



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, 2015 and 2014, respectively:

EBITDA:	FY2016	FY2015	FY2016	FY2015	FY2016	FY2015
	Q1	Q1	YTD	YTD	TTM	TTM
Net Income (loss)	\$ 389	\$ 104	\$ 389	\$ 104	\$ 1,356	\$ (23)
Interest	112	89	112	89	488	305
Amortization of software products	496	549	496	549	1,970	2,157
Other depreciation and amortization	609	372	609	372	1,993	1,373
Loss on FMV of Warrant Derivatives	-	-	-	-	-	6
Loss on impairment of long-lived assets	-	-	-	-	-	35
Income taxes	299	89	299	89	1,021	246
EBITDA	\$ 1,905	\$ 1,203	\$ 1,905	\$ 1,203	\$ 6,828	\$ 4,099
Stock-based compensation	115	103	115	103	458	627
Adjusted EBITDA	\$ 2,020	\$ 1,306	\$ 2,020	\$ 1,306	\$ 7,286	\$ 4,726

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

Quarterly	10/31/15	7/31/15	4/30/15	1/31/15	10/31/14	7/31/14	04/30/14	01/31/14
	Q1 2016	Q4 2015	Q3 2015	Q2 2015	Q1 2015	Q4 2014	Q3 2014	Q2 2014
Net Income (loss)	\$ 389	\$ 368	\$ 339	\$ 260	\$ 104	\$ 174	\$ 160	\$ (461)
Interest	112	113	123	140	89	70	68	78
Amortization of software products	496	463	458	553	549	558	532	518
Other depreciation and amortization	609	511	465	408	372	308	354	339
Loss on debt extinguishment	-	-	-	-	-	-	-	-
Loss on FMV of Warrant Derivatives	-	-	-	-	-	-	(4)	10
Loss on impairment of long-lived assets	-	-	-	-	-	35	-	-
Income taxes	299	205	243	274	89	230	153	(226)
EBITDA	\$ 1,905	\$ 1,660	\$ 1,628	\$ 1,635	\$ 1,203	\$ 1,375	\$ 1,263	\$ 258
Stock-based compensation	115	141	95	107	103	231	168	125
Adjusted EBITDA	\$ 2,020	\$ 1,801	\$ 1,723	\$ 1,742	\$ 1,306	\$ 1,606	\$ 1,431	\$ 383

Trailing 12 months (TTM)								
Net Income (loss)	\$ 1,356	\$ 1,071	\$ 877	\$ 698	\$ (23)	\$ (102)	\$ (575)	\$ (1,306)
Interest	488	465	422	367	305	286	308	437
Amortization of software products	1,970	2,023	2,118	2,192	2,157	2,052	1,923	1,843
Other depreciation and amortization	1,993	1,756	1,553	1,442	1,373	1,322	1,342	1,322
Loss on debt extinguishment	-	-	-	-	-	-	-	682
Loss on FMV of Warrant Derivatives	-	-	-	(4)	6	28	663	667
Loss on impairment of long-lived assets	-	-	35	35	35	35	-	420
Income taxes	1,021	811	836	746	246	241	325	(566)
EBITDA	\$ 6,828	\$ 6,126	\$ 5,841	\$ 5,476	\$ 4,099	\$ 3,862	\$ 3,986	\$ 3,499
Stock-based compensation	458	446	536	609	627	560	29	147
Adjusted EBITDA	\$ 7,286	\$ 6,572	\$ 6,377	\$ 6,085	\$ 4,726	\$ 4,422	\$ 4,015	\$ 3,646

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.