



### 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	FY2017	FY2016
	Q2	Q2	YTD	YTD	TTM	TTM
Net Income (loss)	\$ 242	\$ 448	\$ 598	\$ 837	\$ 1,504	\$ 1,544
Interest	218	120	326	232	554	468
Amortization of software products	628	544	1,150	1,040	2,218	1,961
Other depreciation and amortization	738	590	1,313	1,199	2,521	2,175
Loss on debt extinguishment	-	-	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-	-	-
Loss on impairment of long-lived assets	-	-	-	-	-	-
Income taxes	213	305	518	604	1,265	1,052
EBITDA	\$ 2,039	\$ 2,007	\$ 3,905	\$ 3,912	\$ 8,062	\$ 7,200
Stock-based compensation	174	88	323	203	547	439
Adjusted EBITDA	\$ 2,213	\$ 2,095	\$ 4,228	\$ 4,115	\$ 8,609	\$ 7,639

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

Quarterly:	1/31/17	10/31/16	7/31/16	4/30/16	1/31/16	10/31/15	7/31/15	4/30/15
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
	2017	2017	2016	2016	2016	2016	2015	2015
Net Income (loss)	\$ 242	\$ 356	\$ 458	\$ 448	\$ 448	\$ 389	\$ 368	\$ 339
Interest	218	108	110	118	120	112	113	123
Amortization of software products	628	522	537	531	544	496	463	458
Other depreciation and amortization	738	575	607	601	590	609	511	465
Loss on debt extinguishment	-	-	-	-	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-	-	-	-	-
Loss on impairment of long-lived assets	-	-	-	-	-	-	-	-
Income taxes	213	305	379	368	305	299	205	243
EBITDA	\$ 2,039	\$ 1,866	\$ 2,091	\$ 2,066	\$ 2,007	\$ 1,905	\$ 1,660	\$ 1,628
Stock-based compensation	174	149	111	113	88	115	141	95
Adjusted EBITDA	\$ 2,213	\$ 2,015	\$ 2,202	\$ 2,179	\$ 2,095	\$ 2,020	\$ 1,801	\$ 1,723

#### Trailing Twelve Months (TTM):

Net Income (loss)	\$ 1,504	\$ 1,710	\$ 1,743	\$ 1,653	\$ 1,544	\$ 1,356	\$ 1,071	\$ 877
Interest	554	456	460	463	468	488	465	422
Amortization of software products	2,218	2,134	2,108	2,034	1,961	1,970	2,023	2,118
Other depreciation and amortization	2,521	2,373	2,407	2,311	2,175	1,993	1,756	1,553
Loss on debt extinguishment	-	-	-	-	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-	-	-	-	-
Loss on impairment of long-lived assets	-	-	-	-	-	-	-	35
Income taxes	1,265	1,357	1,351	1,177	1,052	1,021	811	836
EBITDA	\$ 8,062	\$ 8,030	\$ 8,069	\$ 7,638	\$ 7,200	\$ 6,828	\$ 6,126	\$ 5,841
Stock-based compensation	547	461	427	457	439	458	446	536
Adjusted EBITDA	\$ 8,609	\$ 8,491	\$ 8,496	\$ 8,095	\$ 7,639	\$ 7,286	\$ 6,572	\$ 6,377

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.