

### GAAP Statement of Operations - Quarterly

	QTD	QTD	QTD	QTD	QTD	QTD	QTD	QTD	QTD
<i>(unaudited)</i> <i>(in thousands, except share and per share amounts)</i>	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016	December 31, 2015
Revenue	\$ 34,105	\$ 30,097	\$ 30,004	\$ 28,329	\$ 31,763	\$ 27,992	\$ 27,098	\$ 26,347	\$ 29,434
Cost of revenue (1) (2)	6,039	6,549	6,520	6,842	7,033	6,811	6,863	6,913	6,727
Gross profit	28,066	23,548	23,484	21,487	24,730	21,181	20,235	19,434	22,707
Operating expenses (1) (2):									
Sales and marketing	16,264	15,565	15,627	16,039	13,538	13,824	15,743	13,497	11,656
Research and development	5,990	5,760	5,147	4,971	4,659	4,512	4,410	4,155	4,253
General and administrative	6,248	6,344	6,678	8,530	6,311	5,525	6,822	6,421	7,596
Total operating expenses	28,502	27,669	27,452	29,540	24,508	23,861	26,975	24,073	23,505
(Loss) income from operations	(436)	(4,121)	(3,968)	(8,053)	222	(2,680)	(6,740)	(4,639)	(798)
Other income (expense):									
Interest income (expense), net	73	67	54	28	10	11	(1)	(21)	(42)
Other income (expense), net	(23)	36	13	57	36	90	(8)	55	101
Total other income (expense)	50	103	67	85	46	101	(9)	34	59
(Loss) income before income taxes	(386)	(4,018)	(3,901)	(7,968)	268	(2,579)	(6,749)	(4,605)	(739)
Income tax expense (benefit)	75	37	84	88	(5,567)	(27)	(22)	(42)	(59)
Net (loss) income	\$ (461)	\$ (4,055)	\$ (3,985)	\$ (8,056)	\$ 5,835	\$ (2,552)	\$ (6,727)	\$ (4,563)	\$ (680)
Net (loss) income per share:									
Basic	\$ (0.02)	\$ (0.15)	\$ (0.15)	\$ (0.31)	\$ 0.23	\$ (0.10)	\$ (0.26)	\$ (0.18)	\$ (0.03)
Diluted	\$ (0.02)	\$ (0.15)	\$ (0.15)	\$ (0.31)	\$ 0.21	\$ (0.10)	\$ (0.26)	\$ (0.18)	\$ (0.03)
Weighted average common shares outstanding:									
Basic	26,583,657	26,439,830	26,380,031	26,056,881	25,878,260	25,723,749	25,520,847	25,292,405	25,188,595
Diluted	26,583,657	26,439,830	26,380,031	26,056,881	27,577,027	25,723,749	25,520,847	25,292,405	25,188,595
(1) Includes stock-based compensation as follows:									
Cost of revenue	\$ 54	\$ 259	\$ 197	\$ 297	\$ 318	\$ 330	\$ 342	\$ 269	\$ 215
Sales and marketing	1,011	970	1,214	776	1,124	1,161	1,369	1,121	599
Research and development	601	588	503	568	477	496	546	443	394
General and administrative	1,149	1,023	1,454	1,283	1,136	878	1,660	1,592	1,356
Total stock-based compensation	\$ 2,815	\$ 2,840	\$ 3,368	\$ 2,924	\$ 3,055	\$ 2,865	\$ 3,917	\$ 3,425	\$ 2,564
(2) Includes depreciation and amortization as follows:									
Cost of revenue	\$ 897	\$ 933	\$ 1,066	\$ 1,059	\$ 1,135	\$ 1,109	\$ 1,145	\$ 1,243	\$ 1,450
Sales and marketing	250	283	256	273	283	266	280	307	351
Research and development	100	102	111	111	113	111	112	122	148
General and administrative	290	287	270	290	346	420	423	423	481
Total depreciation and amortization	\$ 1,537	\$ 1,605	\$ 1,703	\$ 1,733	\$ 1,877	\$ 1,906	\$ 1,960	\$ 2,095	\$ 2,430

