

Consolidated Statements of Operations
For the Three and Twelve Months Ended December 31, 2011 and 2010
(unaudited, in thousands, except per share data)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2011	2010	2011	2010
Revenue:				
On demand	\$ 66,695	\$ 49,285	\$ 239,436	\$ 169,678
On premise	1,536	2,126	6,581	8,545
Professional and other	2,910	2,648	11,962	10,051
Total revenue	<u>71,141</u>	<u>54,059</u>	<u>257,979</u>	<u>188,274</u>
Cost of revenue ⁽¹⁾	<u>27,639</u>	<u>22,449</u>	<u>105,717</u>	<u>79,044</u>
Gross profit	43,502	31,610	152,262	109,230
Operating expense:				
Product development ⁽¹⁾	12,478	10,491	44,561	36,922
Sales and marketing ⁽¹⁾	18,931	11,900	63,923	37,693
General and administrative ⁽¹⁾	10,778	8,098	41,968	28,328
Total operating expense	<u>42,187</u>	<u>30,489</u>	<u>150,452</u>	<u>102,943</u>
Operating income	1,315	1,121	1,810	6,287
Interest expense and other, net	<u>(669)</u>	<u>(752)</u>	<u>(3,251)</u>	<u>(5,501)</u>
Net income (loss) before income taxes	646	369	(1,441)	786
Income tax expense (benefit)	405	555	(210)	719
Net income (loss)	<u>\$ 241</u>	<u>\$ (186)</u>	<u>\$ (1,231)</u>	<u>\$ 67</u>
Net income (loss) attributable to common stockholders				
Basic	\$ 241	\$ (186)	\$ (1,231)	\$ (2,877)
Diluted	\$ 241	\$ (186)	\$ (1,231)	\$ (2,877)
Net loss per share attributable to common stockholders				
Basic	\$ 0.00	\$ 0.00	\$ (0.02)	\$ (0.07)
Diluted	\$ 0.00	\$ 0.00	\$ (0.02)	\$ (0.07)
Weighted average shares used in computing net loss per share attributable to common stockholders				
Basic	69,632	63,059	68,480	39,737
Diluted	72,287	63,059	68,480	39,737

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

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2011	2010	2011	2010
Cost of revenue	\$ 586	\$ 226	\$ 1,655	\$ 633
Product development	1,251	904	4,594	2,568
Sales and marketing	3,224	1,952	12,017	2,493
General and administrative	1,327	513	4,352	1,646
	<u>\$ 6,388</u>	<u>\$ 3,595</u>	<u>\$ 22,618</u>	<u>\$ 7,340</u>