

Condensed Consolidated Statements of Operations
(in thousands, except per share data)
(unaudited)

	Three Months Ended	
	March 31,	
	2018	2017
Revenue:		
On demand	\$ 193,300	\$ 146,213
Professional and other	8,001	6,706
Total revenue	201,301	152,919
Cost of revenue ⁽¹⁾	76,660	63,042
Gross profit	124,641	89,877
Operating expenses:		
Product development ⁽¹⁾	29,040	20,387
Sales and marketing ⁽¹⁾	50,241	35,147
General and administrative ⁽¹⁾	27,090	24,251
Total operating expenses	106,371	79,785
Operating income	18,270	10,092
Interest expense and other, net	(7,670)	(1,086)
Income before income taxes	10,600	9,006
Income tax (benefit) expense	(301)	811
Net income	\$ 10,901	\$ 8,195
 Net income per share attributable to common stockholders:		
Basic	\$ 0.13	\$ 0.10
Diluted	\$ 0.13	\$ 0.10
Weighted average shares used in computing net income per share attributable to common stockholders:		
Basic	81,166	78,263
Diluted	84,817	81,386

⁽¹⁾ Includes stock-based expense as follows:

	Three Months Ended	
	March 31,	
	2018	2017
Cost of revenue	\$ 835	\$ 853
Product development	2,163	1,879
Sales and marketing	3,541	3,128
General and administrative	3,779	4,232
	\$ 10,318	\$ 10,092