

Condensed Consolidated Statements of Operations
For the Three and Nine Months Ended September 30, 2011 and 2010
(unaudited, in thousands, except per share data)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2011	2010	2011	2010
Revenue:				
On demand	\$ 62,765	\$ 43,097	\$ 172,741	\$ 120,393
On premise	1,772	2,127	5,045	6,419
Professional and other	3,118	2,804	9,052	7,403
Total revenue	<u>67,655</u>	<u>48,028</u>	<u>186,838</u>	<u>134,215</u>
Cost of revenue ⁽¹⁾	<u>27,585</u>	<u>20,203</u>	<u>78,078</u>	<u>56,595</u>
Gross profit	40,070	27,825	108,760	77,620
Operating expense:				
Product development ⁽¹⁾	11,230	9,127	32,083	26,431
Sales and marketing ⁽¹⁾	17,688	9,428	44,992	25,793
General and administrative ⁽¹⁾	11,840	6,969	31,190	20,230
Total operating expense	<u>40,758</u>	<u>25,524</u>	<u>108,265</u>	<u>72,454</u>
Operating income (loss)	(688)	2,301	495	5,166
Interest expense and other, net	(684)	(1,822)	(2,582)	(4,749)
Net income (loss) before income taxes	(1,372)	479	(2,087)	417
Income tax expense (benefit)	(266)	187	(615)	164
Net income (loss) income	<u>\$ (1,106)</u>	<u>\$ 292</u>	<u>\$ (1,472)</u>	<u>\$ 253</u>
Net loss attributable to common stockholders				
Basic	\$ (1,106)	\$ (327)	\$ (1,472)	\$ (2,691)
Diluted	\$ (1,106)	\$ (327)	\$ (1,472)	\$ (2,691)
Net loss per share attributable to common stockholders				
Basic	\$ (0.02)	\$ (0.01)	\$ (0.02)	\$ (0.08)
Diluted	\$ (0.02)	\$ (0.01)	\$ (0.02)	\$ (0.08)
Weighted average shares used in computing net income (loss) per share attributable to common stockholders				
Basic	68,792	43,636	68,096	31,878
Diluted	68,792	43,636	68,096	31,878

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

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2011	2010	2011	2010
Cost of revenue	\$ 459	\$ 140	\$ 1,069	\$ 407
Product development	1,258	627	3,343	1,664
Sales and marketing	3,433	201	8,793	541
General and administrative	1,258	391	3,025	1,133
	<u>\$ 6,408</u>	<u>\$ 1,359</u>	<u>\$ 16,230</u>	<u>\$ 3,745</u>