

BlackLine

Investor Presentation | 2Q'23

As of August 8th, 2023



Safe Harbor

This presentation contains forward-looking statements. These statements may relate to, but are not limited to, expectations of future operating results or financial performance of BlackLine, Inc. (“BlackLine” or the “Company”), the calculation of certain key financial and operating metrics, capital expenditures, introduction of new solutions or products, expansion into new markets, regulatory compliance, plans for growth and future operations, technological capabilities, and ability to execute our technology and platform initiatives and strategic relationships, including our relationship with SAP, as well as assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “should,” “could,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “intend,” “potential,” “would,” “continue,” “ongoing” or the negative of these terms or other comparable terminology. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all.

Forward-looking statements are based on information available at the time those statements are made and/or management’s good faith beliefs and assumptions as of that time with respect to future events, and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward looking statements. These risks and uncertainties include, but are not limited to risks related to the Company’s ability to attract new customers and expand sales to existing customers; the extent to which customers renew their subscription agreements or increase the number of users; the impact of current and future economic uncertainty and other unfavorable conditions in the Company’s industry or the global economy; and other risks and uncertainties described in other filings we make with the Securities and Exchange Commission (the “SEC”) from time to time, including the risks described under the heading “Risk Factors” in our Annual Report on Form 10-K and our subsequent Quarterly Reports on Form 10-Q, which are available on our website at <http://investors.blackline.com> and on the SEC’s website at www.sec.gov. In light of these risks and uncertainties, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. Except as required by law, BlackLine does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

In addition, statements that “we believe” and similar statements reflect our beliefs and opinions on the relevant subject. These statements are based upon information available to us as of the date of this presentation, and while we believe such information forms a reasonable basis for such statements, such information may be limited or incomplete, and our statements should not be read to indicate that we have conducted an exhaustive inquiry into, or review of, all potentially available relevant information. These statements are inherently uncertain and investors are cautioned not to unduly rely upon these statements.

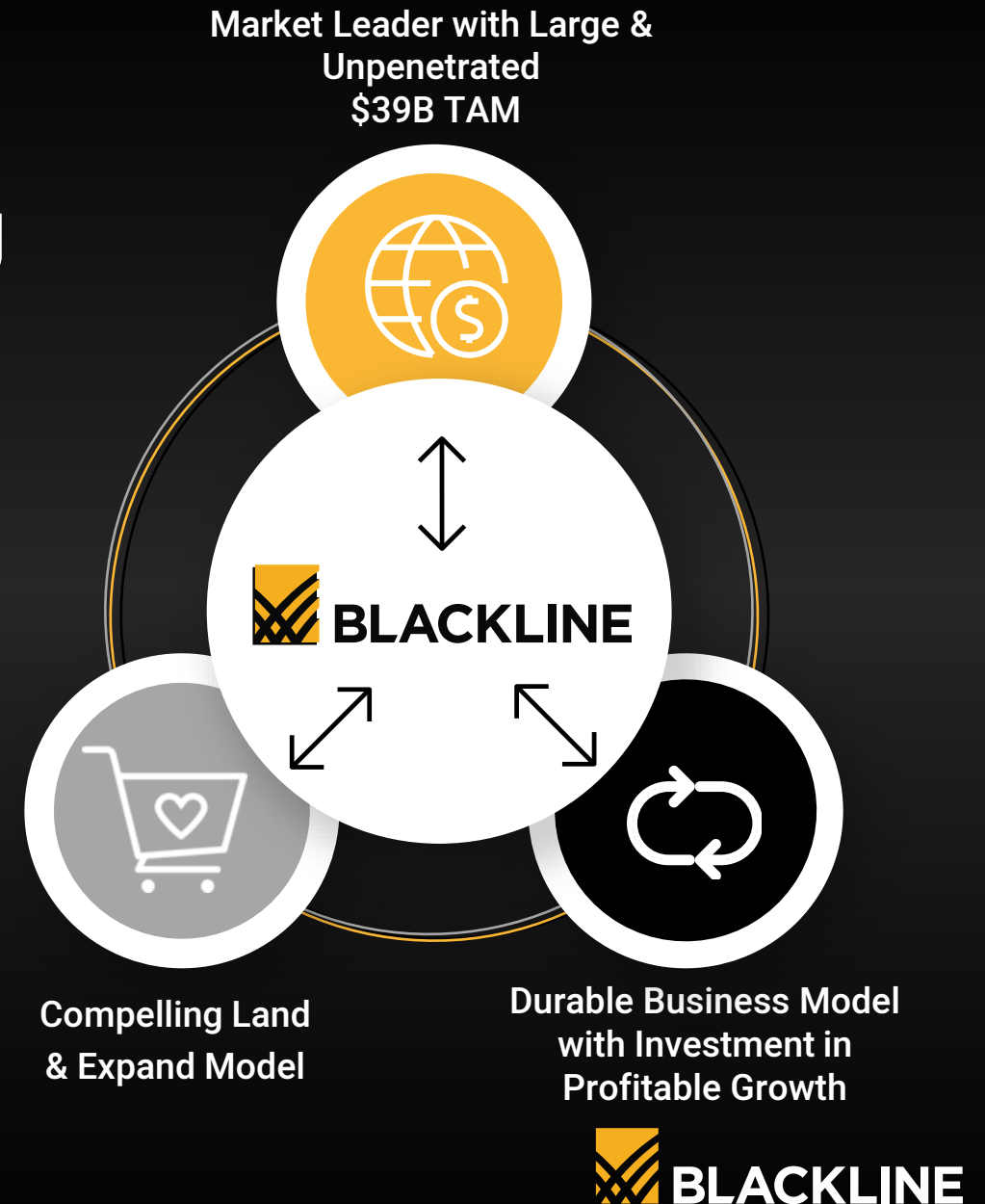
In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures, including non-GAAP gross profit, gross margin, free cash flow, sales and marketing expense, research and development expense, general and administrative expense, loss from operations, operating margin, net income and net income margin. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. The non-GAAP financial measures we use may differ from the non-GAAP financial measures used by other companies. A reconciliation of these measures to the most directly comparable GAAP measure is included in the Appendix to this presentation.

WHO WE ARE

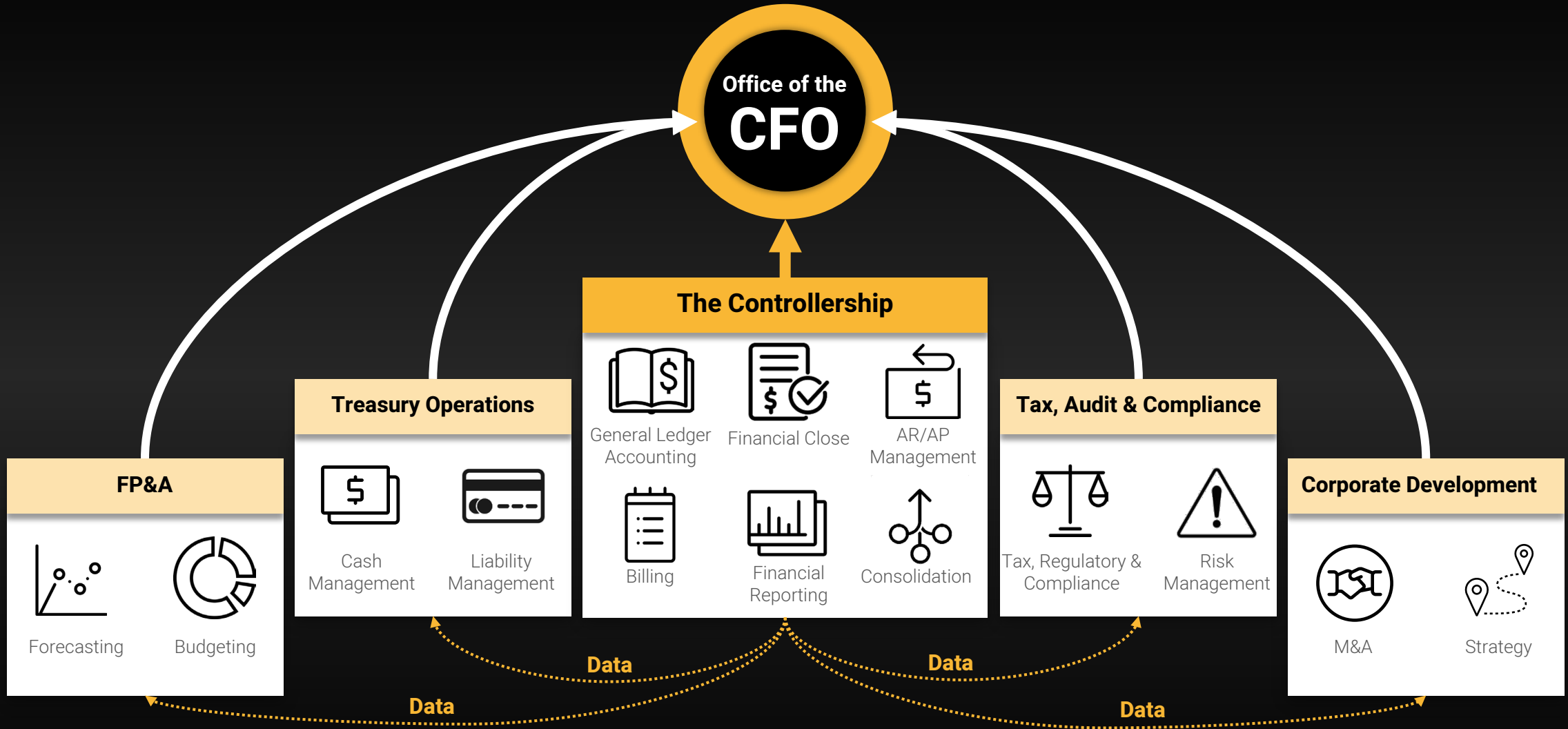
Champions of strategic accounting and finance transformation

