

**Financial Data Sheets**
**Statements of Income**

(Unaudited; in thousands, except per share data)

	2022					2023					2024			
	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	YTD
Revenues	\$105,193	\$109,178	\$114,486	\$122,018	\$450,875	\$125,868	\$130,416	\$135,661	\$144,965	\$536,910	\$149,576	\$153,596	\$163,686	\$466,858
Cost of revenues	35,389	37,530	38,605	41,541	153,065	42,964	44,544	45,521	49,040	182,069	51,487	52,018	51,624	155,129
Gross profit	69,804	71,648	75,881	80,477	297,810	82,904	85,872	90,140	95,925	354,841	98,089	101,578	112,062	311,729
Operating expenses														
Sales and marketing	24,655	24,582	25,334	27,201	101,772	29,083	30,349	30,289	33,214	122,936	36,432	35,691	37,577	109,700
Research and development	10,701	11,432	11,135	12,480	45,748	12,563	13,318	13,558	14,216	53,654	16,009	14,366	15,292	45,667
General and administrative	15,468	17,198	16,724	17,950	67,340	20,677	21,693	21,906	20,612	84,887	25,907	23,516	27,152	76,575
Amortization of intangible assets	2,470	2,468	2,998	3,832	11,768	3,851	3,479	3,788	4,998	16,116	4,338	4,840	6,470	15,648
Total operating expenses	53,294	55,680	56,191	61,463	226,628	66,174	68,839	69,541	73,040	277,593	82,686	78,413	86,491	247,590
Income from operations	16,510	15,968	19,690	19,014	71,182	16,730	17,033	20,599	22,885	77,248	15,403	23,165	25,571	64,139
Other income (expense), net	423	(1,338)	(695)	1,752	142	1,276	1,882	1,702	3,456	8,315	3,132	4,056	3,778	10,966
Income before income taxes	16,933	14,630	18,995	20,766	71,324	18,006	18,915	22,301	26,341	85,563	18,535	27,221	29,349	75,105
Income tax expense	4,330	3,877	3,132	4,851	16,190	2,717	4,233	5,459	7,330	19,739	532	9,189	5,889	15,610
Net income	<u>\$ 12,603</u>	<u>\$ 10,753</u>	<u>\$ 15,863</u>	<u>\$ 15,915</u>	<u>\$ 55,134</u>	<u>\$ 15,289</u>	<u>\$ 14,682</u>	<u>\$ 16,842</u>	<u>\$ 19,011</u>	<u>\$ 65,824</u>	<u>\$ 18,003</u>	<u>\$ 18,032</u>	<u>\$ 23,460</u>	<u>\$ 59,495</u>
Net income per share														
Basic	<u>\$ 0.35</u>	<u>\$ 0.30</u>	<u>\$ 0.44</u>	<u>\$ 0.44</u>	<u>\$ 1.53</u>	<u>\$ 0.42</u>	<u>\$ 0.40</u>	<u>\$ 0.46</u>	<u>\$ 0.52</u>	<u>\$ 1.80</u>	<u>\$ 0.49</u>	<u>\$ 0.49</u>	<u>\$ 0.63</u>	<u>\$ 1.60</u>
Diluted	<u>\$ 0.34</u>	<u>\$ 0.29</u>	<u>\$ 0.43</u>	<u>\$ 0.43</u>	<u>\$ 1.49</u>	<u>\$ 0.41</u>	<u>\$ 0.39</u>	<u>\$ 0.45</u>	<u>\$ 0.51</u>	<u>\$ 1.76</u>	<u>\$ 0.48</u>	<u>\$ 0.48</u>	<u>\$ 0.62</u>	<u>\$ 1.57</u>
Weighted average common shares used to compute net income per share														
Basic	<u>36,136</u>	<u>36,085</u>	<u>36,093</u>	<u>36,159</u>	<u>36,117</u>	<u>36,427</u>	<u>36,593</u>	<u>36,728</u>	<u>36,831</u>	<u>36,646</u>	<u>37,049</u>	<u>37,078</u>	<u>37,447</u>	<u>37,192</u>
Diluted	<u>36,989</u>	<u>36,862</u>	<u>36,915</u>	<u>36,971</u>	<u>36,953</u>	<u>37,155</u>	<u>37,426</u>	<u>37,584</u>	<u>37,640</u>	<u>37,475</u>	<u>37,686</u>	<u>37,683</u>	<u>37,996</u>	<u>37,785</u>

