

Condensed Consolidated Statements of Operations
For the Three and Six Months Ended June 30, 2014 and 2013
(unaudited, in thousands except per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2014	2013	2014	2013
Revenue:				
On demand	\$ 91,606	\$ 90,825	\$ 188,614	\$ 176,147
On premise	826	1,011	1,691	1,961
Professional and other	2,556	2,615	5,246	5,324
Total revenue	94,988	94,451	195,551	183,432
Cost of revenue	42,115	37,340	82,042	72,704
Gross profit	52,873	57,111	113,509	110,728
Operating expense:				
Product development	15,941	11,727	30,782	23,765
Sales and marketing	28,030	23,924	54,021	46,826
General and administrative	16,819	12,819	37,748	29,326
Total operating expense	60,790	48,470	122,551	99,917
Operating income (loss)	(7,917)	8,641	(9,042)	10,811
Interest expense and other income, net	(204)	(596)	(426)	(685)
Income (loss) before income taxes	(8,121)	8,045	(9,468)	10,126
Income tax expense (benefit)	(1,830)	3,435	(2,341)	4,498
Net income (loss)	\$ (6,291)	\$ 4,610	\$ (7,127)	\$ 5,628
Net income (loss) per share				
Basic	\$ (0.08)	\$ 0.06	\$ (0.09)	\$ 0.08
Diluted	\$ (0.08)	\$ 0.06	\$ (0.09)	\$ 0.07
Weighted average shares used in computing net income (loss) per share				
Basic	77,283	74,541	77,004	74,278
Diluted	77,283	75,781	77,004	75,665