OUR VISION

To be the indispensable platform for the office of the CFO

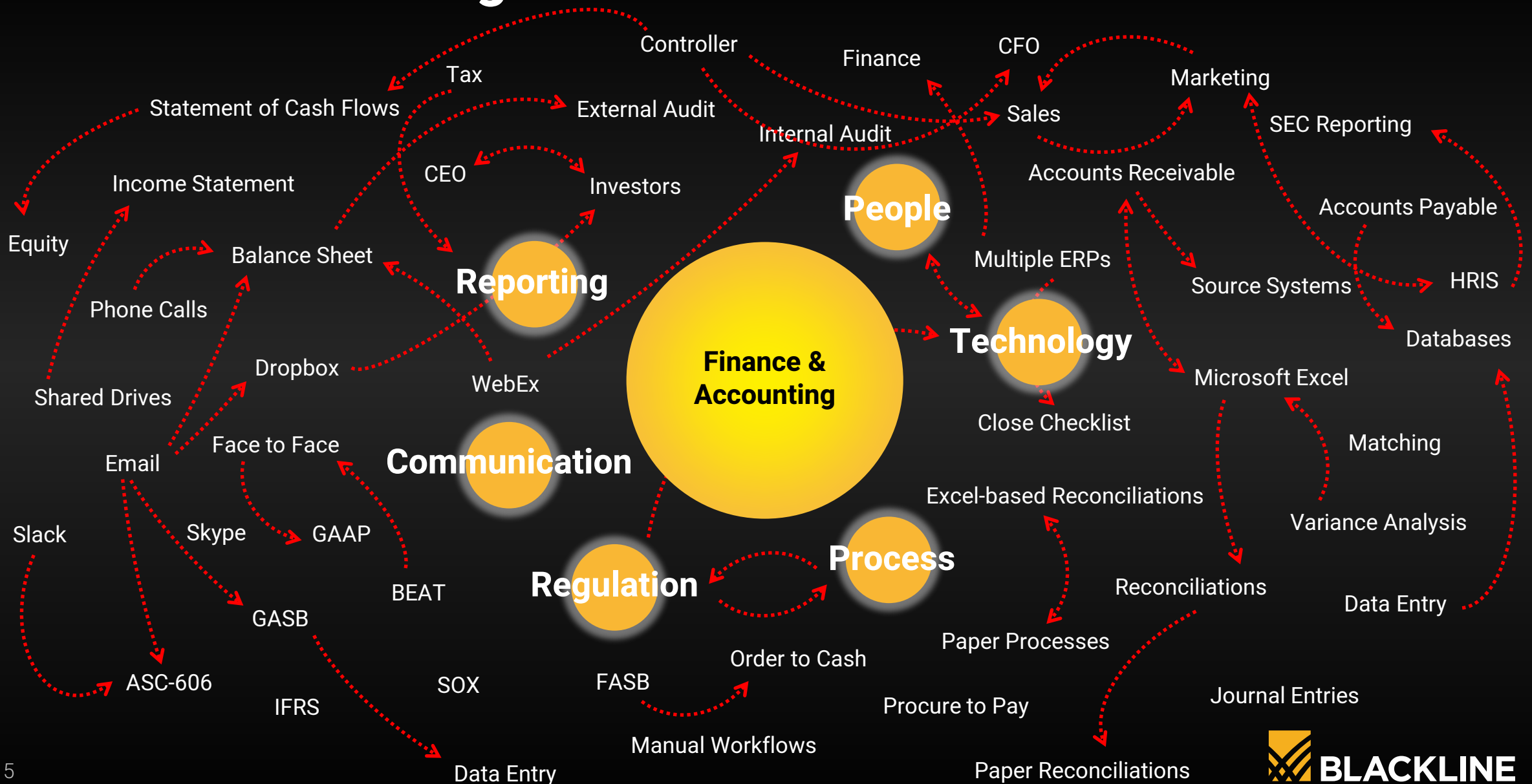


BlackLine's Market: The Office of the CFO

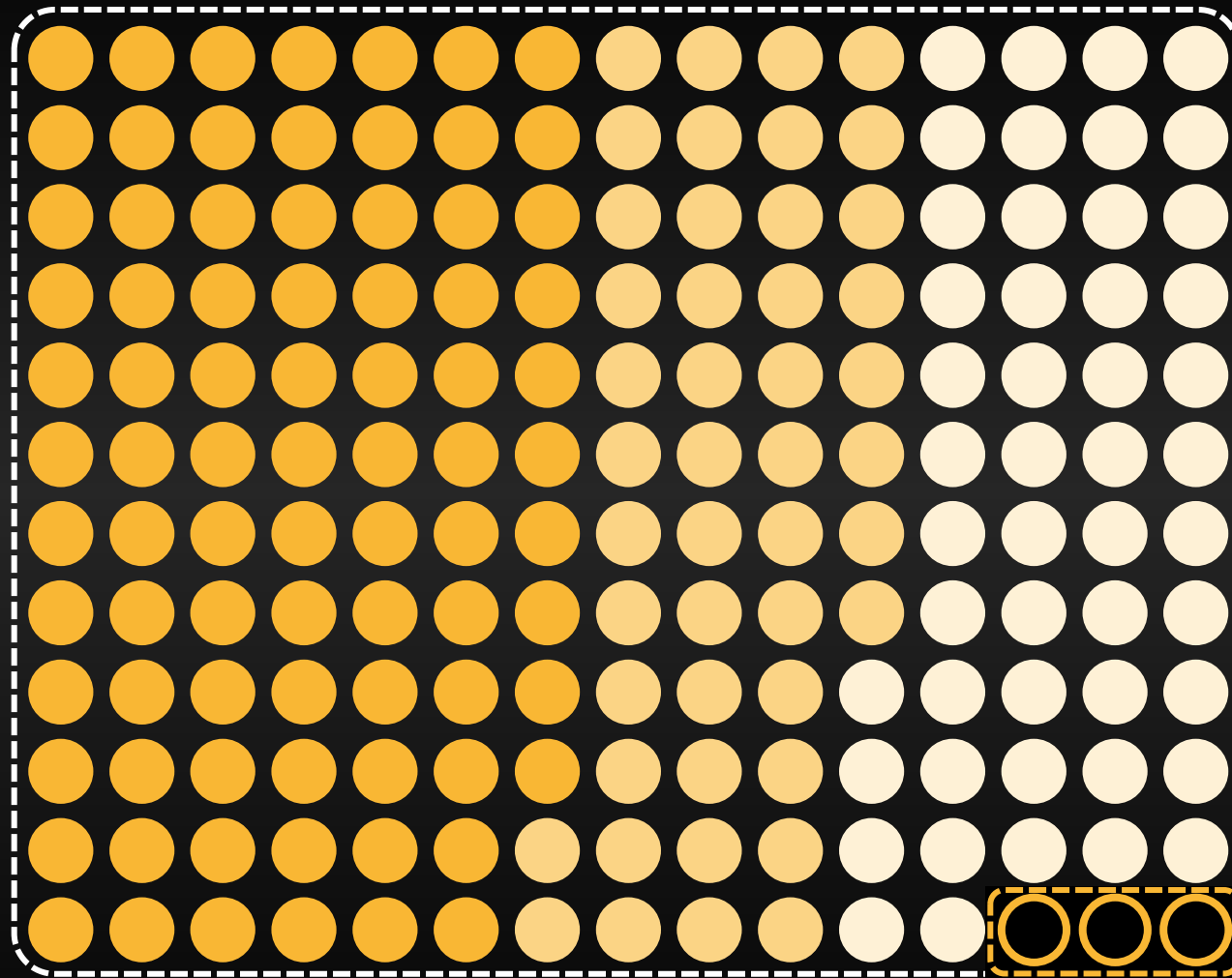


The controllership's **upstream position** makes it prime real estate within the office of the CFO

Manual Accounting Processes Are Not Sustainable



Market Leader with Large & Underpenetrated TAM



\$39B+

\$18.5B Financial Close Market ¹

\$10B Accounts Receivable Market ²

\$11B Intercompany Financial Management ³

Comprised of >200,000 Target Customers

\$558M BlackLine LTM Revenue

Comprised of 4,200+ Customers ⁴

¹ Source: Frost and Sullivan. TAM for Core Products.

² Source: Independent third-party analysis. Assumes ~40,000 target customers in the US, UK & EMEA with a maximum ARR spend of \$250K.

³ Source: Independent third-party analysis.

⁴As of June 30, 2023.

Strength Across Geographies, Sectors & Sizes



CONSUMER AND RETAIL



TECHNOLOGY



INDUSTRIAL AND ENERGY



HEALTHCARE



SERVICES



FINANCIAL SERVICES

Coca-Cola

ebay

GoodRx

Tropicana

PHILIPS

PLURALSIGHT

salesforce

zendesk

Alaska
AIRLINES

DOW

QANTAS

Renault
Group

aetna

Ascension

Quest
Diagnostics

United
Healthcare

the chefsWAREHOUSE

HYATT

Kempinski
HOTELIERS SINCE 1897

XPO
Logistics

dun & bradstreet

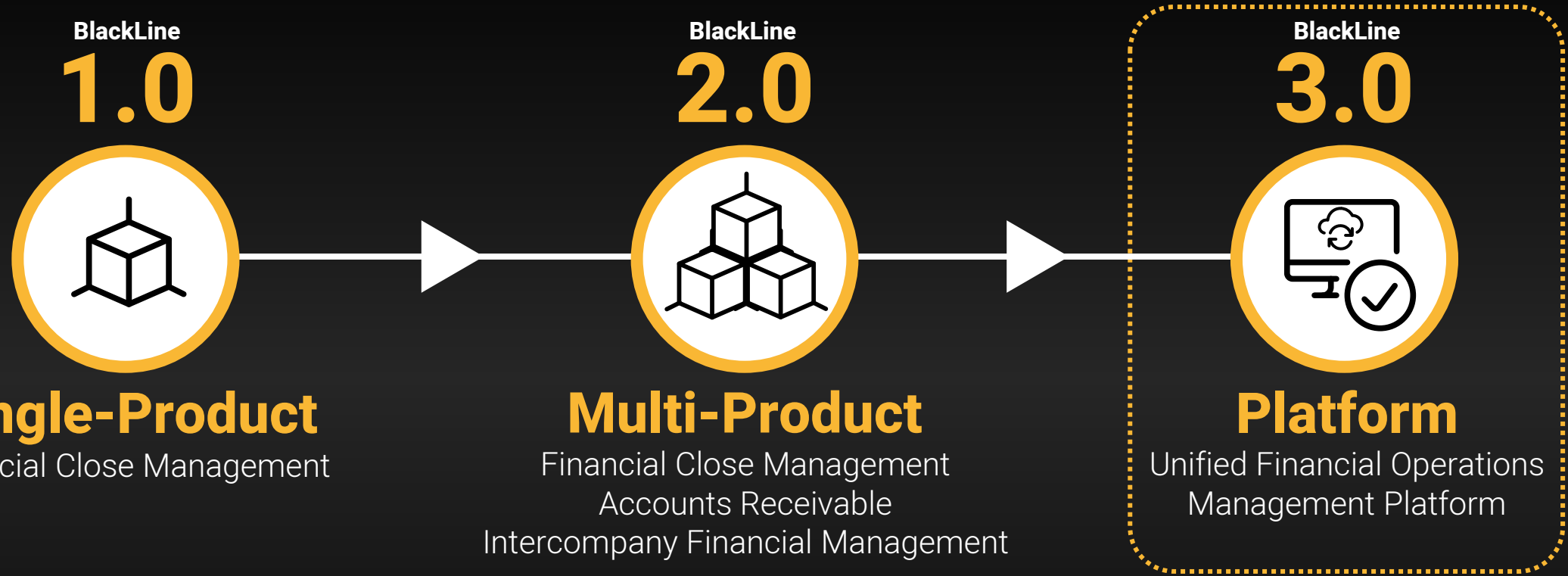
FRANKLIN TEMPLETON
INVESTMENTS

Nasdaq

SUNTRUST

Building an Industry Leading Automation Platform

BlackLine is closer than ever before in realizing its plan to become a platform financial operations solution provider



