# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

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## FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report: August 5, 2008
Date of Earliest Event Reported: August 5, 2008

## MAXIMUS, INC.

(Exact name of registrant as specified in its charter)

## Virginia <br> (State or other jurisdiction

 of incorporation)1-12997
(Commission
File Number)

54-1000588
(I.R.S. Employer Identification No.)

11419 Sunset Hills Road,<br>Reston, Virginia<br>(Address of principal executive offices)

20190-5207

Registrant's telephone number, including area code: (703) 251-8500
Not Applicable
(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:
$\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
ㅁ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 8.01 Other Events.

On April 30, 2008, the Company completed the divestiture of its Security Solutions division which was previously reported as part of its Systems Segment. On May 2, 2008, the Company completed the sale of its Unison MAXIMUS, Inc. subsidiary which was previously reported as part of its Consulting Segment. Beginning in the third quarter of fiscal 2008, the Company will classify the results of operations of these business units as discontinued operations.

We are filing this Current Report on Form 8-K on August 5, 2008, to reclassify prior periods' financial information to conform to discontinued operations reporting. The reclassifications have no impact on the previously reported consolidated net income or cash flows of the Company. This information is being provided for informational purposes only.

## 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.

MAXIMUS, Inc.

## Date: August 5, 2008

By: /s/ David R. Francis
David R. Francis
General Counsel and Secretary

## MAXIMUS, Inc.

## CONDENSED CONSOLIDATED BALANCE SHEETS

(Dollars in thousands)
(Unaudited)

|  | FISCAL YEAR 2007 |  |  |  |  |  |  |  | FISCAL YEAR 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sept. 30, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2008 \\ \hline \end{gathered}$ |  |
| ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |
| Current assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 21,964 | \$ | 42,871 | \$ | 91,105 | \$ | 70,472 | \$ | 62,279 | \$ | 63,420 |
| Marketable securities |  | 141,811 |  | 134,409 |  | 123,737 |  | 126,210 |  | 50 |  | - |
| Restricted cash |  | 312 |  | 324 |  | 323 |  | 325 |  | 325 |  | 327 |
| Accounts receivable - billed |  | 122,672 |  | 122,179 |  | 116,397 |  | 127,288 |  | 114,489 |  | 118,344 |
| Accounts receivable - unbilled |  | 38,583 |  | 37,999 |  | 38,967 |  | 40,912 |  | 48,729 |  | 51,126 |
| Income taxes receivable |  | 11,018 |  | 3,678 |  | 3,598 |  | - |  | - |  | 6,307 |
| Deferred income taxes |  | 10,690 |  | 13,704 |  | 13,932 |  | 17,409 |  | 11,267 |  | 9,490 |
| Prepaid expenses and other current assets |  | 8,415 |  | 8,512 |  | 6,827 |  | 9,067 |  | 7,600 |  | 9,328 |
| Current assets of discontinued operations |  | 5,689 |  | 5,669 |  | 5,465 |  | 7,054 |  | 5,908 |  | 5,620 |
| Total current assets |  | 361,154 |  | 369,345 |  | 400,351 |  | 398,737 |  | 250,647 |  | 263,962 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Property and equipment, at cost |  | 71,000 |  | 73,314 |  | 76,462 |  | 82,248 |  | 84,755 |  | 86,129 |
| Less accumulated depreciation and amortization |  | $(38,334)$ |  | $(40,792)$ |  | $(43,569)$ |  | $(46,592)$ |  | $(49,436)$ |  | $(52,068)$ |
| Property and equipment, net |  | 32,666 |  | 32,522 |  | 32,893 |  | 35,656 |  | 35,319 |  | 34,061 |
| Capitalized software |  | 57,083 |  | 58,265 |  | 59,728 |  | 61,191 |  | 62,741 |  | 64,399 |
| Less accumulated amortization |  | $(25,387)$ |  | $(27,441)$ |  | $(29,633)$ |  | $(31,651)$ |  | $(33,435)$ |  | $(35,216)$ |
| Capitalized software, net |  | 31,696 |  | 30,824 |  | 30,095 |  | 29,540 |  | 29,306 |  | 29,183 |
| Deferred contract costs, net |  | 9,758 |  | 8,482 |  | 8,368 |  | 8,116 |  | 7,712 |  | 6,273 |
| Goodwill |  | 83,509 |  | 83,509 |  | 83,576 |  | 83,576 |  | 83,576 |  | 83,576 |
| Intangible assets, net |  | 4,892 |  | 4,444 |  | 3,994 |  | 3,603 |  | 3,201 |  | 2,827 |
| Other assets, net |  | 3,304 |  | 3,037 |  | 2,628 |  | 2,418 |  | 3,483 |  | 3,540 |
| Noncurrent assets of discontinued operations |  | 2,434 |  | 2,636 |  | 2,741 |  | 2,818 |  | 2,834 |  | 2,847 |
| Total assets | \$ | $\underline{529,413}$ | \$ | 534,799 | \$ | $\underline{564,646}$ | \$ | 564,464 | \$ | $\underline{416,078}$ | \$ | $\underline{426,269}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |
| Current liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounts payable | \$ | 41,675 | \$ | 48,667 | \$ | 47,701 | \$ | 50,870 | \$ | 49,264 | \$ | 50,145 |
| Accrued compensation and benefits |  | 21,559 |  | 23,367 |  | 26,968 |  | 28,360 |  | 25,217 |  | 27,797 |
| Current portion of deferred revenue |  | 48,032 |  | 41,269 |  | 44,843 |  | 38,404 |  | 37,361 |  | 33,078 |
| Current portion of income taxes payable |  | - |  | - |  | - |  | 5,487 |  | 1,422 |  | - |
| Current portion of capital lease obligations |  | 1,707 |  | 1,594 |  | 1,742 |  | 1,627 |  | 1,643 |  | 1,238 |
| Other accrued liabilities |  | 1,071 |  | 796 |  | 31,786 |  | 1,387 |  | 983 |  | 996 |
| Current liabilities of discontinued operations |  | 3,571 |  | 4,434 |  | 4,020 |  | 5,457 |  | 4,101 |  | 3,914 |
| Total current liabilities |  | 117,615 |  | 120,127 |  | 157,060 |  | 131,592 |  | 119,991 |  | 117,168 |
| Capital lease obligations, less current portion |  | 1,643 |  | 1,239 |  | 698 |  | 417 |  | - |  | - |
| Deferred revenue, less current portion |  | - |  | - |  | - |  | 10,143 |  | 10,213 |  | 9,361 |
| Income taxes payable, less current portion |  | - |  | - |  | - |  | - |  | 2,106 |  | 2,109 |
| Deferred income taxes |  | 13,692 |  | 13,874 |  | 11,754 |  | 12,912 |  | 11,202 |  | 12,752 |
| Total liabilities |  | 132,950 |  | 135,240 |  | 169,512 |  | 155,064 |  | 143,512 |  | 141,390 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity: |  |  |  |  |  |  |  |  |  |  |  |  |
| Common stock |  | 283,887 |  | 286,566 |  | 298,122 |  | 299,846 |  | 305,398 |  | 309,450 |
| Treasury stock |  | $(124,637)$ |  | $(124,637)$ |  | $(124,637)$ |  | $(124,637)$ |  | $(275,025)$ |  | $(275,025)$ |
| Accumulated other comprehensive income |  | 300 |  | 528 |  | 1,138 |  | 1,730 |  | 1,603 |  | 2,089 |
| Retained earnings |  | 236,913 |  | 237,102 |  | 220,511 |  | 232,461 |  | 240,590 |  | 248,365 |
| Total shareholders' equity |  | 396,463 |  | 399,559 |  | 395,134 |  | 409,400 |  | 272,566 |  | 284,879 |
| Total liabilities and shareholders' equity | \$ | 529,413 | \$ | 534,799 | \$ | 564,646 | \$ | 564,464 | \$ | 416,078 | \$ | 426,269 |

