



Reconciliation of Non-GAAP Measures

Earnings before interest, taxes, depreciation and amortization (EBITDA) and Adjusted EBITDA for the three, six and twelve months ended January 31, 2016 and 2015, respectively:

EBITDA:	FY2016	FY2015	FY2016	FY2015	FY2016	FY2015
	Q2	Q2	YTD	YTD	TTM	TTM
Net Income (loss)	\$ 448	\$ 260	\$ 837	\$ 364	\$ 1,544	\$ 698
Interest	120	140	232	229	468	367
Amortization of software products	544	553	1,040	1,102	1,961	2,192
Other depreciation and amortization	590	408	1,199	780	2,175	1,442
Loss on FMV of Warrant Derivatives	-	-	-	-	-	(4)
Loss on impairment of long-lived assets	-	-	-	-	-	35
Income taxes	305	274	604	363	1,052	746
EBITDA	\$ 2,007	\$ 1,635	\$ 3,912	\$ 2,838	\$ 7,200	\$ 5,476
Stock-based compensation	88	107	203	210	439	609
Adjusted EBITDA	\$ 2,095	\$ 1,742	\$ 4,115	\$ 3,048	\$ 7,639	\$ 6,085

Earnings before interest, taxes, depreciation and amortization (EBITDA) and Adjusted EBITDA for the following fiscal quarters:

Quarterly	1/31/16	10/31/15	7/31/15	4/30/15	1/31/15	10/31/14	7/31/14	04/30/14
	Q2 2016	Q1 2016	Q4 2015	Q3 2015	Q2 2015	Q1 2015	Q4 2014	Q3 2014
Net Income (loss)	\$ 448	\$ 389	\$ 368	\$ 339	\$ 260	\$ 104	\$ 174	\$ 160
Interest	120	112	113	123	140	89	70	68
Amortization of software products	544	496	463	458	553	549	558	532
Other depreciation and amortization	590	609	511	465	408	372	308	354
Loss on debt extinguishment	-	-	-	-	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-	-	-	-	(4)
Loss on impairment of long-lived assets	-	-	-	-	-	-	35	-
Income taxes	305	299	205	243	274	89	230	153
EBITDA	\$ 2,007	\$ 1,905	\$ 1,660	\$ 1,628	\$ 1,635	\$ 1,203	\$ 1,375	\$ 1,263
Stock-based compensation	88	115	141	95	107	103	231	168
Adjusted EBITDA	\$ 2,095	\$ 2,020	\$ 1,801	\$ 1,723	\$ 1,742	\$ 1,306	\$ 1,606	\$ 1,431

Trailing 12 months (TTM)								
Net Income (loss)	\$ 1,544	\$ 1,356	\$ 1,071	\$ 877	\$ 698	\$ (23)	\$ (102)	\$ (575)
Interest	468	488	465	422	367	305	286	308
Amortization of software products	1,961	1,970	2,023	2,118	2,192	2,157	2,052	1,923
Other depreciation and amortization	2,175	1,993	1,756	1,553	1,442	1,373	1,322	1,342
Loss on debt extinguishment	-	-	-	-	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-	(4)	6	28	663
Loss on impairment of long-lived assets	-	-	-	35	35	35	35	-
Income taxes	1,052	1,021	811	836	746	246	241	325
EBITDA	\$ 7,200	\$ 6,828	\$ 6,126	\$ 5,841	\$ 5,476	\$ 4,099	\$ 3,862	\$ 3,986
Stock-based compensation	439	458	446	536	609	627	560	29
Adjusted EBITDA	\$ 7,639	\$ 7,286	\$ 6,572	\$ 6,377	\$ 6,085	\$ 4,726	\$ 4,422	\$ 4,015

EBITDA is calculated as net income adjusted to exclude interest expense, amortization, depreciation and income tax expense. Adjusted EBITDA further eliminates non-cash, stock-based compensation expense. Management believes Adjusted EBITDA is helpful in understanding period-over-period operating results separate and apart from non-operating expenses and expenses pertaining to prior period investing activities, particularly given the Company's significant investments in capitalized software and its continuing efforts in completing acquisitions, which typically result in significant non-cash depreciation and amortization expense in subsequent periods. However, Adjusted EBITDA has significant limitations as an analytical tool and should only be used cautiously in addition to, and never as a substitute for, operating income, cash flows or other measures of financial performance prepared in accordance with generally accepted accounting principles and may not necessarily be comparable to similarly titled measures of other companies.

The Company began using EBITDA, adjusted to add back non-cash, stock-based compensation, as a performance measure during the fourth quarter of fiscal 2015. All prior periods have been updated to reflect this presentation.