

Reconciliation Tables

Reconciliation of Historical non-GAAP Financial Measures

EBITDA Reconciliation	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Net income	\$ 16,477	\$ 31,595	\$ 14,168	\$ 15,347	\$ 17,482	\$ 6,724	\$ 7,082	\$ 1,723	\$ (16,205)	\$ (4,763)	\$ (4,882)
Stock-based compensation expense	454	1,506	3,494	4,835	6,395	7,096	5,622	7,802	5,877	6,889	7,266
Depreciation and amortization	1,526	1,709	1,863	2,211	2,209	2,358	2,411	3,266	4,192	4,148	3,539
Restructuring charge (benefit)	-	-	-	-	-	-	-	-	-	4,541	(297)
Amortization and impairment of acquired intangible assets	-	-	-	-	1,138	2,046	1,615	1,414	1,529	1,153	1,040
Other (income) expense, net	(1,326)	(5,287)	(3,714)	(938)	(9)	53	(23)	92	98	(45)	(102)
Provision (benefit) for income taxes	(7,161)	(10,292)	10,806	11,431	15,086	6,460	6,370	1,917	9,345	(843)	(871)
EBITDA	\$ 9,970	\$ 19,231	\$ 26,617	\$ 32,886	\$ 42,301	\$ 24,737	\$ 23,077	\$ 16,214	\$ 4,836	\$ 11,080	\$ 5,693

Adjusted EBITDA Reconciliation	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Net income	\$ 16,477	\$ 31,595	\$ 14,168	\$ 15,347	\$ 17,482	\$ 6,724	\$ 7,082	\$ 1,723	\$ (16,205)	\$ (4,763)	\$ (4,882)
Income impact of one-time revenue item					\$ (3,555)						
Stock-based compensation expense	454	1,506	3,494	4,835	6,395	7,096	5,622	7,802	5,877	6,889	7,266
Depreciation and amortization	1,526	1,709	1,863	2,211	2,209	2,358	2,411	3,266	4,192	4,148	3,539
Restructuring charge (benefit)	-	-	-	-	-	-	-	-	-	4,541	(297)
Amortization and impairment of acquired intangible assets	-	-	-	-	1,138	2,046	1,615	1,414	1,529	1,153	1,040
Other (income) expense, net	(1,326)	(5,287)	(3,714)	(938)	(9)	53	(23)	92	98	(45)	(102)
Provision (benefit) for income taxes	(7,161)	(10,292)	10,806	11,431	15,086	6,460	6,370	1,917	9,345	(843)	(871)
Adjusted Provision Tax					(2,445)						
EBITDA	\$ 9,970	\$ 19,231	\$ 26,617	\$ 32,886	\$ 36,301	\$ 24,737	\$ 23,077	\$ 16,214	\$ 4,836	\$ 11,080	\$ 5,693

Adjusted Revenue Reconciliation	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
GAAP Revenue	\$ 61,310	\$ 87,791	\$ 111,711	\$ 134,890	\$ 160,404	\$ 151,648	\$ 155,473	\$ 179,180	\$ 179,677	\$ 189,541	\$ 186,960
One-time revenue item					\$ 6,000						
Adjusted Revenue	\$ 61,310	\$ 87,791	\$ 111,711	\$ 134,890	\$ 154,404	\$ 151,648	\$ 155,473	\$ 179,180	\$ 179,677	\$ 189,541	\$ 186,960

Reconciliation Tables

Reconciliation of Forward-Looking non-GAAP Financial Measures

Adjusted EBITDA 2017 Annual Guidance Range			
<i>In millions</i>			
GAAP net loss	\$	(27.8)	\$ (29.8)
Stock-based compensation expense		10.6	10.6
Depreciation and amortization		3.4	3.4
Amortization of intangible assets		1.0	1.0
Other income (expense), net		(0.1)	(0.1)
Benefit for income taxes		(1.2)	(1.2)
Adjusted EBITDA	<u>\$</u>	<u>(14.1)</u>	<u>\$ (16.1)</u>
Adjusted Non-GAAP Net Loss per Diluted Share 2017 Annual Guidance Range			
GAAP net loss per diluted share	\$	(1.49)	\$ (1.59)
Stock-based compensation expense		0.57	0.57
Amortization of intangible assets		0.06	0.06
Non-GAAP net loss per diluted share	<u>\$</u>	<u>(0.86)</u>	<u>\$ (0.96)</u>