*The annual amounts may not cross-sum due to rounding.*
*As of October 24, 2024, the date of issuance of Form 10-Q for the period ending September 30, 2024.*

## Financial Data Sheets

### Balance Sheets

(Unaudited; in thousands; as of period-end)

	2022				2023				2024		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
<b>Assets</b>											
<b>Current assets</b>											
Cash and cash equivalents	\$ 203,088	\$ 212,725	\$ 186,230	\$ 162,893	\$ 182,304	\$ 209,264	\$ 178,702	\$ 219,081	\$ 234,637	\$ 240,232	\$ 198,842
Short-term investments	39,968	46,513	50,928	51,412	51,146	60,914	60,628	56,359	56,174	31,554	6,931
Accounts receivable	43,065	44,559	40,445	42,501	46,654	48,092	48,218	50,160	55,724	59,355	60,044
Allowance for credit losses	(4,287)	(4,454)	(3,658)	(3,066)	(3,217)	(3,100)	(3,077)	(3,320)	(3,589)	(3,958)	(4,474)
Accounts receivable, net	38,778	40,105	36,787	39,435	43,437	44,992	45,141	46,840	52,135	55,397	55,570
Deferred costs	46,710	48,294	50,082	52,755	53,844	56,250	59,525	62,403	63,647	64,318	64,665
Other assets	22,923	17,912	15,246	16,319	15,651	13,556	15,743	16,758	13,695	15,437	18,639
Total current assets	351,467	365,549	339,273	322,814	346,382	384,976	359,739	401,441	420,288	406,938	344,647
Property and equipment, net	32,261	32,000	32,923	35,458	35,078	35,211	36,209	36,043	34,971	35,083	36,148
Operating lease right-of-use assets	10,248	9,578	9,760	9,170	8,451	7,973	8,315	7,862	7,285	7,076	8,412
Goodwill	144,162	142,960	165,908	197,284	199,001	202,786	252,045	249,176	248,813	268,872	423,508
Intangible assets, net	56,158	53,597	70,742	88,352	84,536	77,633	103,597	107,344	99,289	107,519	168,131
<b>Other assets</b>											
Deferred costs, non-current	15,900	16,371	16,474	17,424	17,965	19,005	19,521	20,347	20,601	20,610	20,802
Deferred income tax assets	199	191	223	227	3,365	6,676	6,805	505	7,483	7,347	412
Other assets, non-current	2,913	2,530	1,787	2,185	2,149	1,278	1,177	1,126	1,117	1,076	1,240
Total assets	\$ 613,308	\$ 622,776	\$ 637,090	\$ 672,914	\$ 696,927	\$ 735,538	\$ 787,408	\$ 823,844	\$ 839,847	\$ 854,521	\$ 1,003,300
<b>Liabilities &amp; Stockholders' Equity</b>											
<b>Current liabilities</b>											
Accounts payable	\$ 4,731	\$ 4,442	\$ 8,200	\$ 11,256	\$ 5,339	\$ 6,163	\$ 6,195	\$ 7,420	\$ 12,303	\$ 5,877	\$ 8,107
Accrued compensation	21,930	25,855	28,779	30,235	26,431	28,637	41,474	41,588	32,990	32,236	46,010
Accrued expenses	6,632	7,508	5,202	7,451	8,163	6,714	8,900	8,014	10,744	9,446	8,968
Deferred revenue	56,798	59,093	58,949	57,423	62,907	66,381	71,853	69,187	73,701	76,393	78,883
Operating lease liabilities	4,337	4,341	4,336	4,277	4,121	4,073	4,449	4,460	4,478	4,594	4,363
Total current liabilities	94,428	101,239	105,466	110,642	106,961	111,968	132,871	130,669	134,216	128,546	146,331
<b>Other liabilities</b>											
Deferred revenue, non-current	5,123	5,281	5,146	4,771	5,105	5,724	6,849	6,930	6,473	7,111	6,550
Operating lease liabilities, non-current	15,338	14,239	13,974	13,009	11,994	11,058	10,563	9,569	8,425	7,751	8,807
Deferred income tax liabilities	6,898	4,997	4,841	7,419	6,977	5,807	10,281	8,972	7,536	7,012	11,607
Other liabilities, non-current	—	—	—	—	—	—	—	229	232	680	640
Total liabilities	121,787	125,756	129,427	135,841	131,037	134,557	160,564	156,369	156,882	151,100	173,935
<b>Stockholders' equity</b>											
Common stock	38	38	38	38	39	39	39	39	39	39	39
Treasury stock	(100,903)	(115,900)	(128,377)	(128,892)	(128,892)	(128,892)	(128,892)	(128,892)	(148,892)	(162,187)	(99,748)
Additional paid-in capital	442,405	453,922	463,356	476,117	489,716	508,484	520,313	537,061	557,998	574,842	611,719
Retained earnings	150,690	161,443	177,306	193,221	208,510	223,192	240,034	259,045	277,048	295,080	318,540
Accumulated other comprehensive gain (loss)	(709)	(2,483)	(4,660)	(3,411)	(3,483)	(1,842)	(4,650)	222	(3,228)	(4,353)	(1,185)
Total stockholders' equity	491,521	497,020	507,663	537,073	565,890	600,981	626,844	667,475	682,965	703,421	829,365
Total liabilities and stockholders' equity	\$ 613,308	\$ 622,776	\$ 637,090	\$ 672,914	\$ 696,927	\$ 735,538	\$ 787,408	\$ 823,844	\$ 839,847	\$ 854,521	\$ 1,003,300

