

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

	Fiscal 2014					Fiscal 2015					Fiscal 2016					Fiscal 2017		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Reconciliation of GAAP gross profit to non-GAAP gross profit																		
GAAP gross profit	\$ 24,149	\$ 22,908	\$ 11,416	\$ 17,349	\$ 75,822	\$ 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
Restructuring included in cost of revenues	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	136	53	138
Amortization of intangible assets	674	677	688	684	2,723	632	457	468	469	2,026	435	442	434	143	1,454	52	52	52
Non-GAAP gross profit	\$ 24,823	\$ 23,585	\$ 12,104	\$ 18,033	\$ 78,545	\$ 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
Reconciliation of GAAP operating income (loss) to non-GAAP operating income (loss)																		
GAAP operating income (loss)	\$ 2,016	\$ 746	\$ (10,609)	\$ (3,806)	\$ (11,653)	\$ 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
Total operating expenses	22,133	22,162	22,025	21,155	87,475	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
Non-GAAP adjustments to operating income (loss):																		
Amortization of intangible assets included in cost of revenues	674	677	688	684	2,723	632	457	468	469	2,026	435	442	434	143	1,454	52	52	52
Amortization of intangible assets included in operating expenses	108	107	103	102	420	38	25	26	25	114	24	-	-	-	24	-	-	-
Restructuring	-	-	1,715	551	2,266 (a)	58	-	-	1,322	1,380 (a)	-	-	-	-	-	284	173	206
Executive search costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	230	125
Total non-GAAP adjustments to operating income (loss)	782	784	2,506	1,337	5,409	728	482	494	1,816	3,520	459	442	434	143	1,478	336	455	383
Non-GAAP operating income (loss)	\$ 2,798	\$ 1,530	\$ (8,103)	\$ (2,469)	\$ (6,244)	\$ 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
Reconciliation of GAAP net income (loss) to non-GAAP net income (loss)																		
GAAP net income (loss)	\$ 1,595	\$ 588	\$ (28,662)	\$ (4,639)	\$ (31,118)	\$ 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
Other income (expense)	166	(170)	(134)	170	33	632	(348)	267	44	595	117	(449)	149	223	40	(42)	258	36
Provision (benefit) for income taxes	587	(12)	17,919	1,003	19,497	317	817	713	816	2,663	380	856	1,332	(17,468)	(14,900)	114	2,622	1,756
Non-GAAP net income (loss)	\$ 2,095	\$ 1,091	\$ (5,892)	\$ (2,999)	\$ (5,705)	\$ 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
Non-GAAP adjustments to net income (loss):																		
Total non-GAAP adjustments to non-GAAP operating income (loss)	782	784	2,506	1,337	5,409	728	482	494	1,816	3,520	459	442	434	143	1,478	336	455	383
Valuation allowance on deferred tax assets and other non-cash adjustments related to tax assets	-	-	21,141	303	21,444 (b)	-	-	-	-	-	-	-	-	-	-	-	-	-
Income tax impact of change of valuation allowance on deferred tax assets	-	-	-	-	-	-	-	-	-	-	-	-	-	(18,443)	(18,443) (c)	-	-	-
Adj. to tax provision: discrete tax items and tax effect of non-GAAP adjustments	(282)	(281)	(877)	-	(1,440)	-	-	-	-	-	-	-	-	-	-	(901)	(948)	(491)
Non-GAAP net income (loss)	\$ 2,095	\$ 1,091	\$ (5,892)	\$ (2,999)	\$ (5,705)	\$ 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
Per share data:																		
GAAP net income (loss) per diluted share	\$ 0.07	\$ 0.02	\$ (1.19)	\$ (0.19)	\$ (1.30)	\$ 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
Non-GAAP net income (loss) per diluted share	\$ 0.09	\$ 0.05	\$ (0.24)	\$ (0.12)	\$ (0.24)	\$ 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
Shares used in non-GAAP diluted income per share calculation	24,159	24,220	24,132	24,048	23,958	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
Reconciliation of net cash provided by operating activities to free cash flow																		
GAAP net cash provided by operating activities	(4,692)	(2,176)	(2,679)	8,912	(635)	(5,874)	(1,283)	9,505	(777)	1,571	499	12,721	20,881	11,584	45,685	3,075	7,183	5,126
Purchase of property and equipment	(2,193)	(230)	(377)	(2,992)	(5,792)	(502)	(541)	(322)	(481)	(1,846)	(610)	(1,918)	(821)	(650)	(3,999)	(47)	(1,489)	(806)
Free cash flow	\$ (6,885)	\$ (2,406)	\$ (3,056)	\$ 5,920	\$ (6,427)	\$ (6,376)	\$ (1,824)	\$ 9,183	\$ (1,258)	\$ (275)	\$ (111)	\$ 10,803	\$ 20,060	\$ 10,934	\$ 41,686	\$ 3,028	\$ 5,694	\$ 4,320

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 related to certain deferred US tax assets and other non-cash adjustments.
- (c) Reflects a non-cash valuation allowance release related to certain deferred tax assets.