

Condensed Consolidated Statements of Operations
(in thousands, except per share amounts)
(Unaudited)

	Three Months Ended	
	March 31,	
	2017	2016
Revenue:		
On demand	\$ 146,213	\$ 123,411
On premise	675	772
Professional and other	6,031	4,200
Total revenue	152,919	128,383
Cost of revenue ⁽¹⁾	63,042	54,748
Gross profit	89,877	73,635
Operating expenses:		
Product development ⁽¹⁾	20,387	17,272
Sales and marketing ⁽¹⁾	35,147	32,199
General and administrative ⁽¹⁾	24,251	18,346
Total operating expenses	79,785	67,817
Operating income	10,092	5,818
Interest expense and other, net	(1,086)	(708)
Income before income taxes	9,006	5,110
Income tax expense	811	2,114
Net income	\$ 8,195	\$ 2,996
Net income per share attributable to common stockholders:		
Basic	\$ 0.10	\$ 0.04
Diluted	\$ 0.10	\$ 0.04
Weighted average shares used in computing net income per share attributable to		
Basic	78,263	76,656
Diluted	81,386	77,147

⁽¹⁾ Includes stock-based expense as follows:

	Three Months Ended	
	March 31,	
	2017	2016
Cost of revenue	\$ 853	\$ 751
Product development	1,879	1,449
Sales and marketing	3,128	2,974
General and administrative	4,232	3,217
	\$ 10,092	\$ 8,391