

Condensed Consolidated Statements of Operations
For the Three and Twelve Months Ended December 31, 2014 and 2013
(unaudited, in thousands except per share data)

	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2014	2013	2014	2013
Revenue:				
On demand	\$ 101,261	\$ 92,081	\$ 390,622	\$ 362,312
On premise	648	892	3,094	3,691
Professional and other	2,555	2,546	10,835	11,019
Total revenue	104,464	95,519	404,551	377,022
Cost of revenue ⁽¹⁾	46,518	37,506	174,871	148,321
Gross profit	57,946	58,013	229,680	228,701
Operating expense:				
Product development ⁽¹⁾	16,108	13,641	64,418	50,638
Sales and marketing ⁽¹⁾	27,593	23,902	111,563	95,894
General and administrative ⁽¹⁾	16,011	15,730	69,202	60,610
Total operating expense	59,712	53,273	245,183	207,142
Operating (loss) income	(1,766)	4,740	(15,503)	21,559
Interest expense and other, net	(333)	(156)	(1,104)	(1,077)
(Loss) income before income taxes	(2,099)	4,584	(16,607)	20,482
Income tax (benefit) expense	(2,209)	2,406	(6,333)	(210)
Net (loss) income	\$ 110	\$ 2,178	\$ (10,274)	\$ 20,692
Net (loss) income per share				
Basic	\$ -	\$ 0.03	\$ (0.13)	\$ 0.28
Diluted	\$ -	\$ 0.03	\$ (0.13)	\$ 0.27
Weighted average shares used in computing net (loss) income per share				
Basic	76,742	76,035	76,991	74,962
Diluted	77,565	77,108	76,991	76,187

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

	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2014	2013	2014	2013
Cost of revenue	\$ 812	\$ 900	\$ 3,826	\$ 3,111
Product development	1,874	1,665	8,637	4,788
Sales and marketing	2,948	3,102	12,966	10,993
General and administrative	2,622	2,988	11,621	10,805
	\$ 8,256	\$ 8,655	\$ 37,050	\$ 29,697