Drive accountability through visibility. Reporting & Dashboards

Build accuracy, control, and consistency into every process. Financial Controls from Order to Cash to the Financial Close & Compliance

Automate the repetitive to enable higher-value work. Intelligent Automation

Unify systems and data for a complete financial story. Secure integrations, ERP connectors & APIs

A Platform for the Future

BlackLine's Financial Operations Management Platform drives modern accounting & optimizes financial operations

Financial Operations Management Platform

BlackLine Accounting Studio

Financial Close

- Account Reconciliations
- Task Management
- Journal Entry
- Compliance
- Variance Analysis
- Consolidation Integrity
- Account Analysis

Core Products

Accounts Receivable

- Cash Application
- Credit & Risk
- Collections
- Disputes & Deductions
- Team & Task
- AR Intelligence

Strategic Products

Intercompany Financial Management

- Non-Trade
- Balance & Resolve
- Net & Settle

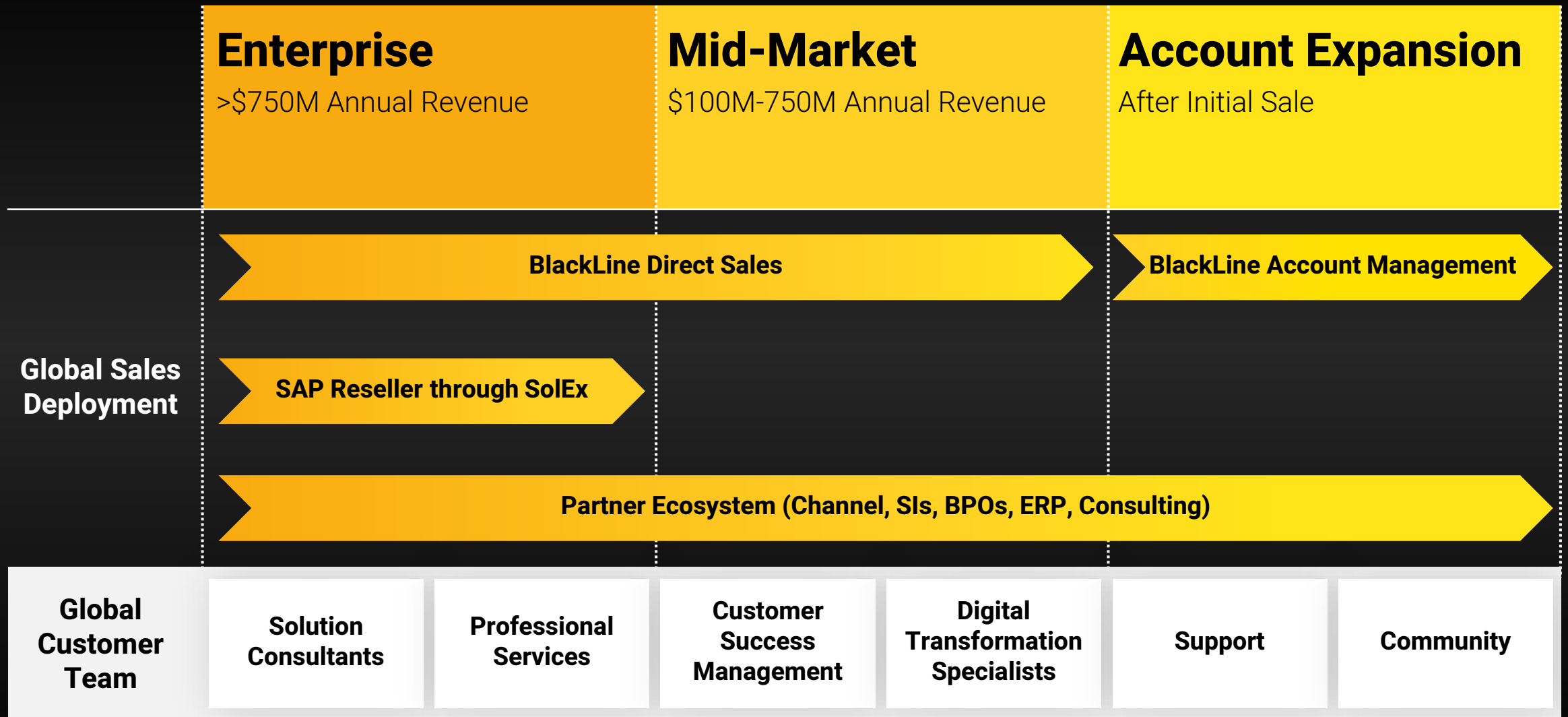
Smart Close

- SAP Smart Close

Transaction Matching

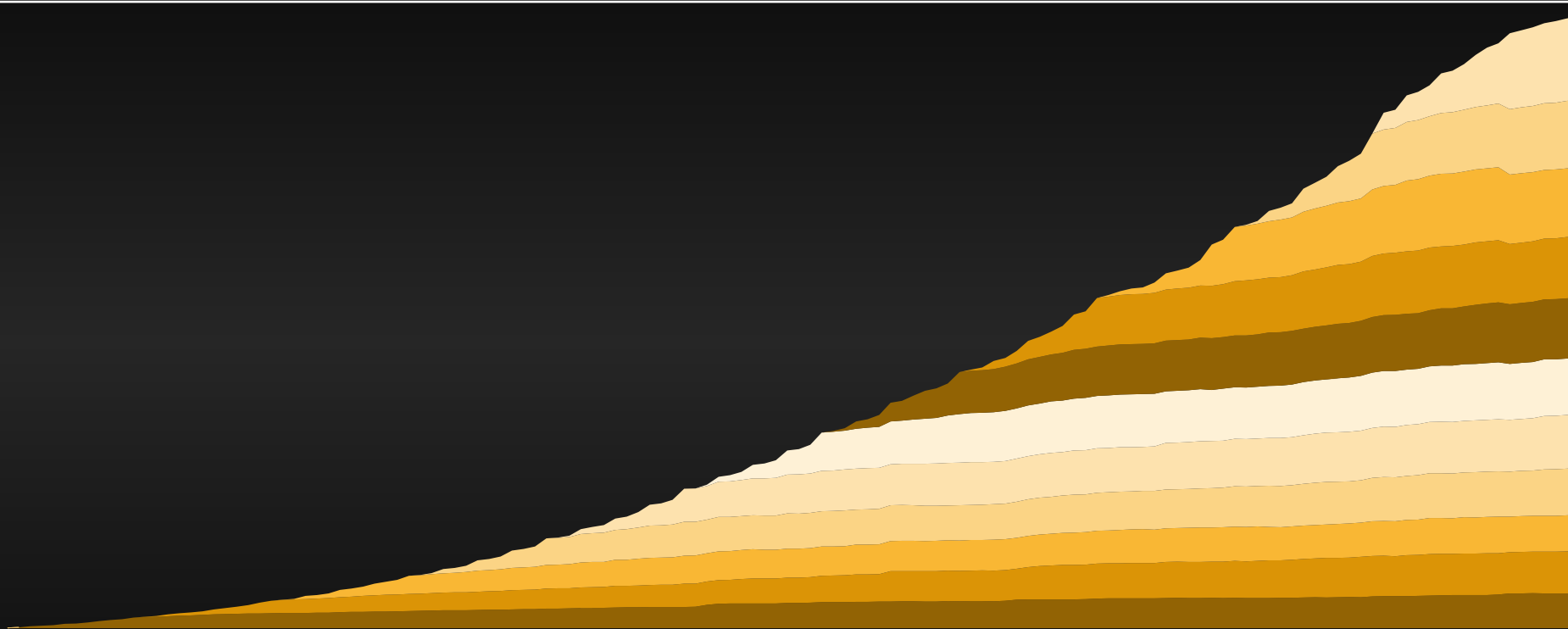
Financial Reporting Analytics

Our Go-To-Market & Customer Strategy



Demonstrated Ability to Drive Land and Expand Platform

Annualized Revenue by Customer Cohort¹



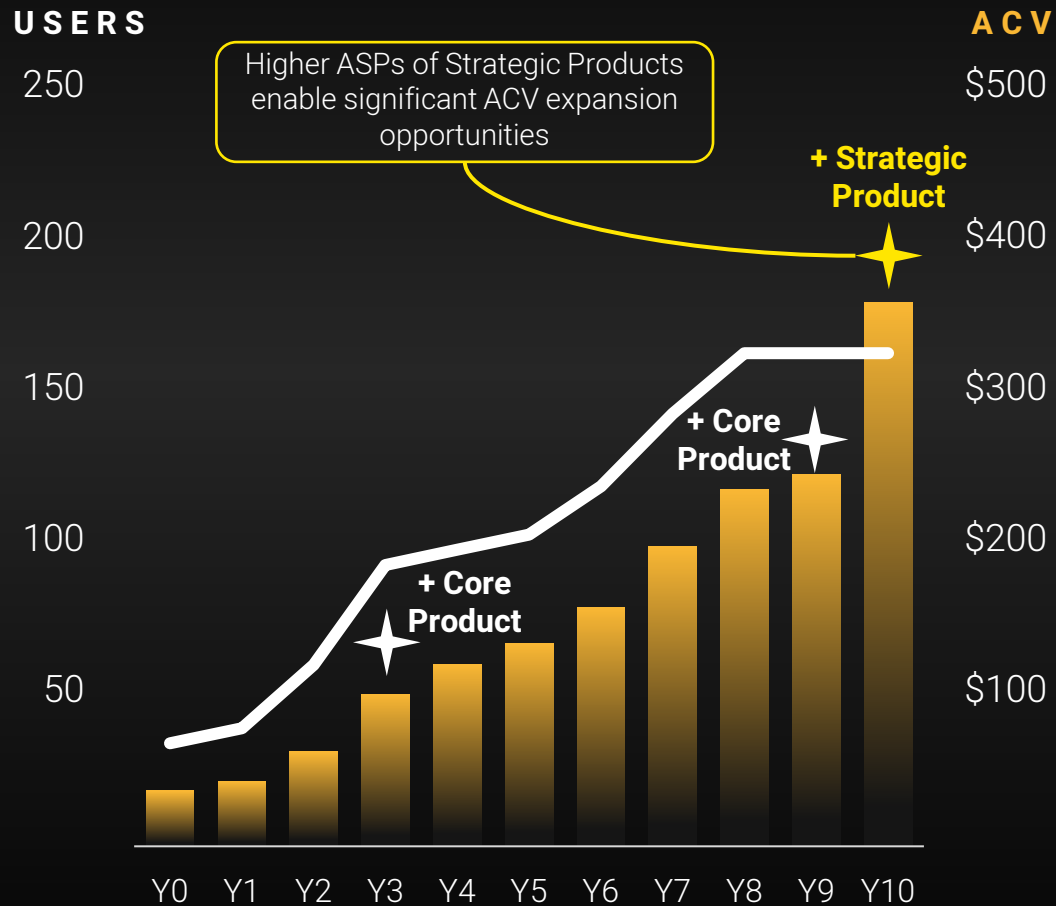
Cohort	Growth Multiple
2022	1.2x
2021	1.4x
2020	1.4x
2019	1.4x
2018	1.5x
2017	1.7x
2016	1.9x
2015	2.1x
2014	2.4x
2013	4.1x
2012	4.9x

