

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
Revenue:				
On demand	\$ 57,039	\$ 40,089	\$ 109,976	\$ 77,296
On premise	1,628	2,424	3,273	4,292
Professional and other	2,968	2,296	5,934	4,599
Total revenue	<u>61,635</u>	<u>44,809</u>	<u>119,183</u>	<u>86,187</u>
Cost of revenue ⁽¹⁾	<u>25,810</u>	<u>18,534</u>	<u>50,493</u>	<u>36,392</u>
Gross profit	35,825	26,275	68,690	49,795
Operating expense:				
Product development ⁽¹⁾	10,537	8,989	20,853	17,304
Sales and marketing ⁽¹⁾	14,510	8,825	27,304	16,365
General and administrative ⁽¹⁾	9,574	6,739	19,350	13,261
Total operating expense	<u>34,621</u>	<u>24,553</u>	<u>67,507</u>	<u>46,930</u>
Operating income	1,204	1,722	1,183	2,865
Interest expense and other, net	(732)	(1,463)	(1,898)	(2,927)
Net income (loss) before income taxes	472	259	(715)	(62)
Income tax expense (benefit)	190	95	(349)	(23)
Net income (loss)	<u>\$ 282</u>	<u>\$ 164</u>	<u>\$ (366)</u>	<u>\$ (39)</u>
Net income (loss) attributable to common stockholders				
Basic	\$ 282	\$ (807)	\$ (366)	\$ (2,363)
Diluted	\$ 282	\$ (807)	\$ (366)	\$ (2,363)
Net income (loss) per share attributable to common stockholders				
Basic	\$ 0.00	\$ (0.03)	\$ (0.01)	\$ (0.09)
Diluted	\$ 0.00	\$ (0.03)	\$ (0.01)	\$ (0.09)
Weighted average shares used in computing net income (loss) per share attributable to common stockholders				
Basic	68,673	26,042	67,741	25,901
Diluted	72,012	26,042	67,741	25,901

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
Cost of revenue	\$ 312	\$ 144	\$ 610	\$ 267
Product development	1,105	530	2,085	1,037
Sales and marketing	2,627	176	5,360	340
General and administrative	925	442	1,767	742
	<u>\$ 4,969</u>	<u>\$ 1,292</u>	<u>\$ 9,822</u>	<u>\$ 2,386</u>