As of October 24, 2024, the date of issuance of Form 10-Q for the period ending September 30, 2024.

**Financial Data Sheets**
**Supplemental Financial Data \***

(Unaudited)

	2022					2023					2024			
	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	YTD
Revenues (in thousands)	\$105,193	\$109,178	\$114,486	\$122,018	\$450,875	\$125,868	\$130,416	\$135,661	\$144,965	\$536,910	\$149,576	\$153,596	\$163,686	\$466,858
% change (year over year)	17 %	15 %	17 %	19 %	17 %	20 %	19 %	18 %	19 %	19 %	19 %	18 %	21 %	19 %
Percentage recurring revenues of total revenues	93 %	93 %	93 %	93 %	93 %	93 %	93 %	94 %	94 %	94 %	93 %	94 %	94 %	94 %
Recurring revenue customers at period-end (approx.)	37,900	38,650	39,550	42,300	42,300	42,750	43,000	44,500	44,800	44,800	44,800	44,950	45,200	45,200
% change (year over year)	12 %	12 %	12 %	13 %	13 %	13 %	11 %	13 %	6 %	6 %	5 %	5 %	2 %	2 %
Wallet share (approx.; quarterly amounts are annualized)	\$ 10,350	\$ 10,550	\$ 10,900	\$ 11,100	\$ 10,500	\$ 11,000	\$ 11,350	\$ 11,650	\$ 12,150	\$ 11,550	\$ 12,450	\$ 12,850	\$ 13,700	\$ 13,000
% change (year over year)	5 %	4 %	5 %	7 %	4 %	6 %	8 %	7 %	9 %	10 %	13 %	13 %	18 %	16 %
<b>Adjusted EBITDA (in thousands)</b>														
Net income	\$ 12,603	\$ 10,753	\$ 15,863	\$ 15,915	\$ 55,134	\$ 15,289	\$ 14,682	\$ 16,842	\$ 19,011	\$ 65,824	\$ 18,003	\$ 18,032	\$ 23,460	\$ 59,495
Income tax expense	4,330	3,877	3,132	4,851	16,190	2,717	4,233	5,459	7,330	19,739	532	9,189	5,889	15,610
Depreciation and amortization of property and equipment	3,864	3,950	4,169	4,438	16,421	4,626	4,663	4,675	4,667	18,631	4,694	4,683	4,633	14,010
Amortization of intangible assets	2,470	2,468	2,998	3,832	11,768	3,851	3,479	3,788	4,998	16,116	4,338	4,840	6,470	15,648
Stock-based compensation expense	9,015	8,661	7,960	7,763	33,399	11,780	12,881	11,436	9,411	45,508	20,018	11,494	10,752	42,264
Realized (gain) loss from foreign currency on cash and investments held	(468)	1,327	1,151	(984)	1,026	(137)	(290)	(98)	(1,201)	(1,726)	(304)	(1,255)	(1,077)	(2,636)
Investment income	(48)	(172)	(586)	(864)	(1,670)	(1,127)	(1,611)	(2,635)	(2,287)	(7,660)	(2,879)	(2,794)	(2,704)	(8,377)
Other	—	—	—	—	—	—	134	1,036	28	1,198	—	—	978	978
<b>Adjusted EBITDA</b>	<b>\$ 31,766</b>	<b>\$ 30,864</b>	<b>\$ 34,687</b>	<b>\$ 34,951</b>	<b>\$132,268</b>	<b>\$ 36,999</b>	<b>\$ 38,171</b>	<b>\$ 40,503</b>	<b>\$ 41,957</b>	<b>\$157,630</b>	<b>\$ 44,402</b>	<b>\$ 44,189</b>	<b>\$ 48,401</b>	<b>\$136,992</b>
<b>Margin and Adjusted EBITDA Margin (in thousands)</b>														
Revenue	\$105,193	\$109,178	\$114,486	\$122,018	\$450,875	\$125,868	\$130,416	\$135,661	\$144,965	\$536,910	\$149,576	\$153,596	\$163,686	\$466,858
Net income	12,603	10,753	15,863	15,915	55,134	15,289	14,682	16,842	19,011	65,824	18,003	18,032	23,460	59,495
Margin	12 %	10 %	14 %	13 %	12 %	12 %	11 %	12 %	13 %	12 %	12 %	12 %	14 %	13 %
Adjusted EBITDA	\$ 31,766	\$ 30,864	\$ 34,687	\$ 34,951	\$132,268	\$ 36,999	\$ 38,171	\$ 40,503	\$ 41,957	\$157,630	\$ 44,402	\$ 44,189	\$ 48,401	\$136,992
Adjusted EBITDA Margin	30 %	28 %	30 %	29 %	29 %	29 %	29 %	30 %	29 %	29 %	30 %	29 %	30 %	29 %
