\$22,121	\$90,524 66,144	\$90,998	
Contract	20,526	17,890 20,105	88,491	69,484 68,941	
Contract	66,429	60,116	245,159	229,423	
	00,429	00,110	243,139	229,423	
Costs of sales:					
Product	25,601	14,991	65,300	57,878	
Service	12,260	12,561	46,073	56,736	
Contract	18,690	18,535	82,841	64,347	
Contract	56,551	46,087	194,214	178,961	
Gross margin	9,878	14,029	50,945	50,462	
	9,070	14,029	30,943	30,402	
Operating expenses:	11,632	8,044	40 476	25 774	
Selling, general and administrative	3,750	•	40,476	35,774	
Research and development	•	3,369	13,697	13,797	
Impairment of goodwill and intangible assets	300	172	300	20,843	
Amortization of identifiable intangible assets	14	173	455	840	
	15,696	11,586	54,928	71,254	
Operating income (loss) from continuing operations	(5,818)	2,443	(3,983	(20,792)	
Other income, net	436	311	876	203	
Interest expense	(5)			) (211 )	
interest expense	(3)	(40 )	(0)	(211 )	
Income (loss) from continuing operations before provision for income					
taxes	(5,387)	2,706	(3,176	(20,800)	
(Provision) benefit for income taxes	1,797	(878		7,440	
Income (loss) from continuing operations	(3,590)		(1,762)		
Discontinued operations	(- ) )	,	( ) /	, ( - , ,	
Loss on discontinued operations (net of tax)	(23	(1,119)	1,447	(2,172)	
Net income (loss)	\$(3,613)			\$(15,532)	
Basic:	1 (- ) )	,	, ( )	, ( - ) )	
Income (loss) from continuing operations	(0.24)	0.12	(0.12	(0.89)	
Loss from discontinued operations	(.00)			(0.15)	
Net income (loss)	\$(0.24)	` /		\$(1.04)	
Diluted:	Ψ(0.2.)	Ψ 0.00	4(0.02	, 4(1101)	
Income (loss) from continuing operations	(0.24)	0.12	(0.12	(0.89)	
Loss from discontinued operations	(.00			(0.15)	
Net income (loss)	\$(0.24)			\$(1.04)	
Weighted average shares outstanding	Ψ(0.27)	Ψ 0.03	Ψ (0.02	, 4(1.01 )	
Basic	15,145	15,047	15,115	15,000	
Diluted	15,145	15,132	15,115	15,000	
Diuca	13,143	13,134	13,113	13,000	

PAR Technology Corporation Reconciliation of GAAP to Non-GAAP Financial Measures (in thousands, except per share data)

	For the three months ended December 31, 2012						
	Reported basis		Comparable basis (Non-GAAP)	For the three months ended Decembe 31, 2011	r		
Net revenues	\$66,429	\$ -	\$ 66,429	\$ 60,116			
Costs of sales	56,551	5,303	51,248	46,087			
Gross Margin	9,878	5,303	15,181	14,029			
Operating Expenses							
Selling, general and administrative	11,632	2,023	9,609	8,044			
Research and development	3,750	-	3,750	3,369			
Impairment of goodwill and intangible assets	300	300	-	-			
Amortization of identifiable intangible assets	14	-	14	173			
Total operating expenses	15,696	2,323	13,373	11,586			
Operating income (loss) from continuing operations	(5,818)	7,626	1,808	2,443			
Other income (expense), net	436	-	436	311			
Interest expense	(5)	-	(5	(48	)		
Income (loss) from continuing operations before provision for							
income taxes	(5,387)	7,626	2,239	2,706			
(Provision)benefit for income taxes	1,797	(2,838)	(1,041	(878	)		
Income (loss) from continuing operations	(3,590)	4,788	1,198	1,828			
Income (loss) from discontinued operations (net of tax)	(23)		(23	(1,119	)		
Net Income (loss)	\$(3,613)		\$ 1,175	\$ 709			
Income (loss) per diluted share – continuing operations	\$(0.24)		\$ 0.08	\$ 0.12			
Income (loss) per diluted share – discontinuing operations	\$(0.00)		\$ (0.00	\$ (0.07)	)		
Income (loss) per diluted share – (net income)	\$(0.24)		\$ 0.08	\$ (0.05	)		

The Company reports its financial results in accordance with GAAP, which refers financial information presented in accordance with generally accepted accounting principles in the United States. However, non-GAAP adjusted financial measures, as defined in the reconciliation table above, are provided herein because management uses such measures in evaluating the results of the continuing operations of the Company and believes this information provides investors better insight into underlying business trends and performance. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP.