**Non-GAAP Statement of Operations - Quarterly (see Non-GAAP reconciliation on following page)**

	QTD	QTD	QTD	QTD	QTD	QTD	QTD	QTD	QTD
	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016	December 31, 2015
<i>(unaudited)</i> <i>(in thousands)</i>									
Revenue	\$ 34,105	\$ 30,097	\$ 30,004	\$ 28,329	\$ 31,763	\$ 27,992	\$ 27,098	\$ 26,347	\$ 29,434
Cost of revenue	5,985	6,290	6,323	6,545	6,715	6,481	6,521	6,644	6,512
Gross profit	28,120	23,807	23,681	21,784	25,048	21,511	20,577	19,703	22,922
Operating expenses:									
Sales and marketing	15,253	14,595	14,413	15,263	12,414	12,663	14,374	12,376	11,057
Research and development	5,389	5,172	4,644	4,403	4,182	4,016	3,864	3,712	3,859
General and administrative	5,099	5,321	5,224	4,708	5,175	4,647	5,162	4,829	5,131
Total operating expenses	25,741	25,088	24,281	24,374	21,771	21,326	23,400	20,917	20,047
(Loss) income from operations	2,379	(1,281)	(600)	(2,590)	3,277	185	(2,823)	(1,214)	2,875
Other income (expense):									
Interest income (expense), net	73	67	54	28	10	11	(1)	(21)	(42)
Other income (expense), net	(23)	36	13	57	36	90	(8)	55	101
Total other income (expense)	50	103	67	85	46	101	(9)	34	59
(Loss) income before income taxes	2,429	(1,178)	(533)	(2,505)	3,323	286	(2,832)	(1,180)	2,934
Income tax expense (benefit)	75	37	84	88	(5,567)	(27)	(22)	(42)	(59)
Net (loss) income	\$ 2,354	\$ (1,215)	\$ (617)	\$ (2,593)	\$ 8,890	\$ 313	\$ (2,810)	\$ (1,138)	\$ 2,993

**GAAP to Non-GAAP Reconciliation - Quarterly**

	QTD	QTD	QTD	QTD	QTD	QTD	QTD	QTD	QTD
<i>(unaudited)</i> <i>(in thousands)</i>	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016	March 31, 2016	December 31, 2015
<b>GAAP Gross profit as reported</b>	\$ 28,066	\$ 23,548	\$ 23,484	\$ 21,487	\$ 24,730	\$ 21,181	\$ 20,235	\$ 19,434	\$ 22,707
Add: Stock-based compensation - Cost of revenue	54	259	197	297	318	330	342	269	215
<b>Non-GAAP Gross profit</b>	\$ 28,120	\$ 23,807	\$ 23,681	\$ 21,784	\$ 25,048	\$ 21,511	\$ 20,577	\$ 19,703	\$ 22,922
<b>GAAP (Loss) income from operations as reported</b>	\$ (436)	\$ (4,121)	\$ (3,968)	\$ (8,053)	\$ 222	\$ (2,680)	\$ (6,740)	\$ (4,639)	\$ (798)
Add: Stock-based compensation - Cost of revenue	54	259	197	297	318	330	342	269	215
Add: Stock-based compensation - S&M	1,011	970	1,214	776	1,124	1,161	1,369	1,121	599
Add: Stock-based compensation - R&D	601	588	503	568	477	496	546	443	394
Add: Stock-based compensation - G&A	1,149	1,023	1,454	1,283	1,136	878	1,660	1,592	1,356
Add: One-time charge for VDAs related to sales taxes	—	—	—	2,539	—	—	—	—	—
Add: Headquarters relocation and related costs	—	—	—	—	—	—	—	—	1,109
<b>Non-GAAP (Loss) income from operations</b>	\$ 2,379	\$ (1,281)	\$ (600)	\$ (2,590)	\$ 3,277	\$ 185	\$ (2,823)	\$ (1,214)	\$ 2,875
<b>GAAP Net (loss) income as reported</b>	\$ (461)	\$ (4,055)	\$ (3,985)	\$ (8,056)	\$ 5,835	\$ (2,552)	\$ (6,727)	\$ (4,563)	\$ (680)
Add: Stock-based compensation - Cost of revenue	54	259	197	297	318	330	342	269	215
Add: Stock-based compensation - S&M	1,011	970	1,214	776	1,124	1,161	1,369	1,121	599
Add: Stock-based compensation - R&D	601	588	503	568	477	496	546	443	394
Add: Stock-based compensation - G&A	1,149	1,023	1,454	1,283	1,136	878	1,660	1,592	1,356
Add: One-time charge for VDAs related to sales taxes	—	—	—	2,539	—	—	—	—	—
Add: Headquarters relocation and related costs	—	—	—	—	—	—	—	—	1,109
<b>Non-GAAP Net (loss) income</b>	\$ 2,354	\$ (1,215)	\$ (617)	\$ (2,593)	\$ 8,890	\$ 313	\$ (2,810)	\$ (1,138)	\$ 2,993