<b>Non-GAAP income per share (in thousands, except per share amounts)</b>														
Net income	\$ 12,603	\$ 10,753	\$ 15,863	\$ 15,915	\$ 55,134	\$ 15,289	\$ 14,682	\$ 16,842	\$ 19,011	\$ 65,824	\$ 18,003	\$ 18,032	\$ 23,460	\$ 59,495
Stock-based compensation expense	9,015	8,661	7,960	7,763	33,399	11,780	12,881	11,436	9,411	45,508	20,018	11,494	10,752	42,264
Amortization of intangible assets	2,470	2,468	2,998	3,832	11,768	3,851	3,479	3,788	4,998	16,116	4,338	4,840	6,470	15,648
Realized (gain) loss from foreign currency on cash and investments held	(468)	1,327	1,151	(984)	1,026	(137)	(290)	(98)	(1,201)	(1,726)	(304)	(1,255)	(1,077)	(2,636)
Other	—	—	—	—	—	—	134	1,036	28	1,198	—	—	978	978
Income tax effects of adjustments	(3,219)	(3,491)	(4,866)	(3,063)	(14,639)	(5,909)	(5,199)	(4,981)	(3,906)	(19,983)	(9,554)	(3,066)	(5,514)	(18,134)
<b>Non-GAAP income</b>	<b>\$ 20,401</b>	<b>\$ 19,718</b>	<b>\$ 23,106</b>	<b>\$ 23,463</b>	<b>\$ 86,688</b>	<b>\$ 24,874</b>	<b>\$ 25,687</b>	<b>\$ 28,023</b>	<b>\$ 28,341</b>	<b>\$106,937</b>	<b>\$ 32,501</b>	<b>\$ 30,045</b>	<b>\$ 35,069</b>	<b>\$ 97,615</b>
Shares used to compute net income and non-GAAP income per share														
Basic	36,136	36,085	36,093	36,159	36,117	36,427	36,593	36,728	36,831	36,646	37,049	37,078	37,447	37,192
Diluted	36,989	36,862	36,915	36,971	36,953	37,155	37,426	37,584	37,640	37,475	37,686	37,683	37,996	37,785
Net income per share, basic	\$ 0.35	\$ 0.30	\$ 0.44	\$ 0.44	\$ 1.53	\$ 0.42	\$ 0.40	\$ 0.46	\$ 0.52	\$ 1.80	\$ 0.49	\$ 0.49	\$ 0.63	\$ 1.60
Non-GAAP adjustments to net income per share, basic	0.21	0.25	0.20	0.21	0.87	0.26	0.30	0.30	0.25	1.12	0.39	0.32	0.31	1.02
Non-GAAP income per share, basic	\$ 0.56	\$ 0.55	\$ 0.64	\$ 0.65	\$ 2.40	\$ 0.68	\$ 0.70	\$ 0.76	\$ 0.77	\$ 2.92	\$ 0.88	\$ 0.81	\$ 0.94	\$ 2.62
Net income per share, diluted	\$ 0.34	\$ 0.29	\$ 0.43	\$ 0.43	\$ 1.49	\$ 0.41	\$ 0.39	\$ 0.45	\$ 0.51	\$ 1.76	\$ 0.48	\$ 0.48	\$ 0.62	\$ 1.57
Non-GAAP adjustments to net income per share, diluted	0.21	0.24	0.20	0.20	0.86	0.26	0.30	0.30	0.24	1.10	0.38	0.32	0.30	1.01
Non-GAAP income per share, diluted	\$ 0.55	\$ 0.53	\$ 0.63	\$ 0.63	\$ 2.35	\$ 0.67	\$ 0.69	\$ 0.75	\$ 0.75	\$ 2.86	\$ 0.86	\$ 0.80	\$ 0.92	\$ 2.58
<b>Stock-based compensation expense included in (in thousands)</b>														
Cost of revenues	\$ 2,179	\$ 2,152	\$ 2,146	\$ 2,207	\$ 8,684	\$ 2,503	\$ 2,586	\$ 2,506	\$ 2,574	\$ 10,169	\$ 4,082	\$ 2,730	\$ 1,412	\$ 8,224
Sales and marketing	2,032	1,958	1,845	1,755	7,590	2,423	2,528	2,428	2,394	9,774	4,444	2,512	2,820	9,776
Research and development	1,474	1,380	1,396	1,384	5,634	1,777	1,812	1,798	1,813	7,200	3,242	1,820	1,939	7,001
General and administrative	3,330	3,171	2,573	2,417	11,491	5,077	5,955	4,704	2,630	18,365	8,250	4,432	4,581	17,263
<b>Total stock-based compensation expense</b>	<b>\$ 9,015</b>	<b>\$ 8,661</b>	<b>\$ 7,960</b>	<b>\$ 7,763</b>	<b>\$ 33,399</b>	<b>\$ 11,780</b>	<b>\$ 12,881</b>	<b>\$ 11,436</b>	<b>\$ 9,411</b>	<b>\$ 45,508</b>	<b>\$ 20,018</b>	<b>\$ 11,494</b>	<b>\$ 10,752</b>	<b>\$ 42,264</b>