¹Reflects annualized subscription and support revenue for the group of customers that became our customers in each respective cohort year. A “cohort” is a grouping of customers by the year specified. For instance, the 2012 cohort includes all customers whose contract start date is between January 1, 2012, and December 31, 2012. We calculate annualized subscription and support revenue at a particular date as the total amount of minimum subscription and support revenue contractually committed under each of our customer agreements for that month through the remaining term of the agreement, divided by the remaining number of months in the term of the agreement, multiplied by twelve. We calculate initial annualized subscription and support revenue for any given cohort year as the sum of annualized subscription and support revenue as of the first month of each customer agreement that was entered into within that given cohort year. Accordingly, in contrast to annualized subscription and support revenue, initial annualized subscription and support revenue does not reflect any changes in the payments due under or the duration of customer agreements following the first month of the customer agreement. Our annualized subscription and support revenue as of June 30, 2023, for each of our 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021 and 2022 customer cohorts represented an increase over the initial annualized subscription and support revenue for such customer cohorts, shown as the “Growth Multiple” above.

Expanding Within Our Customers

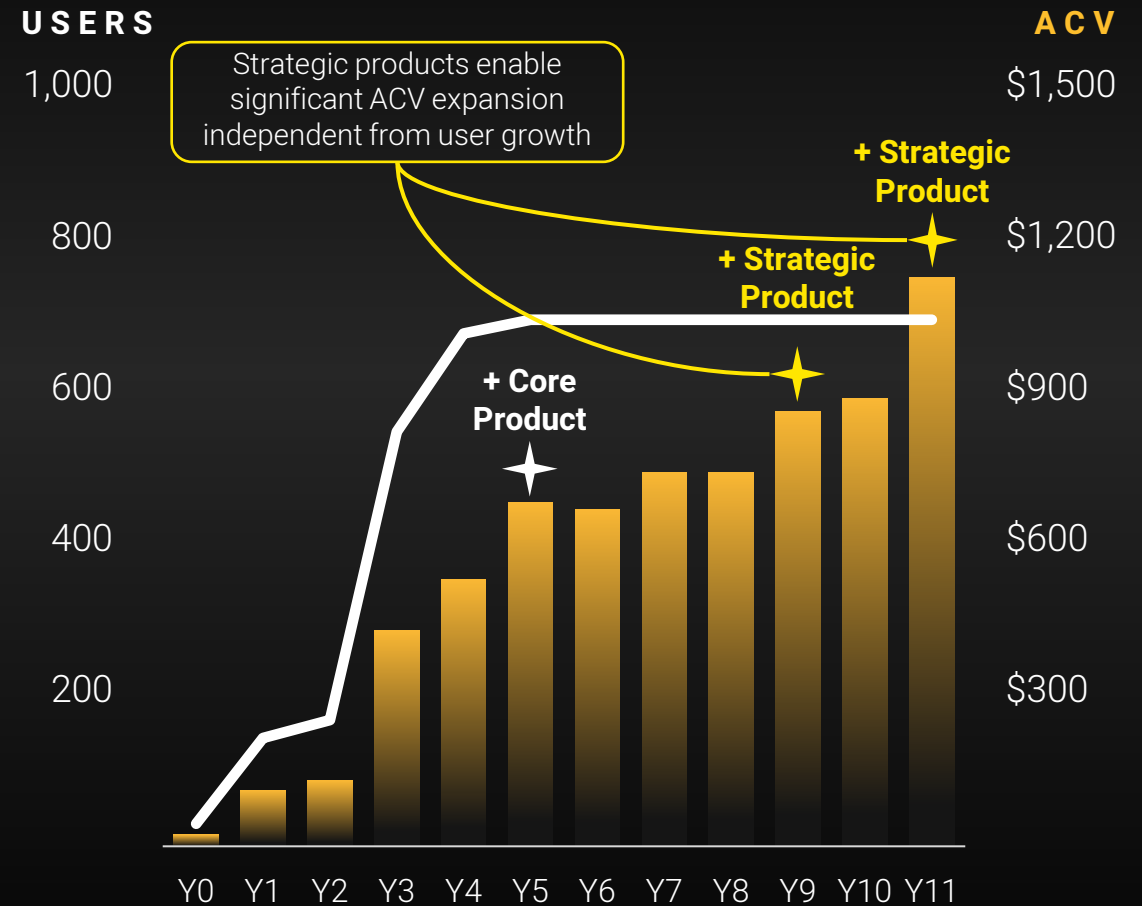
Enterprise Consumer Retail Customer

Current ACV of ~\$350k



Enterprise Global Industrials Customer

Current ACV of ~\$1.1M



Extending the Competitive Moat Drives Further Growth

Indispensable Platform for the Office of the CFO

- **Expanded functionality for the controllership**
- SaaS-based platform
- End-to-end accounting automation technology
- Highly scalable and configurable
- ERP agnostic

Strong Partner Ecosystem

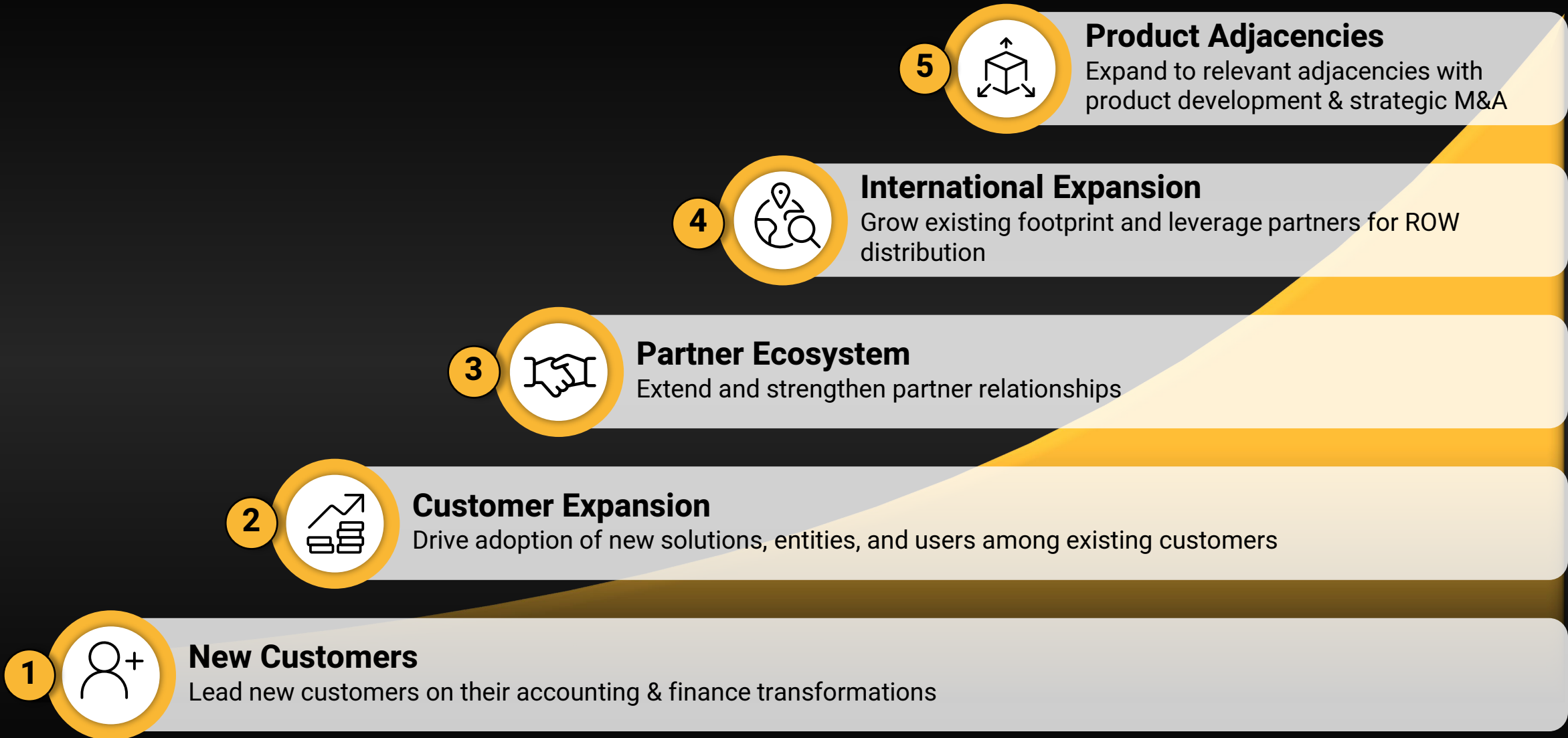
- Strategic reseller partnership with SAP Solution Extensions
- Global & regional consulting alliances
- Partner validation, C-Suite access & influence, and partner deployments
- Comprehensive partner enablement program

Customer Engagement & Success

- Guide all 4,200+ customers along their path to digital transformation, accelerate platform adoption and expand net revenue retention via:
- Leveraging Blackline expertise and best practices
 - Providing one-on-one and one-to-many optimization workshops
 - BeyondTheBlack user conference attended by 5,000+ participants



