



Q4 2014 Earnings Conference Call

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Supplemental Metrics (\$000)

	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14	Q2'14	Q3'14	Q4'14
Cost of Revenue	\$1,988	\$2,081	\$2,082	\$1,985	\$1,989	\$2,045	\$2,089	\$2,083
Sales and Marketing	3,547	3,549	3,550	3,552	3,548	3,553	3,544	3,550
General and Administrative	309	337	335	329	332	347	356	355
Amortization of Intangible Assets	\$5,844	\$5,967	\$5,967	\$5,866	\$5,869	\$5,945	\$5,989	\$5,988
Cost of Revenue	\$168	\$149	\$194	\$181	\$178	\$94	\$151	\$100
Sales and Marketing	310	312	359	339	365	463	549	543
General and Administrative	1,318	1,240	1,202	1,238	1,478	1,598	1,703	1,611
Product Development	320	311	342	303	308	413	384	446
Stock-Based Compensation Expense	\$2,116	\$2,012	\$2,097	\$2,061	\$2,329	\$2,568	\$2,787	\$2,700



Revenue Backlog (\$ millions)

\$MM	Less Than or Equal to 12 Months ⁽¹⁾		Greater Than 12 Months ⁽²⁾		TOTAL BACKLOG	
	2014	2013	2014	2013	2014	2013
	DCM	\$10.0	\$9.4	\$1.0	\$0.3	\$11.0
Enterprise	50.3	45.1	13.2	14.0	63.5	59.0
M&A	19.6	17.0	0.3	-	19.9	17.0
Total	\$79.9	\$71.5	\$14.5	\$14.3	\$94.4	\$85.7
Y-o-Y Growth	12%		2%		10%	

¹ Billed (on B/S) and unbilled (off B/S) revenue to be recognized in next 12 months

² Billed (on B/S) and unbilled (off B/S) revenue to be recognized beyond 12 months