

Condensed Consolidated Statements of Operations
(in thousands, except per share amounts)
(Unaudited)

	Three Months Ended	
	March 31,	
	2015	2014
Revenue:		
On demand	\$ 106,460	\$ 97,008
On premise	741	865
Professional and other	3,269	2,690
Total revenue	<u>110,470</u>	<u>100,563</u>
Cost of revenue ⁽¹⁾	<u>47,724</u>	<u>39,927</u>
Gross profit	62,746	60,636
Operating expense:		
Product development ⁽¹⁾	17,977	14,841
Sales and marketing ⁽¹⁾	28,951	25,991
General and administrative ⁽¹⁾	18,863	20,929
Total operating expense	<u>65,791</u>	<u>61,761</u>
Operating loss	(3,045)	(1,125)
Interest expense and other, net	(267)	(222)
Loss before income taxes	(3,312)	(1,347)
Income tax benefit	(1,704)	(511)
Net loss	<u>\$ (1,608)</u>	<u>\$ (836)</u>
Net loss per share		
Basic	\$ (0.02)	\$ (0.01)
Diluted	\$ (0.02)	\$ (0.01)
Weighted average shares used in computing net loss per share		
Basic	76,956	76,722
Diluted	76,956	76,722

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

	Three Months Ended	
	March 31,	
	2015	2014
Cost of revenue	\$ 1,234	\$ 1,007
Product development	2,719	1,912
Sales and marketing	3,789	3,143
General and administrative	3,005	3,163
	<u>\$ 10,747</u>	<u>\$ 9,225</u>