|  |  |  |  |
| --- | --- | --- | --- |
| Major Software Publishers’ Fiscal Year Ends1 | | | |
| *First Quarter* | | | |
| January | **February** | **March** | |
| Box  Dell  Autodesk  Salesforce  VMware (incl. Airwatch)  Workday | Red Hat2 | CA Technologies2  Commvault  Sophos  Symantec  Veritas2 | |
| *Second Quarter* | | | |
| April | **May** | **June** | |
| elastic | Oracle | ADP  Microsoft  OpenText | |
|  |  |  | |
| *Third Quarter* | | | |
| July | **August** | **September** | |
| Cisco  Intuit  Palo Alto Networks |  | Apple  Nuance Communications | |
|  |  |  | |
| *Fourth Quarter* | | | |
| October | **November** | **December** | |
| Micro Focus  (Attachmate2  Borland2  HP Enterprise2  NetIQ2  NetManage2  Novell2  Serena2 ) | Adobe  Progress  Tibco**2** | BMC2  Citrix  ForcePoint2  Alphabet(Google)  IBM  Informatica**2**  Intel  McAfee**2**  MobileIron | Qlik**2**  Quest**2**  SAP  SAS Institute**2**  ServiceNOW  Tableau2  Tenable  Trend Micro |

Table updated July 2019 with additional company data compiled by Roger Ekkerink of B-Lay.

**Notes:**

1. The fiscal year end is usually defined as the last work day of the month, the last Friday or Saturday, or the Friday closest to the last day of the month, and some require their sales teams to book an order days or hours in advance of the deadline to be credited with the sale. It is always wise to check specifically so you are aware of the true deadline for the publisher in question.

2. A number of publishers have been acquired or taken private in recent years. While they are no longer obligated to publish their own annual accounts many adhere to their former fiscal calendar which often continues to influence sales incentives. Others align to the calendar of their new owner. Several such changes over the past few years are listed below:

* Attachmate, Borland, HP Enterprise, NetIQ, NetManage, Novell, Serena – see Micros Focus International
* BMC – went private in 2013, then acquired by KKR in 2018, formerly December
* CA Technologies – acquired by Broadcom, formerly March
* Forcepoint – part of Raytheon, December
* Informatica – privately held, formerly December
* McAfee – privately controlled since April 2017. Formerly December when owned by Intel
* Qlik – privately held, formerly December
* Quest – privately held, now December following its divestiture from Dell and acquisition by Francisco Partners
* Red Hat – acquired by IBM in 2019, formerly February
* SAS Institute – privately held, traditionally December
* Tableau – acquired by SalesForce in 2019, formerly December
* Tibco – privately held, formerly November
* Veritas – privately held, formerly March when part of Symantec

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