

RECONCILIATION OF GAAP TO NON-GAAP RESULTS
(In thousands, except per share amounts)
(Unaudited)

	Fiscal 2015					Fiscal 2016					Fiscal 2017					Fiscal 2018	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Reconciliation of GAAP gross profit to non-GAAP gross profit																	
GAAP gross profit	\$ 23,379	\$ 23,264	\$ 22,219	\$ 20,804	\$ 89,667	\$ 24,491	\$ 28,425	\$ 30,404	\$ 30,804	\$ 114,124	\$ 28,447	\$ 33,621	\$ 30,660	\$ 43,973	\$ 136,701	\$ 47,531	\$ 50,891
Severance included in cost of revenues	-	-	-	-	-	-	-	-	-	-	136	53	138	77	404	-	21
Amortization of intangible assets	632	457	468	469	2,026	435	442	434	143	1,454	52	52	52	50	206	35	35
Non-GAAP gross profit	\$ 24,011	\$ 23,721	\$ 22,687	\$ 21,273	\$ 91,693	\$ 24,926	\$ 28,867	\$ 30,838	\$ 30,947	\$ 115,578	\$ 28,635	\$ 33,726	\$ 30,850	\$ 44,100	\$ 137,311	\$ 47,566	\$ 50,947
Reconciliation of GAAP operating income (loss) to non-GAAP operating income (loss)																	
GAAP gross profit	\$ 23,379	\$ 23,264	\$ 22,219	\$ 20,804	\$ 89,667	\$ 24,491	\$ 28,425	\$ 30,404	\$ 30,804	\$ 114,124	\$ 28,447	\$ 33,621	\$ 30,660	\$ 43,973	\$ 136,701	\$ 47,531	\$ 50,891
Total operating expenses	21,138	20,755	20,955	21,846	84,694	20,761	21,089	21,338	21,841	85,029	22,939	22,969	23,176	24,811	93,895	26,967	29,923
GAAP operating income (loss)	\$ 2,241	\$ 2,509	\$ 1,264	\$ (1,042)	\$ 4,973	\$ 3,730	\$ 7,336	\$ 9,066	\$ 8,963	\$ 29,095	\$ 5,508	\$ 10,652	\$ 7,484	\$ 19,162	\$ 42,806	\$ 20,564	\$ 20,968
Non-GAAP adjustments to operating income (loss):																	
Amortization of intangible assets included in cost of revenues	632	457	468	469	2,026	435	442	434	143	1,454	52	52	52	50	206	35	35
Amortization of intangible assets included in operating expenses	38	25	26	25	114	24	-	-	-	24	-	-	-	-	-	-	-
Restructuring	58	-	-	1,322	1,380 (a)	-	-	-	-	-	-	-	-	-	-	-	-
Severance costs	-	-	-	-	-	-	-	-	-	-	284	173	206	586	1,249	-	360
Executive transition & search costs	-	-	-	-	-	-	-	-	-	-	-	230	125	46	401	422	236
Total non-GAAP adjustments to operating income (loss)	728	482	494	1,816	3,520	459	442	434	143	1,478	336	455	383	682	1,856	457	631
Non-GAAP operating income (loss)	\$ 2,969	\$ 2,991	\$ 1,758	\$ 774	\$ 8,493	\$ 4,189	\$ 7,778	\$ 9,500	\$ 9,106	\$ 30,573	\$ 5,844	\$ 11,107	\$ 7,867	\$ 19,844	\$ 44,662	\$ 21,021	\$ 21,599
Reconciliation of GAAP net income (loss) to non-GAAP net income (loss)																	
GAAP operating income (loss)	\$ 2,241	\$ 2,509	\$ 1,264	\$ (1,042)	\$ 4,973	\$ 3,730	\$ 7,336	\$ 9,066	\$ 8,963	\$ 29,095	\$ 5,508	\$ 10,652	\$ 7,484	\$ 19,162	\$ 42,806	\$ 20,564	\$ 20,784