\*See the subsequent page for further descriptions regarding the use and calculation of non-GAAP financial measures. The annual amounts may not cross-sum due to rounding.

As of October 24, 2024, the date of issuance of Form 10-Q for the period ending September 30, 2024.

## Financial Data Sheets

### Supplemental Financial Data

See the previous page for the supplemental financial data, see below for descriptions regarding the use and calculation method of the information.

To supplement our condensed consolidated financial statements, we provide investors with Adjusted EBITDA, Adjusted EBITDA Margin, and non-GAAP income per share, all of which are non-GAAP financial measures. We believe that these non-GAAP financial measures provide useful information to our management, Board of Directors, and investors regarding certain financial and business trends relating to our financial condition and results of operations.

Our management uses these non-GAAP financial measures to compare our performance to that of prior periods for trend analyses and planning purposes. Adjusted EBITDA is also used for purposes of determining executive and senior management incentive compensation. We believe these non-GAAP financial measures are useful to an investor as they are widely used in evaluating operating performance. Adjusted EBITDA and Adjusted EBITDA Margin are used to measure operating performance without regard to items such as depreciation and amortization, which can vary depending upon accounting methods and the book value of assets, and to present a meaningful measure of corporate performance exclusive of capital structure and the method by which assets were acquired.

Adjusted EBITDA consists of net income adjusted for income tax expense, depreciation and amortization expense, stock-based compensation expense, realized gain or loss from foreign currency on cash and investments held, investment income, and other adjustments as necessary for a fair presentation.<sup>1</sup> Net income is the comparable GAAP measure of financial performance.

Adjusted EBITDA Margin consists of Adjusted EBITDA divided by revenue. Margin, the comparable GAAP measure of financial performance, consists of net income divided by revenue.

Non-GAAP income per share consists of net income adjusted for stock-based compensation expense, amortization expense related to intangible assets, realized gain or loss from foreign currency on cash and investments held, other adjustments as necessary for a fair presentation,<sup>1</sup> and the corresponding tax impacts of the adjustments to net income, divided by the weighted average number of shares of common and diluted stock outstanding during each period. Net income per share, the comparable GAAP measure of financial performance, consists of net income divided by the weighted average number of shares of common and diluted stock outstanding during each period. To quantify the tax effects, we recalculated income tax expense excluding the direct book and tax effects of the specific items constituting the non-GAAP adjustments. The difference between this recalculated income tax expense and GAAP income tax expense is presented as the income tax effect of the non-GAAP adjustments.

These non-GAAP financial measures should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP. These non-GAAP financial measures exclude significant expenses and income that are required by GAAP to be recorded in our condensed consolidated financial statements and are subject to inherent limitations. Investors should review the reconciliations of non-GAAP financial measures to the comparable GAAP financial measures that are included in this financial data sheet.

<sup>1</sup> See corresponding filings with the SEC (Form 10-K or Form 10-Q) for further detail on other adjustments included in non-GAAP financial measures.

**Financial Data Sheets**
**Statements of Cash Flows**

(Unaudited; in thousands)