Numerous Levers to Drive Sustained Growth



2Q'23 Financial Highlights



4,200+

Customers

In 130+ countries



13%

Revenue Growth

94% SaaS recurring revenue



~\$566M

Total ARR¹

13% YoY increase



12%

FCF Margin²

\$18M of FCF generated



\$1.5k

ARPU³

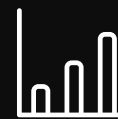
On our 377,000+ user base



79%

Gross Margin²

Highly-profitable business model



\$779M

RPO

14% YoY increase



106%

Net Revenue Retention

Compelling value proposition

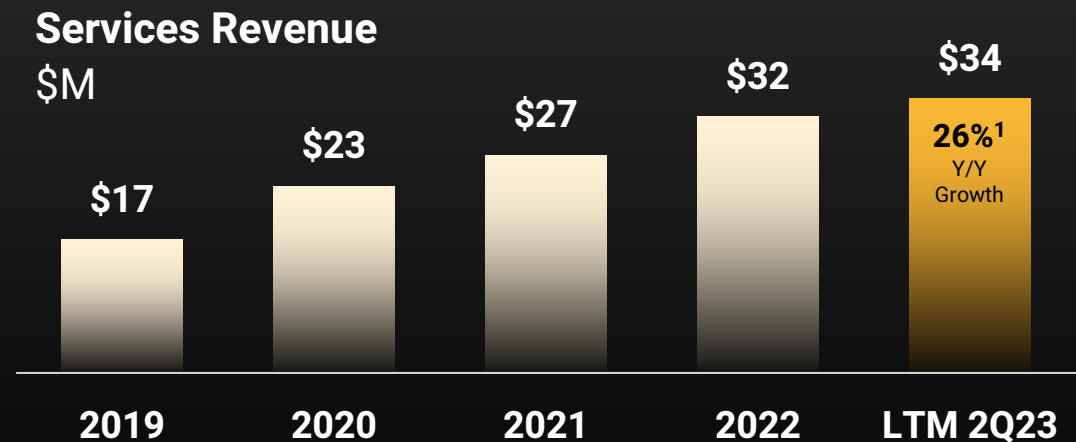
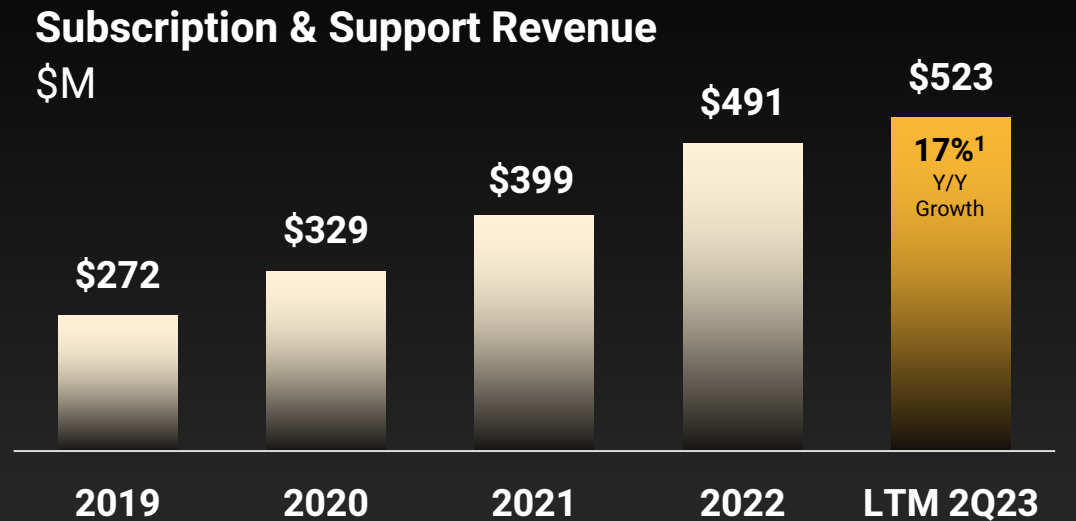
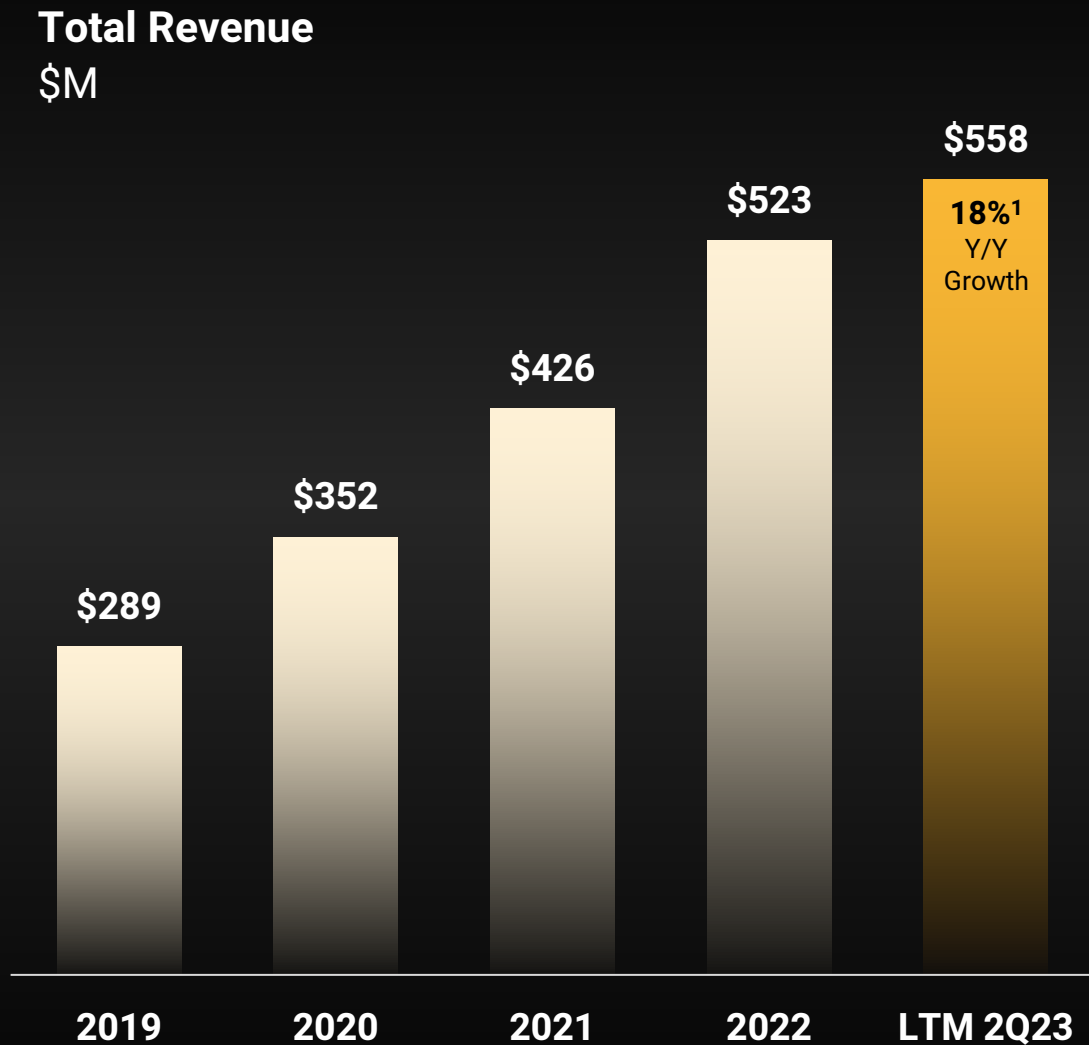
Note: YoY growth as of June 30, 2023.

¹ BlackLine defines ARR as: contracted recurring revenue components of term subscriptions and support normalized to a one-year period.

² Represents a Non-GAAP metric. See appendix for GAAP financial measures and reconciliations.

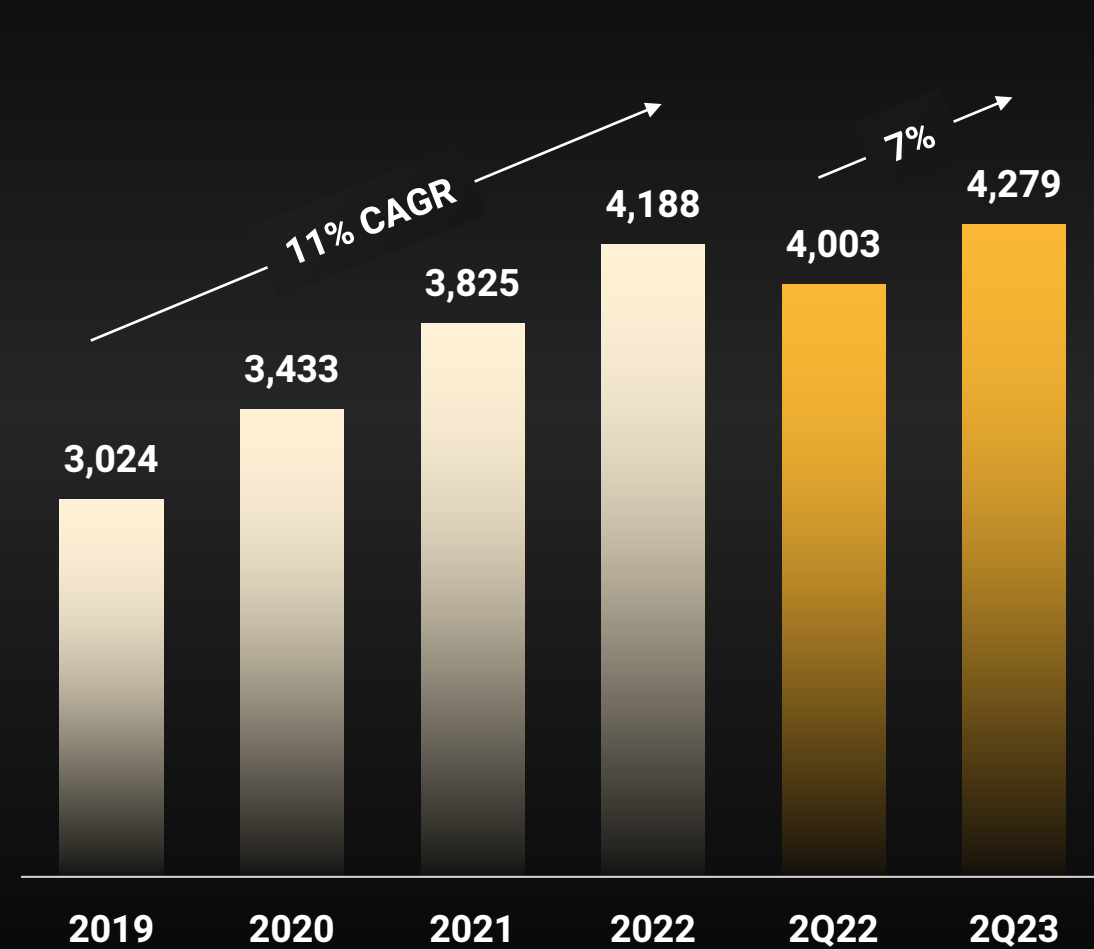
³ Calculated as total ARR divided by total users as of June 30, 2023.

