

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

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2015	2014	2015	2014
Revenue:				
On demand	\$ 110,640	\$ 91,606	\$ 217,100	\$ 188,614
On premise	726	826	1,467	1,691
Professional and other	3,396	2,556	6,665	5,246
Total revenue	<u>114,762</u>	<u>94,988</u>	<u>225,232</u>	<u>195,551</u>
Cost of revenue ⁽¹⁾	<u>49,557</u>	<u>42,115</u>	<u>97,281</u>	<u>82,042</u>
Gross profit	65,205	52,873	127,951	113,509
Operating expense:				
Product development ⁽¹⁾	18,084	15,941	36,061	30,782
Sales and marketing ⁽¹⁾	29,823	28,030	58,774	54,021
General and administrative ⁽¹⁾	20,037	16,819	38,900	37,748
Total operating expense	<u>67,944</u>	<u>60,790</u>	<u>133,735</u>	<u>122,551</u>
Operating loss	(2,739)	(7,917)	(5,784)	(9,042)
Interest expense and other, net	(390)	(204)	(657)	(426)
Loss before income taxes	(3,129)	(8,121)	(6,441)	(9,468)
Income tax expense (benefit)	189	(1,830)	(1,515)	(2,341)
Net loss	<u>\$ (3,318)</u>	<u>\$ (6,291)</u>	<u>\$ (4,926)</u>	<u>\$ (7,127)</u>
Net loss per share				
Basic	\$ (0.04)	\$ (0.08)	\$ (0.06)	\$ (0.09)
Diluted	\$ (0.04)	\$ (0.08)	\$ (0.06)	\$ (0.09)
Weighted average shares used in computing net loss per share				
Basic	76,799	77,283	76,877	77,004
Diluted	76,799	77,283	76,877	77,004

⁽¹⁾ Includes stock-based compensation expense as follows:

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2015	2014	2015	2014
Cost of revenue	\$ 1,216	\$ 866	\$ 2,450	\$ 1,873
Product development	2,572	2,144	5,291	4,056
Sales and marketing	3,843	3,101	7,632	6,244
General and administrative	3,619	3,922	6,624	7,085
	<u>\$ 11,250</u>	<u>\$ 10,033</u>	<u>\$ 21,997</u>	<u>\$ 19,258</u>