	2022					2023					2024			
	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	YTD
<b>Cash flows from operating activities</b>														
Net income	\$ 12,603	\$ 10,753	\$ 15,863	\$ 15,915	\$ 55,134	\$ 15,289	\$ 14,682	\$ 16,842	\$ 19,011	\$ 65,824	\$ 18,003	\$ 18,032	\$ 23,460	\$ 59,495
Reconciliation of net income to net cash provided by operating activities														
Deferred income taxes	(269)	(1,891)	68	(1,640)	(3,732)	(5,147)	(3,507)	(3,252)	1,827	(10,079)	(7,070)	(1,102)	(1,746)	(9,918)
Depreciation and amortization of property and equipment	3,864	3,950	4,169	4,438	16,421	4,626	4,663	4,675	4,667	18,631	4,694	4,683	4,633	14,010
Amortization of intangible assets	2,470	2,468	2,998	3,832	11,768	3,851	3,479	3,788	4,998	16,116	4,338	4,840	6,470	15,648
Provision for credit losses	1,144	1,490	255	470	3,359	1,206	1,285	1,513	1,703	5,707	1,408	2,238	2,593	6,239
Stock-based compensation	9,015	8,661	7,960	7,763	33,399	11,780	12,881	11,436	9,411	45,508	20,018	11,494	10,752	42,264
Other, net	(7)	15	35	177	220	502	641	568	704	2,415	(431)	(476)	(18)	(925)
Changes in assets and liabilities, net of effects of acquisitions														
Accounts receivable	(5,563)	(2,299)	3,863	(2,436)	(6,435)	(6,220)	(3,717)	1,137	(3,149)	(11,949)	(6,759)	(4,648)	(49)	(11,456)
Deferred costs	(2,797)	(2,298)	(2,079)	(3,472)	(10,646)	(1,679)	(3,457)	(2,407)	(3,181)	(10,724)	(1,651)	(345)	(244)	(2,240)
Other assets and liabilities	(6,736)	5,313	3,625	430	2,632	602	3,012	(800)	(980)	1,834	3,030	(1,131)	(4,157)	(2,258)
Accounts payable	(3,229)	(5)	3,363	15	144	(4,849)	435	(875)	1,342	(3,947)	5,098	(6,548)	2,115	665
Accrued compensation	(10,495)	3,309	2,798	602	(3,786)	(4,417)	1,507	10,983	(930)	7,143	(9,518)	(1,245)	11,221	458
Accrued expenses	(1,746)	941	(2,230)	206	(2,829)	721	(1,449)	559	1,471	1,302	(674)	2,163	(647)	842
Deferred revenue	6,349	2,453	(541)	(2,296)	5,965	5,818	4,091	133	(3,578)	6,464	4,129	1,836	(541)	5,424
Operating leases	(256)	(422)	(449)	(435)	(1,562)	(452)	(507)	(458)	(530)	(1,947)	(551)	(349)	(512)	(1,412)
Net cash provided by operating activities	<u>4,347</u>	<u>32,438</u>	<u>39,698</u>	<u>23,569</u>	<u>100,052</u>	<u>21,631</u>	<u>34,039</u>	<u>43,842</u>	<u>32,786</u>	<u>132,298</u>	<u>34,064</u>	<u>29,442</u>	<u>53,330</u>	<u>116,836</u>
<b>Cash flows from investing activities</b>														