Highly Visible Subscription Growth Model

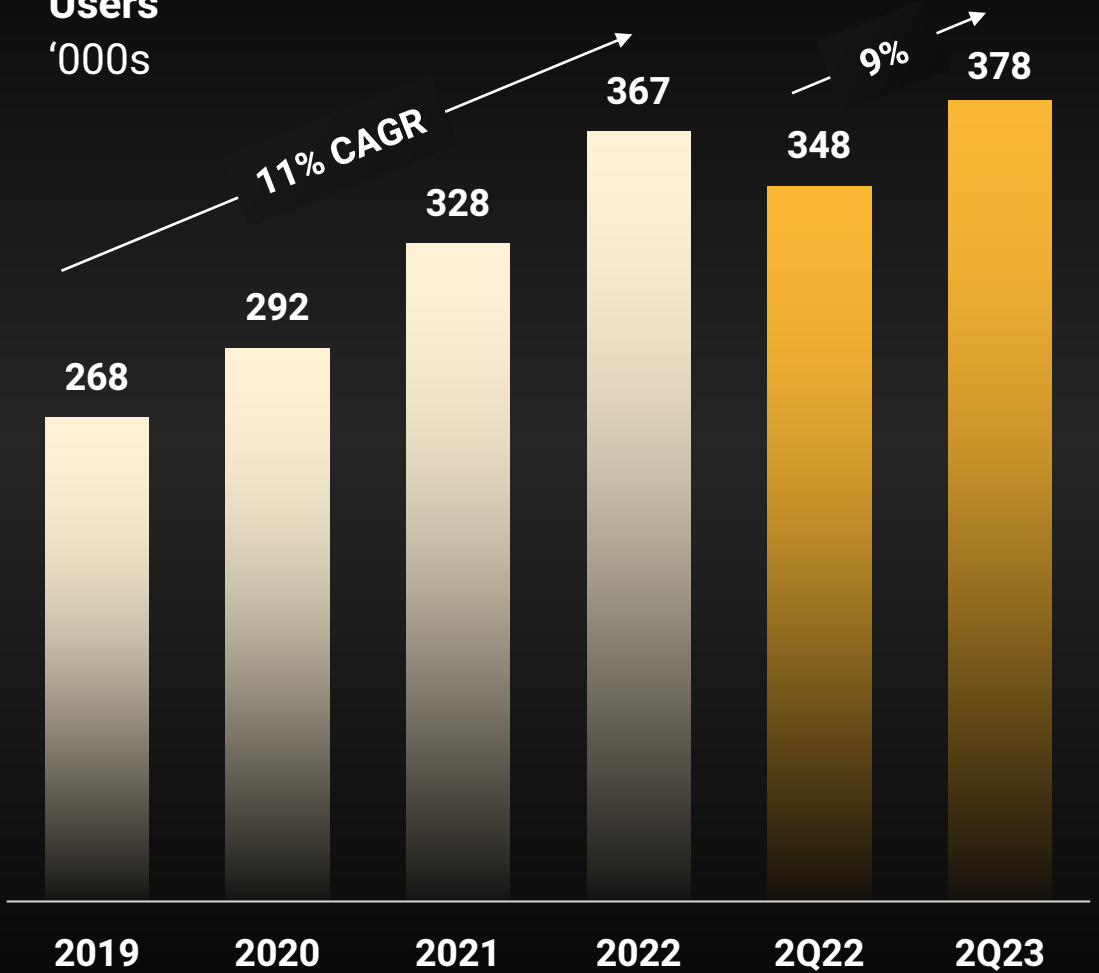


Consistent Customer and User Growth

Customers

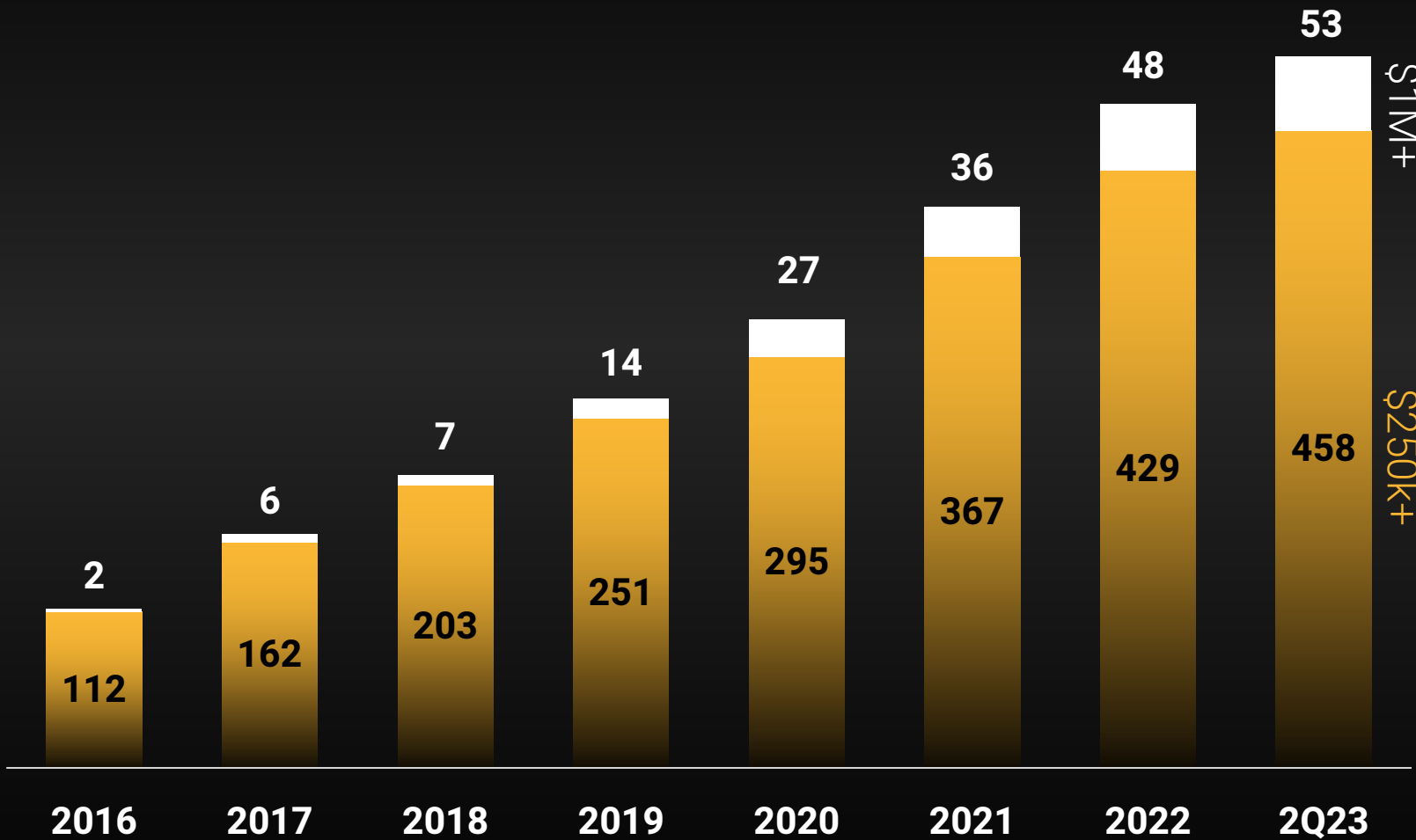


Users
'000s



Continuously Growing Our Customer Wallet Share

More than 510 customers with an ARR¹ of \$250k+



66%

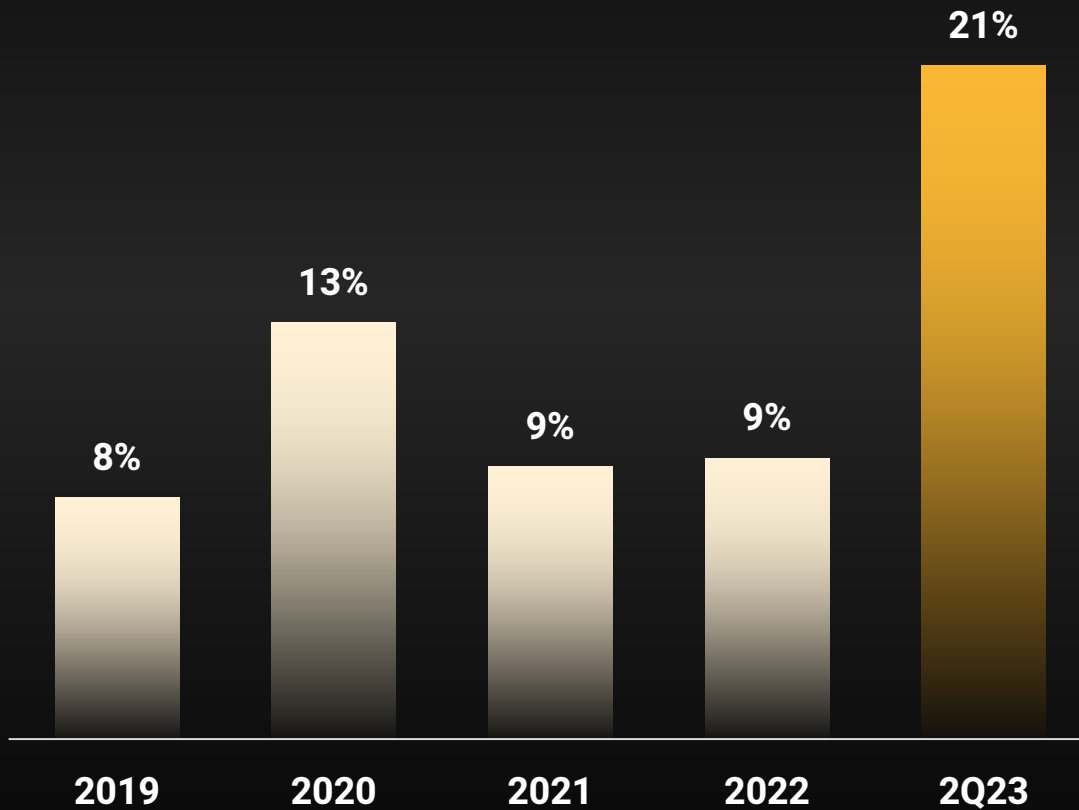
CAGR in customers spending \$1M or more

26%

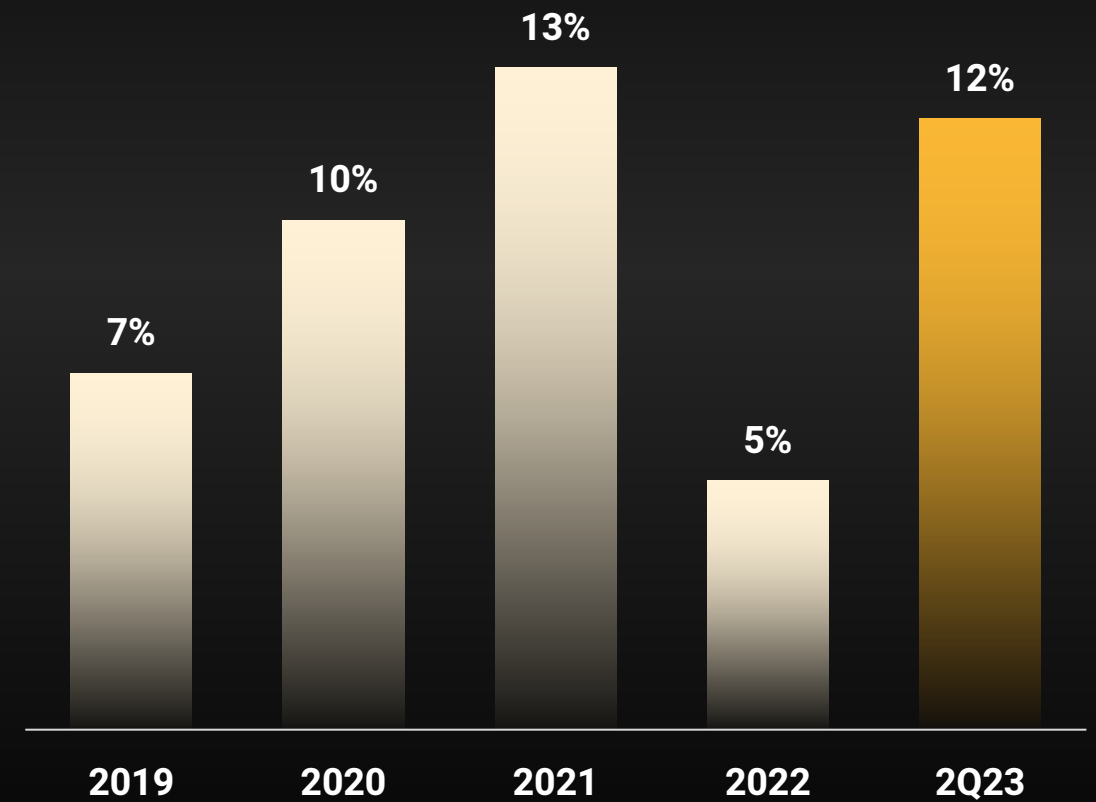
CAGR in customers spending \$250K or more

Demonstrated Profitability & Cash Flow

Non-GAAP Net Income Margin¹



Free Cash Flow Margin



Medium-Term Targets & Long-Term Target Model

Metric	2019	2020	2021	2022	MT ¹ Target	LT Model	Primary Drivers
Total Revenue Growth	27%	22%	21%	23%	20% - 25%		Customer expansion, upsell/cross-sell, new logo growth
Gross Margin ²	83%	83%	80%	79%	80% - 82%	83%+	Completion of cloud-transition, scaled expansion
S&M (% of revenue) ²	48%	42%	41%	42%	38% - 40%	~38%	Efficiency, shrinking CAC with evolving upsell/cross-sell mix
R&D (% of revenue) ²	13%	14%	16%	17%	15% - 16%	~15%	Continue to fund product & innovation roadmap
G&A (% of revenue) ²	16%	15%	15%	15%	11% - 12%	7% - 9%	G&A investment inflection point, economies of scale
Operating Margin ²	6%	12%	9%	6%	15% - 20%	21% - 23%	Operating efficiencies & scale
Free Cash Flow ²	7%	10%	13%	5%	16% - 21%		Operating efficiencies & scale

2019-21 are under ASC 606.

¹ Medium-Term ("MT") defined as forward-looking 3 to 5-year horizon established 11/8/22.

² Represents a Non-GAAP metric. See appendix for GAAP financial measures and reconciliations.

Appendix

NON-GAAP RECONCILIATIONS, NON-GAAP GROSS PROFIT AND FREE CASH FLOW (\$ IN 000'S)

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	2018	2019	2020	2021	2022
Non-GAAP Revenues																			
GAAP Revenues	\$82,598	\$83,272	\$90,157	\$95,710	\$98,856	\$102,122	\$109,402	\$115,326	\$120,236	\$128,477	\$134,268	\$139,957	\$138,984	\$144,574	\$227,788	\$288,976	\$351,737	\$425,706	\$522,938
Purchase accounting adjustment to revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-GAAP Revenues	\$82,598	\$83,272	\$90,157	\$95,710	\$98,856	\$102,122	\$109,402	\$115,326	\$120,236	\$128,477	\$134,268	\$139,957	\$138,984	\$144,574	\$227,788	\$288,976	\$351,737	\$425,706	\$522,938
Non-GAAP Gross Profit																			