## MAXIMUS, Inc

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(Dollars in thousands, except per share data)
(Unaudited)

|  | Quarter Ended |  |  |  |  |  |  |  | Year <br> Ended <br> Sept. 30, 2007 |  | Quarter Ended |  |  |  | Six Months <br> Ended <br> Mar. 31, <br> 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. 31, } \\ 2006 \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2007 \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { Sept. 30, } \\ 2007 \end{gathered}$ |  |  |  | $\begin{gathered} \text { Dec. 31, } \\ 2007 \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2008 \\ \hline \end{gathered}$ |  |  |  |
| Revenue | \$ | 154,585 | \$ | 172,600 | \$ | 189,673 | \$ | 194,805 | \$ | 711,663 | \$ | 196,586 | \$ | 204,410 | \$ | 400,996 |
| Cost of revenue |  | 136,862 |  | 131,789 |  | 133,190 |  | 141,764 |  | 543,605 |  | 145,541 |  | 152,224 |  | 297,765 |
| Gross profit |  | 17,723 |  | 40,811 |  | 56,483 |  | 53,041 |  | 168,058 |  | 51,045 |  | 52,186 |  | 103,231 |
| Selling, general and administrative expenses |  | 33,199 |  | 33,072 |  | 34,127 |  | 30,008 |  | 130,406 |  | 35,141 |  | 36,001 |  | 71,142 |
| Gain on sale of building |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Gain (gain adjustment) on sale of Corrections Services business |  | 684 |  | - |  | (233) |  | - |  | 451 |  | - |  | - |  | - |
| Legal and settlement expense |  | 3,000 |  | 6,104 |  | 33,010 |  | 2,524 |  | 44,638 |  | 二 |  | 931 |  | 931 |
| Income (loss) from operations |  | $(17,792)$ |  | 1,635 |  | $(10,887)$ |  | 20,509 |  | $(6,535)$ |  | 15,904 |  | 15,254 |  | 31,158 |
| Interest and other income, net |  | 477 |  | 1,615 |  | 1,131 |  | 2,581 |  | 5,804 |  | 1,501 |  | 107 |  | 1,608 |
| Income (loss) before income taxes |  | $(17,315)$ |  | 3,250 |  | (9,756) |  | 23,090 |  | (731) |  | 17,405 |  | 15,361 |  | 32,766 |
| Provision (benefit) for income taxes |  | $(6,254)$ |  | 1,302 |  | 5,074 |  | 9,731 |  | 9,853 |  | 7,159 |  | 6,056 |  | 13,215 |
| Income (loss) from continuing operations |  | $(11,061)$ |  | 1,948 |  | $(14,830)$ |  | 13,359 |  | $(10,584)$ |  | 10,246 |  | 9,305 |  | 19,551 |