During the fourth quarter, the Company recorded total charges of \$7.6 million. The most significant of the charges was \$5.6 million (of which \$5.3 million was non-cash) to reduce the net book value of an internally developed capitalized software asset in conjunction with the Company's strategic initiative to streamline its Hospitality product portfolio. In addition to this charge, the Company incurred legal costs of \$1.5 million associated with an intellectual property matter which has since been settled. The remaining charges totaling \$0.5 million are attributable to a fair value adjustment on an indefinite lived intangible asset, as well as severance accruals, and other costs related to the cancellation of certain office leases. The aforementioned charges, along with an associated adjustment to the

Company's provision for income taxes have been excluded in the Company's non-GAAP measures because they are considered non-recurring in nature and are quantitatively and qualitatively different from the Company's core operations during any particular period.

PAR Technology Corporation Reconciliation of GAAP to Non-GAAP Financial Measures (in thousands, except per share data)

	For the year ended December 31, 2012						For the year ended December 31, 2011					
	Reported basis				Comparable basis		Reported basis			Comparable basis	;	
	(GAAP)		Adjustme	nts	(Non-GAAP	<b>P</b> )	(GAAP)	Adjustmen	ts	(Non-GAAI	P)	
Net revenues	\$245,159	)	\$ -		\$ 245,159		\$229,423	\$ -	:	\$ 229,423		
Costs of sales	194,214	1	5,303		188,911		178,961	7,732		171,229		
Gross Margin	50,945		5,303		56,248		50,462	7,732		58,194		
Operating Expenses												
Selling, general and administrative	40,476		2,023		38,453		35,774	595		35,179		
Research and development	13,697		-		13,697		13,797	-		13,797		
Impairment of goodwill and												
intangible assets	300		300		-		20,843	20,843		-		
Amortization of identifiable												
intangible assets	455		-		455		840	-		840		
Total operating expenses	54,928		2,323		52,605		71,254	21,438		49,816		
Operating income (loss) from												
continuing operations	(3,983	)	7,626		3,643		(20,792)	29,170		8,378		
Other income (expense), net	876		-		876		203	253		456		
Interest expense	(69	)	-		(69	)	(211)	-		(211	)	
Income (loss) from continuing												
operations before provision for												
income taxes	(3,176	)	7,626		4,450		(20,800)	29,423		8,623		
(Provision) benefit for income taxes	1,414		(2,838	)	(1,424	)	7,440	(10,568	)	(3,128	)	
Income (loss) from continuing												
operations	(1,762	)	4,788		3,026		(13,360)	18,855		5,495		
Income (loss) from discontinued												
operations (net of tax)	1,447				1,447		(2,172)			(2,172	)	
Net Income (loss)	\$(315	)			\$ 4,473		\$(15,532)			\$ 3,323		
Income (loss) per diluted share –												
continuing operations	\$(0.12	)			\$ 0.20		\$(0.89)			\$ 0.36		
Income (loss) per diluted share –												
discontinuing operations	\$0.10				\$ 0.10		\$(0.15)			\$ (0.14	)	
Income (loss) per diluted share – (net												
income)	\$(0.02	)			\$ 0.29		\$(1.04)			\$ 0.22		

For the year ended December 31, 2012, the Company recorded total charges of \$7.6 million, all of which were incurred in the fourth quarter ended December 31, 2012. The most significant of the charges was \$5.6 million (of which \$5.3 million was non-cash) to reduce the net book value of an internally developed capitalized software asset in conjunction with the Company's strategic initiative to streamline its Hospitality product portfolio. In addition to this charge, the Company incurred legal costs of \$1.5 million associated with an intellectual property matter which has since been settled. The remaining charges totaling \$0.5 million are attributable to a fair value adjustment on an indefinite lived intangible asset, as well as severance accruals and other costs related to the cancellation of certain office leases. These charges, along with an associated adjustment to the Company's provision for income taxes, have been excluded in the Company's non-GAAP measures because they are considered non-recurring in nature and are quantitatively and qualitatively different from the Company's core operations during any particular period.

For the year ended December 31, 2011, the Company recorded total charges of \$29.4 million primarily related to the impairment of goodwill and intangible assets of \$20.8 million. Additionally, the Company recorded a charge of \$7.7 million related to a non-recurring write-down of certain inventory associated with discontinued products, and charges of \$0.9 million related to consolidation of facilities. These charges, along with an associated adjustment to the Company's provision for income taxes have been excluded in the Company's non-GAAP measures because they are considered non-recurring in nature and are quantitatively and qualitatively different from the Company's core operations during any particular period.