

Condensed Consolidated Statements of Operations
For the Three and Twelve Months Ended December 31, 2012 and 2011
(unaudited, in thousands, except per share data)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2012	2011	2012	2011
Revenue:				
On demand	\$ 81,771	\$ 66,695	\$ 306,400	\$ 239,436
On premise	1,313	1,536	5,216	6,581
Professional and other	2,640	2,910	10,556	11,962
Total revenue	<u>85,724</u>	<u>71,141</u>	<u>322,172</u>	<u>257,979</u>
Cost of revenue ⁽¹⁾	<u>33,204</u>	<u>28,924</u>	<u>128,562</u>	<u>108,155</u>
Gross profit	52,520	42,217	193,610	149,824
Operating expense:				
Product development ⁽¹⁾	12,852	11,945	48,177	43,441
Sales and marketing ⁽¹⁾	19,806	18,762	76,992	63,775
General and administrative ⁽¹⁾	12,199	10,195	56,993	40,798
Total operating expense	<u>44,857</u>	<u>40,902</u>	<u>182,162</u>	<u>148,014</u>
Operating income (loss)	7,663	1,315	11,448	1,810
Interest expense and other, net	<u>(426)</u>	<u>(669)</u>	<u>(2,046)</u>	<u>(3,251)</u>
Income (loss) before income taxes	7,237	646	9,402	(1,441)
Income tax expense (benefit)	3,515	405	4,219	(210)
Net income (loss)	<u>\$ 3,722</u>	<u>\$ 241</u>	<u>\$ 5,183</u>	<u>\$ (1,231)</u>
Net income (loss) per share				
Basic	\$ 0.05	\$ 0.00	\$ 0.07	\$ (0.02)
Diluted	\$ 0.05	\$ 0.00	\$ 0.07	\$ (0.02)
Weighted average shares used in computing net income (loss) per share				
Basic	73,460	69,632	71,838	68,480
Diluted	74,960	72,287	74,002	68,480

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

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2012	2011	2012	2011
Cost of revenue	\$ 718	\$ 586	\$ 2,806	\$ 1,655
Product development	1,211	1,251	4,391	4,594
Sales and marketing	368	3,224	4,790	12,017
General and administrative	1,564	1,327	6,191	4,352
	<u>\$ 3,861</u>	<u>\$ 6,388</u>	<u>\$ 18,178</u>	<u>\$ 22,618</u>