| Discontinued operations, net of income taxes: <br> Income from discontinued operations <br> Gain on disposal <br> Income from discontinued operations <br>  <br> Net income (loss) <br>  |
| :--- |

## MAXIMUS, Inc.

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Dollars in thousands)
(Unaudited)


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## MAXIMUS, Inc.

## Segment Information

## (Dollars in thousands)

(Unaudited)

|  | Quarter Ended |  |  |  |  |  |  |  | Year <br> Ended <br> Sept. 30, <br> 2007 |  | Quarter Ended |  |  |  | $\begin{gathered} \text { Six Months } \\ \text { Ended } \\ \text { Mar. 31, } \\ 2008 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Jun. 30, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Sept. 30, } \\ 2007 \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2007 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { Mar. 31, } \\ 2008 \\ \hline \end{gathered}$ |  |  |  |
| Revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consulting | \$ | 20,800 | \$ | 19,606 | \$ | 19,218 | \$ | 18,678 | \$ | 78,302 | \$ | 18,628 | \$ | 16,882 | \$ | 35,510 |
| Systems |  | 30,955 |  | 31,603 |  | 30,178 |  | 33,139 |  | 125,875 |  | 31,151 |  | 26,546 |  | 57,697 |


| Operations |  | 102,830 |  | 121,391 |  | 140,277 |  | 142,988 |  | 507,486 |  | 146,807 | 160,982 |  | 307,789 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total |  | 154,585 |  | 172,600 |  | 189,673 |  | 194,805 |  | 711,663 |  | 196,586 |  | 204,410 |  | 400,996 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Profit: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consulting |  | 9,305 |  | 8,194 |  | 8,916 |  | 6,030 |  | 32,445 |  | 7,295 |  | 6,001 |  | 13,296 |
| Systems |  | 7,373 |  | 8,716 |  | 7,207 |  | 9,431 |  | 32,727 |  | 8,193 |  | 4,019 |  | 12,212 |
| Operations |  | 1,045 |  | 23,901 |  | 40,360 |  | 37,580 |  | 102,886 |  | 35,557 |  | 42,166 |  | 77,723 |
| Total |  | 17,723 |  | 40,811 |  | 56,483 |  | 53,041 |  | 168,058 |  | 51,045 |  | 52,186 |  | 103,231 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Selling, General, and Administrative expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consulting |  | 7,367 |  | 7,486 |  | 7,324 |  | 6,137 |  | 28,314 |  | 6,849 |  | 7,036 |  | 13,885 |
| Systems |  | 9,242 |  | 9,046 |  | 11,117 |  | 9,721 |  | 39,126 |  | 11,298 |  | 10,407 |  | 21,705 |
| Operations |  | 17,041 |  | 16,781 |  | 15,794 |  | 13,954 |  | 63,570 |  | 16,764 |  | 18,465 |  | 35,229 |
| Corporate/Other |  | (451) |  | (241) |  | (108) |  | 196 |  | (604) |  | 230 |  | 93 |  | 323 |
| Total |  | 33,199 |  | 33,072 |  | 34,127 |  | 30,008 |  | 130,406 |  | 35,141 |  | 36,001 |  | 71,142 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) from Operations: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consulting |  | 1,938 |  | 708 |  | 1,592 |  | (107) |  | 4,131 |  | 446 |  | $(1,035)$ |  | (589) |
| Systems |  | $(1,869)$ |  | (330) |  | $(3,910)$ |  | (290) |  | $(6,399)$ |  | $(3,105)$ |  | $(6,388)$ |  | $(9,493)$ |
| Operations |  | $(15,996)$ |  | 7,120 |  | 24,566 |  | 23,626 |  | 39,316 |  | 18,793 |  | 23,701 |  | 42,494 |
| Consolidating adjustments |  | 451 |  | 241 |  | 108 |  | (196) |  | 604 |  | (230) |  | (93) |  | (323) |
| Gain (gain adjustment) on sale of Corrections Services business |  | 684 |  | - |  | (233) |  | - |  | 451 |  | - |  | - |  | - |
| Legal and settlement expense |  | $(3,000)$ |  | $(6,104)$ |  | $(33,010)$ |  | $(2,524)$ |  | $(44,638)$ |  | - |  | (931) |  | (931) |
| Total | \$ | $\underline{(17,792)}$ | \$ | 1,635 | \$ | $\underline{(10,887)}$ | \$ | 20,509 | \$ | $(6,535)$ | \$ | 15,904 | \$ | 15,254 | \$ | 31,158 |

