

Condensed Consolidated Statements of Operations
For the Three Months Ended March 31, 2013 and 2012
(unaudited, in thousands, except per share data)

	Three Months Ended March 31,	
	2013	2012
Revenue:		
On demand	\$ 85,322	\$ 70,718
On premise	950	1,416
Professional and other	2,709	2,283
Total revenue	88,981	74,417
Cost of revenue ⁽¹⁾	35,364	30,613
Gross profit	53,617	43,804
Operating expense:		
Product development ⁽¹⁾	12,038	11,313
Sales and marketing ⁽¹⁾	22,902	16,806
General and administrative ⁽¹⁾	16,507	12,303
Total operating expense	51,447	40,422
Operating income	2,170	3,382
Interest expense and other income, net	(89)	(636)
Income before income taxes	2,081	2,746
Income tax expense	1,063	1,026
Net income	\$ 1,018	\$ 1,720
Net income per share		
Basic	\$ 0.01	\$ 0.02
Diluted	\$ 0.01	\$ 0.02
Weighted average shares used in computing net income per share		
Basic	74,011	70,590
Diluted	75,454	73,170

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

	Three Months Ended March 31,	
	2013	2012
Cost of revenue	\$ 750	\$ 689
Product development	1,131	1,062
Sales and marketing	3,201	737
General and administrative	2,163	1,500
	\$ 7,245	\$ 3,988