Other income (expense)	632	(348)	267	44	595	117	(449)	149	223	40	(42)	258	36	240	492	259	(214)
GAAP income (Loss) before income taxes	2,873	2,161	1,531	(998)	5,568	3,847	6,887	9,215	9,186	29,135	5,466	10,910	7,520	19,402	43,298	20,823	20,570
Provision (benefit) for income taxes	317	817	713	816	2,663	380	856	1,332	(17,468)	(14,900)	114	2,622	1,756	8,604	13,096	4,442	2,895
GAAP net income (loss)	\$ 2,556	\$ 1,344	\$ 818	\$ (1,814)	\$ 2,905	\$ 3,467	\$ 6,031	\$ 7,883	\$ 26,654	\$ 44,035	\$ 5,352	\$ 8,288	\$ 5,764	\$ 10,798	\$ 30,202	\$ 16,381	\$ 17,675
Non-GAAP adjustments to net income (loss):																	
Total non-GAAP adjustments to non-GAAP operating income (loss)	728	482	494	1,816	3,520	459	442	434	143	1,478	336	455	383	682	1,856	457	631
Valuation allowance on deferred tax assets and other adjustments									(18,443)	(18,443) (b)	-	-	-	-	-	-	-
Tax Reform														2,569	2,569		
Adj. to tax provision: discrete tax items and tax effect of non-GAAP adjustments	-	-	-	-	-	-	-	-	-	-	(901)	(948)	(491)	(432)	(2,772)	(344)	(912)
Non-GAAP net income (loss)	\$ 3,284	\$ 1,826	\$ 1,312	\$ 2	\$ 6,425	\$ 3,926	\$ 6,473	\$ 8,317	\$ 8,354	\$ 27,070	\$ 4,787	\$ 7,795	\$ 5,656	\$ 13,617	\$ 31,855	\$ 16,494	\$ 17,394
Per share data:																	
GAAP net income (loss) per diluted share	\$ 0.11	\$ 0.06	\$ 0.03	\$ (0.07)	\$ 0.12	\$ 0.14	\$ 0.24	\$ 0.31	\$ 1.04	\$ 1.75	\$ 0.21	\$ 0.32	\$ 0.22	\$ 0.42	\$ 1.17	\$ 0.67	\$ 0.72
Non-GAAP net income (loss) per diluted share	\$ 0.14	\$ 0.08	\$ 0.05	\$ 0.00	\$ 0.26	\$ 0.16	\$ 0.26	\$ 0.33	\$ 0.33	\$ 1.08	\$ 0.19	\$ 0.30	\$ 0.22	\$ 0.53	\$ 1.23	\$ 0.67	\$ 0.71
Shares used in non-GAAP diluted income per share calculation	24,257	24,285	24,352	24,446	24,375	24,597	24,927	25,282	25,514	25,153	25,833	25,906	25,932	25,819	25,919	24,483	24,442
Reconciliation of net cash provided by operating activities to free cash flow																	
GAAP net cash provided by operating activities	(5,874)	(1,283)	9,505	(777)	1,571	499	12,721	20,881	11,584	45,685	3,075	7,183	5,126	5,219	20,603	32,714	26,257
Purchase of property and equipment	(502)	(541)	(322)	(481)	(1,846)	(610)	(1,918)	(821)	(650)	(3,999)	(47)	(1,489)	(806)	(2,862)	(5,204)	(1,319)	(442)
Free cash flow	\$ (6,376)	\$ (1,824)	\$ 9,183	\$ (1,258)	\$ (275)	\$ (111)	\$ 10,803	\$ 20,060	\$ 10,934	\$ 41,686	\$ 3,028	\$ 5,694	\$ 4,320	\$ 2,357	\$ 15,399	\$ 31,395	\$ 25,815

Notes:

- (a) Includes severance, facility lease termination and other costs associated with consolidating operations into the U.S. and management changes.
- (b) Reflects a non-cash valuation allowance release related to certain deferred tax assets.