

Consolidated Statements of Operations
For the Three and Twelve Months Ended December 31, 2010 and 2009
(unaudited, in thousands, except per share data)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2010	2009	2010	2009
Revenue:				
On demand	\$ 49,285	\$ 35,192	\$ 169,678	\$ 128,377
On premise	2,126	514	8,545	3,860
Professional and other	2,648	2,431	10,051	8,665
Total revenue	<u>54,059</u>	<u>38,137</u>	<u>188,274</u>	<u>140,902</u>
Cost of revenue ⁽¹⁾	<u>22,449</u>	<u>15,709</u>	<u>79,044</u>	<u>58,513</u>
Gross profit	31,610	22,428	109,230	82,389
Operating expense:				
Product development ⁽¹⁾	10,491	7,173	36,922	27,446
Sales and marketing ⁽¹⁾	11,900	7,428	37,693	27,804
General and administrative ⁽¹⁾	8,098	6,935	28,328	20,210
Total operating expense	<u>30,489</u>	<u>21,536</u>	<u>102,943</u>	<u>75,460</u>
Operating income	1,121	892	6,287	6,929
Interest expense and other, net	(752)	(1,422)	(5,501)	(4,528)
Net income (loss) before income taxes	369	(530)	786	2,401
Income tax expense (benefit)	555	(26,246)	719	(26,028)
Net (loss) income	<u>\$ (186)</u>	<u>\$ 25,716</u>	<u>\$ 67</u>	<u>\$ 28,429</u>
Net (loss) income attributable to common stockholders				
Basic	\$ (186)	\$ 11,662	\$ (2,877)	\$ 10,611
Diluted	\$ (186)	\$ 11,662	\$ (2,877)	\$ 10,611
Net loss (income) per share attributable to common stockholders				
Basic	\$ (0.00)	\$ 0.47	\$ (0.07)	\$ 0.44
Diluted	\$ (0.00)	\$ 0.45	\$ (0.07)	\$ 0.42
Weighted average shares used in computing net loss (income) per share attributable to common stockholders				
Basic	63,059	24,168	39,737	23,934
Diluted	63,059	25,564	39,737	25,511

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

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2010	2009	2010	2009
Cost of revenue	\$ 226	\$ 112	\$ 633	\$ 367
Product development	904	400	2,568	1,175
Sales and marketing	1,952	148	2,493	498
General and administrative	513	241	1,646	765
	<u>\$ 3,595</u>	<u>\$ 901</u>	<u>\$ 7,340</u>	<u>\$ 2,805</u>