



# Financial Model



## Long Term Financial Model

	Prior Target	Long Term Target - GAAP	Non-GAAP Adjustments	Long Term Target - Adjusted
Revenue Growth	~25%	20-25%		20-25%
GAAP Operating Income	~29%	26-29%	200 to 250 basis points	28-30%
Gross Margin	61-63%	58-62%	-	58-62%
Marketing & Sales	13-15%	13-15%	50 bp	12.5-14.5%
Research & Development	6-8%	6.5-8%	50 bp	6-7.5%
General & Administrative	9-11%	9-10%	100 to 150 basis points	8-9%
Non-GAAP Operating Income	~31%			28-30%