Purchases of property and equipment	(4,355)	(3,836)	(5,703)	(5,986)	(19,880)	(5,261)	(4,508)	(5,698)	(4,294)	(19,761)	(3,533)	(5,059)	(5,240)	(13,832)
Purchases of investments	(54,977)	(59,626)	(19,673)	(26,151)	(160,427)	(34,329)	(34,250)	(34,184)	(31,231)	(133,994)	(44,412)	(34,582)	(6,765)	(85,759)
Maturities of investments	65,000	52,500	15,000	26,437	158,937	35,000	25,000	35,000	36,331	131,331	45,000	60,000	31,765	136,765
Acquisition of business, net	—	—	(44,923)	(46,497)	(91,420)	—	—	(70,218)	—	(70,218)	—	(29,343)	(118,058)	(147,401)
Net cash provided by (used in) investing activities	<u>5,668</u>	<u>(10,962)</u>	<u>(55,299)</u>	<u>(52,197)</u>	<u>(112,790)</u>	<u>(4,590)</u>	<u>(13,758)</u>	<u>(75,100)</u>	<u>806</u>	<u>(92,642)</u>	<u>(2,945)</u>	<u>(8,984)</u>	<u>(98,298)</u>	<u>(110,227)</u>
<b>Cash flows from financing activities</b>														
Repurchases of common stock	(15,226)	(14,997)	(12,477)	(515)	(43,215)	—	—	—	—	—	(16,540)	(20,943)	(84)	(37,567)
Net proceeds from exercise of options to purchase common stock	504	186	1,767	2,451	4,908	2,184	2,635	705	4,332	9,856	1,260	1,054	1,884	4,198
Net proceeds from employee stock purchase plan activity	147	3,203	238	3,088	6,676	241	3,895	345	3,633	8,114	391	4,828	453	5,672
Payments for contingent consideration	—	—	—	—	—	—	—	—	(2,000)	(2,000)	—	—	—	—
Net cash provided by (used in) financing activities	<u>(14,575)</u>	<u>(11,608)</u>	<u>(10,472)</u>	<u>5,024</u>	<u>(31,631)</u>	<u>2,425</u>	<u>6,530</u>	<u>1,050</u>	<u>5,965</u>	<u>15,970</u>	<u>(14,889)</u>	<u>(15,061)</u>	<u>2,253</u>	<u>(27,697)</u>
Effect of foreign currency exchange rate changes	96	(231)	(422)	267	(290)	(55)	149	(354)	822	562	(674)	198	1,325	849
Net increase (decrease) in cash and cash equivalents	(4,464)	9,637	(26,495)	(23,337)	(44,659)	19,411	26,960	(30,562)	40,379	56,188	15,556	5,595	(41,390)	(20,239)
Cash and cash equivalents at beginning of period	207,552	203,088	212,725	186,230	207,552	162,893	182,304	209,264	178,702	162,893	219,081	234,637	240,232	219,081
Cash and cash equivalents at end of period	<u>\$203,088</u>	<u>\$212,725</u>	<u>\$186,230</u>	<u>\$162,893</u>	<u>\$162,893</u>	<u>\$182,304</u>	<u>\$209,264</u>	<u>\$178,702</u>	<u>\$219,081</u>	<u>\$219,081</u>	<u>\$234,637</u>	<u>\$240,232</u>	<u>\$198,842</u>	<u>\$198,842</u>

As of October 24, 2024, the date of issuance of Form 10-Q for the period ending September 30, 2024.