



### Reconciliation of Non-GAAP Measures

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

EBITDA:	FY2017	FY2016	FY2017	FY2016
	Q1	Q1	TTM	TTM
Net Income (loss)	\$ 356	\$ 389	\$ 1,710	\$ 1,356
Interest	108	112	456	488
Amortization of software products	522	496	2,134	1,970
Other depreciation and amortization	575	609	2,373	1,993
Loss on debt extinguishment	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-
Loss on impairment of long-lived assets	-	-	-	-
Income taxes	305	299	1,357	1,021
EBITDA	\$ 1,866	\$ 1,905	\$ 8,030	\$ 6,828
Stock-based compensation	149	115	461	458
Adjusted EBITDA	\$ 2,015	\$ 2,020	\$ 8,491	\$ 7,286

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

Quarterly:	10/31/16	7/31/16	4/30/16	1/31/16	10/31/15	7/31/15	4/30/15	1/31/15
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
	2017	2016	2016	2016	2016	2015	2015	2015
Net Income (loss)	\$ 356	\$ 458	\$ 448	\$ 448	\$ 389	\$ 368	\$ 339	\$ 260
Interest	108	110	118	120	112	113	123	140
Amortization of software products	522	537	531	544	496	463	458	553
Other depreciation and amortization	575	607	601	590	609	511	465	408
Loss on debt extinguishment	-	-	-	-	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-	-	-	-	-
Loss on impairment of long-lived assets	-	-	-	-	-	-	-	-
Income taxes	305	379	368	305	299	205	243	274
EBITDA	\$ 1,866	\$ 2,091	\$ 2,066	\$ 2,007	\$ 1,905	\$ 1,660	\$ 1,628	\$ 1,635
Stock-based compensation	149	111	113	88	115	141	95	107
Adjusted EBITDA	\$ 2,015	\$ 2,202	\$ 2,179	\$ 2,095	\$ 2,020	\$ 1,801	\$ 1,723	\$ 1,742

#### Trailing Twelve Months (TTM):

Net Income (loss)	\$ 1,710	\$ 1,743	\$ 1,653	\$ 1,544	\$ 1,356	\$ 1,071	\$ 877	\$ 698
Interest	456	460	463	468	488	465	422	367
Amortization of software products	2,134	2,108	2,034	1,961	1,970	2,023	2,118	2,192
Other depreciation and amortization	2,373	2,407	2,311	2,175	1,993	1,756	1,553	1,442
Loss on debt extinguishment	-	-	-	-	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-	-	-	-	(4)
Loss on impairment of long-lived assets	-	-	-	-	-	-	35	35
Income taxes	1,357	1,351	1,177	1,052	1,021	811	836	746
EBITDA	\$ 8,030	\$ 8,069	\$ 7,638	\$ 7,200	\$ 6,828	\$ 6,126	\$ 5,841	\$ 5,476
Stock-based compensation	461	427	457	439	458	446	536	609
Adjusted EBITDA	\$ 8,491	\$ 8,496	\$ 8,095	\$ 7,639	\$ 7,286	\$ 6,572	\$ 6,377	\$ 6,085

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.