GAAP Gross Profit	\$66,533	\$66,529	\$73,175	\$76,528	\$76,966	\$78,550	\$84,965	\$87,354	\$89,563	\$95,554	\$101,842	\$106,594	\$103,713	\$107,458	\$176,914	\$230,001	\$282,765	\$327,835	\$393,553
Amortization of acquired developed technology	175	176	176	665	665	670	675	675	2,337	2,957	3,011	3,010	2,949	2,980	6,863	4,797	1,192	2,685	11,315
Stock-based compensation expense	1,323	1,706	1,871	1,996	1,750	2,227	2,213	2,220	1,714	2,249	2,346	2,286	2,797	3,273	3,265	4,814	6,896	8,410	8,595
Transaction-related costs	-	-	-	-	-	-	-	-	272	374	352	357	213	174	-	-	-	-	1,355
Total Non-GAAP Gross Profit	\$68,031	\$68,411	\$75,222	\$79,189	\$79,381	\$81,447	\$87,853	\$90,249	\$93,886	\$101,134	\$107,551	\$112,247	\$109,672	\$113,885	\$187,042	\$239,612	\$290,853	\$338,930	\$414,818
<i>Total Non-GAAP Gross Profit Margin</i>	<i>82.4%</i>	<i>82.2%</i>	<i>83.4%</i>	<i>82.7%</i>	<i>80.3%</i>	<i>79.8%</i>	<i>80.3%</i>	<i>78.3%</i>	<i>78.1%</i>	<i>78.7%</i>	<i>80.1%</i>	<i>80.2%</i>	<i>78.9%</i>	<i>78.8%</i>	<i>82.1%</i>	<i>82.9%</i>	<i>82.7%</i>	<i>79.6%</i>	<i>79.3%</i>
Free Cash Flow																			
Cash flows from operating activities	\$8,517	\$9,617	\$21,789	\$14,812	\$28,505	\$12,388	\$17,074	\$22,126	\$176	\$5,907	\$24,176	\$25,754	\$22,867	\$24,551	\$16,140	\$29,724	\$54,735	\$80,093	\$56,013
Capitalized software development costs	(2,289)	(2,705)	(2,844)	(2,740)	(4,021)	(3,542)	(3,677)	(3,296)	(4,657)	(5,109)	(5,186)	(4,256)	(6,879)	(5,439)	(5,675)	(5,060)	(10,578)	(14,536)	(19,208)
Purchase of property and equipment	(1,152)	(1,072)	(291)	(3,998)	(1,096)	(626)	(3,475)	(3,532)	(1,528)	(5,775)	(2,439)	(1,232)	(1,676)	(1,153)	(6,284)	(4,632)	(6,513)	(8,729)	(10,974)
Financed purchases of property and equipment	(169)	(56)	(169)	(168)	(169)	(252)	(128)	-	-	(84)	-	-	-	-	-	(427)	(562)	(549)	(84)
Purchases of intangible assets	-	(2,333)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(2,333)	-	-
Free Cash Flow	\$4,907	\$3,451	\$18,485	\$7,906	\$23,219	\$7,968	\$9,794	\$15,298	(\$6,009)	(\$5,061)	\$16,551	\$20,266	\$14,312	\$17,959	\$4,181	\$19,605	\$34,749	\$56,279	\$25,747
<i>Free Cash Flow Margin</i>	<i>5.9%</i>	<i>4.1%</i>	<i>20.5%</i>	<i>8.3%</i>	<i>23.5%</i>	<i>7.8%</i>	<i>9.0%</i>	<i>13.3%</i>	<i>(5.0%)</i>	<i>(3.9%)</i>	<i>12.3%</i>	<i>14.5%</i>	<i>10.3%</i>	<i>12.4%</i>	<i>1.8%</i>	<i>6.8%</i>	<i>9.9%</i>	<i>13.2%</i>	<i>4.9%</i>

NON-GAAP RECONCILIATIONS NON-GAAP OPERATING INCOME AND NON-GAAP NET INCOME (\$'000'S)

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	2018	2019	2020	2021	2022	
Non-GAAP Income (Loss) from Operations																				
GAAP Income (Loss) from Operations	(\$7,337)	(\$3,326)	(\$2,036)	(\$7,192)	(\$18,705)	(\$9,672)	\$5,951	(\$16,188)	(\$25,364)	(\$12,693)	(\$21,419)	\$3,278	(\$15,313)	\$17,920	(\$29,836)	(\$27,899)	(\$19,891)	(\$38,614)	(\$56,198)	
Amortization of intangible assets	1,543	1,622	1,622	2,892	2,893	2,907	2,630	2,049	4,162	5,206	5,182	5,181	5,085	5,134	13,023	10,265	7,679	10,479	19,731	
Stock-based compensation expense	9,456	12,616	13,326	14,292	14,794	17,065	16,930	17,081	15,902	20,609	20,899	18,474	20,883	20,451	20,895	34,052	49,690	65,870	75,884	
Change in fair value of contingent consideration	145	(221)	(72)	176	7,702	(782)	(10,346)	668	(1,816)	(14,042)	1,745	(21,017)	3,106	(25,535)	450	46	28	(2,758)	(35,130)	
Legal settlement costs (gains)	-	-	-	-	-	-	-	-	690	-	1,019	-	-	-	-	(380)	-	-	1,709	
Transaction-related costs	-	-	1,790	2,946	-	-	-	1,586	7,033	3,676	3,272	2,850	790	1,219	-	-	4,736	1,586	16,831	
Shelf offering costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	401	212	-	-	-	
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	5,330	-	-	-	-	-	-	5,330	
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	3,841	1,014	135	-	-	-	-	3,841	
Total Non-GAAP Income (Loss) From Operations	\$3,807	\$10,691	\$14,630	\$13,114	\$6,684	\$9,518	\$15,165	\$5,196	\$607	\$2,756	\$10,698	\$17,937	\$15,565	\$19,324	\$4,933	\$16,296	\$42,242	\$36,563	\$31,998	
<i>Total Non-GAAP Income From Operations Margin</i>	<i>4.6%</i>	<i>12.8%</i>	<i>16.2%</i>	<i>13.7%</i>	<i>6.8%</i>	<i>9.3%</i>	<i>13.9%</i>	<i>4.5%</i>	<i>0.5%</i>	<i>2.1%</i>	<i>8.0%</i>	<i>12.8%</i>	<i>11.2%</i>	<i>13.4%</i>	<i>2.2%</i>	<i>5.6%</i>	<i>12.0%</i>	<i>8.6%</i>	<i>6.1%</i>	
Non-GAAP Net Income (Loss) attributable to BlackLine																				
Net income (loss) attributable to BlackLine ¹	(\$12,843)	(\$8,332)	(\$8,751)	(\$16,985)	(\$38,964)	(\$25,446)	(\$13,741)	(\$37,010)	(\$10,011)	(\$10,665)	(\$20,019)	\$11,304	(\$12,008)	\$30,849	(\$28,714)	(\$32,535)	(\$46,911)	(\$115,161)	(\$29,391)	
Provision for (benefit from) income taxes related to acquisitions	(16)	(72)	35	(616)	81	146	(636)	(552)	(13,136)	145	299	(942)	(181)	286	(540)	90	(669)	(961)	(13,634)	
Shelf offering costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	401	212	-	-	-	
Stock-based compensation expense	9,456	12,616	13,326	14,292	14,787	17,031	16,877	17,028	15,840	20,517	20,802	18,417	20,740	20,364	20,895	34,052	49,690	65,723	75,576	
Amortization of debt discount and issuance costs	5,532	5,584	5,758	5,815	7,651	15,590	16,031	16,266	1,357	1,373	1,389	1,392	1,362	1,379	-	8,410	22,689	55,538	5,511	
Amortization of acquired intangible assets	1,543	1,622	1,622	2,892	2,893	2,907	2,630	2,049	4,162	5,206	5,182	5,181	5,085	5,134	13,023	10,265	7,679	10,479	19,731	
Change in fair value of contingent consideration	145	(221)	(72)	176	7,702	(782)	(10,346)	668	(1,816)	(14,042)	1,745	(21,017)	3,106	(25,535)	450	46	28	(2,758)	(35,130)	
Transaction-related costs	-	-	1,790	2,946	-	-	-	1,586	7,033	3,676	3,272	2,850	790	1,219	-	-	4,736	1,586	16,831	
Legal settlement costs (gains)	-	-	-	-	-	-	-	-	690	-	1,019	-	-	-	-	(380)	-	-	1,709	
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	5,330	-	-	-	-	-	-	5,330	
Restructuring costs	-	-	-	-	-	-	-	-	-	-	-	3,841	1,014	135	-	-	-	-	3,841	
Adjustment to redeemable non-controlling interest	2,201	719	1,319	4,619	5,937	154	4,275	4,711	(3,417)	(1,185)	1,375	(904)	5,192	(3,103)	-	1,833	8,858	15,077	(4,131)	
Loss on extinguishment of convertible senior notes	-	-	-	-	7,012	-	-	-	-	-	-	-	-	-	-	-	-	-	7,012	-
Total Non-GAAP Net Income (Loss) attributable to BlackLine	\$6,018	\$11,916	\$15,027	\$13,139	\$7,099	\$9,600	\$15,090	\$4,746	\$702	\$5,025	\$15,064	\$25,452	\$25,100	\$30,728	\$5,515	\$21,993	\$46,100	\$36,535	\$46,243	
<i>Total Non-GAAP Net Income Margin</i>	<i>7.3%</i>	<i>14.3%</i>	<i>16.7%</i>	<i>13.7%</i>	<i>7.2%</i>	<i>9.4%</i>	<i>13.8%</i>	<i>4.1%</i>	<i>0.6%</i>	<i>3.9%</i>	<i>11.2%</i>	<i>18.2%</i>	<i>18.1%</i>	<i>21.3%</i>	<i>2.4%</i>	<i>7.6%</i>	<i>13.1%</i>	<i>8.6%</i>	<i>8.8%</i>	

NON-GAAP RECONCILIATIONS NON-GAAP S&M, NON-GAAP R&D, NON-GAAP G&A (\$000'S)

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	2018	2019	2020	2021	2022
GAAP Sales and Marketing Expense	\$44,785	\$41,826	\$42,588	\$45,382	\$48,429	\$49,182	\$48,799	\$56,210	\$60,027	\$66,000	\$64,540	\$66,295	\$61,931	\$62,749	\$128,808	\$158,837	\$174,581	\$202,620	\$256,862
Amortization of intangible assets	(969)	(968)	(968)	(1,750)	(1,750)	(1,759)	(1,477)	(897)	(1,347)	(1,771)	(1,694)	(1,693)	(1,659)	(1,676)	(3,887)	(3,872)	(4,655)	(5,883)	(6,505)
Stock-based compensation expense	(4,393)	(5,577)	(5,675)	(5,901)	(5,251)	(5,861)	(5,760)	(5,884)	(5,924)	(7,438)	(7,257)	(5,691)	(6,483)	(6,182)	(8,674)	(15,389)	(21,546)	(22,756)	(26,310)
Transaction-related costs	-	-	-	-	-	-	-	-	(620)	(825)	(714)	(240)	15	(206)	-	-	-	-	(2,399)
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	(3,361)	-	-	-	-	-	-	(3,361)
Non-GAAP Sales and Marketing Expense	\$39,423	\$35,281	\$35,945	\$37,731	\$41,428	\$41,562	\$41,562	\$49,429	\$52,136	\$55,966	\$54,875	\$55,310	\$53,804	\$54,685	\$116,247	\$139,576	\$148,380	\$173,981	\$218,287
<i>Percent of Total Revenue</i>	47.7%	42.4%	39.9%	39.4%	41.9%	40.7%	38.0%	42.9%	43.4%	43.6%	40.9%	39.5%	38.7%	37.8%	51.0%	48.3%	42.2%	40.9%	41.7%
GAAP Research and Development Expense	\$11,747	\$11,847	\$14,829	\$18,041	\$18,973	\$18,795	\$18,843	\$20,711	\$25,248	\$27,902	\$27,721	\$28,022	\$27,105	\$26,802	\$30,754	\$43,006	\$56,464	\$77,322	\$108,893
Stock-based compensation expense	(1,229)	(1,735)	(1,954)	(2,480)	(2,611)	(2,865)	(2,788)	(2,846)	(2,897)	(3,810)	(3,847)	(3,828)	(3,824)	(3,708)	(2,570)	(4,729)	(7,398)	(11,110)	(14,382)
Transaction-related costs	-	-	-	-	-	-	-	-	(1,542)	(2,119)	(2,057)	(2,079)	(506)	(772)	-	-	-	-	(7,797)
Non-GAAP Research and Development Expense	\$10,518	\$10,112	\$12,875	\$15,561	\$16,362	\$15,930	\$16,055	\$17,865	\$20,809	\$21,973	\$21,817	\$22,115	\$22,775	\$22,322	\$28,184	\$38,277	\$49,066	\$66,212	\$86,714
<i>Percent of Total Revenue</i>	12.7%	12.1%	14.3%	16.3%	16.6%	15.6%	14.7%	15.5%	17.3%	17.1%	16.2%	15.8%	16.4%	15.4%	12.4%	13.2%	13.9%	15.6%	16.6%
GAAP General and Administrative Expense	\$17,338	\$16,182	\$17,794	\$20,297	\$28,269	\$20,245	\$11,372	\$26,621	\$29,652	\$14,345	\$31,000	\$5,158	\$28,976	(\$148)	\$47,188	\$56,057	\$71,611	\$86,507	\$80,155
Amortization of intangible assets	(399)	(478)	(478)	(477)	(478)	(478)	(478)	(477)	(478)	(478)	(477)	(478)	(477)	(478)	(2,273)	(1,596)	(1,832)	(1,911)	(1,911)
Stock-based compensation expense	(2,511)	(3,598)	(3,826)	(3,915)	(5,182)	(6,112)	(6,169)	(6,131)	(5,367)	(7,112)	(7,449)	(6,669)	(7,779)	(7,288)	(6,386)	(9,120)	(13,850)	(23,594)	(26,597)
Change in fair value of contingent consideration	(145)	221	72	(176)	(7,702)	782	10,346	(668)	1,816	14,042	(1,745)	21,017	(3,106)	25,535	(450)	(46)	(28)	2,758	35,130
Legal settlement costs (gains)	-	-	-	-	-	-	-	-	(690)	-	(1,019)	-	-	-	-	380	-	-	(1,709)
Transaction-related costs	-	-	(1,790)	(2,946)	-	-	-	(1,586)	(4,599)	(358)	(149)	(174)	(86)	(67)	-	-	(4,736)	(1,586)	(5,280)
Shelf offering costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(401)	(212)	-	-	-
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	(1,969)	-	-	-	-	-	-	(1,969)
Non-GAAP General and Administrative Expense	\$14,283	\$12,327	\$11,772	\$12,783	\$14,907	\$14,437	\$15,071	\$17,759	\$20,334	\$20,439	\$20,161	\$16,885	\$17,528	\$17,554	\$37,678	\$45,463	\$51,165	\$62,174	\$77,819
<i>Percent of Total Revenue</i>	17.3%	14.8%	13.1%	13.4%	15.1%	14.1%	13.8%	15.4%	16.9%	15.9%	15.0%	12.1%	12.6%	12.1%	16.5%	15.7%	14.5%	14.6%	14.9%