

## GAAP CONSOLIDATED STATEMENT OF OPERATIONS

Unaudited, in thousands except per share amounts

	FY2023				FY2024				FY2025				FY2023	FY2024	FY2025
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q4 YTD	Q4 YTD	Q4 YTD
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024	31-Dec 2024	31-Mar 2025	31-Mar 2023	31-Mar 2024	31-Mar 2025
Service revenue	179,161	178,556	175,765	176,562	175,238	177,782	175,069	172,490	172,801	175,075	173,459	171,588	710,044	700,579	692,923
Other revenue	8,459	8,833	8,635	7,967	8,049	7,217	5,937	6,923	5,346	5,923	5,423	5,455	33,894	28,126	22,147
<b>Total revenue</b>	<b>187,620</b>	<b>187,389</b>	<b>184,400</b>	<b>184,529</b>	<b>183,287</b>	<b>184,999</b>	<b>181,006</b>	<b>179,413</b>	<b>178,147</b>	<b>180,998</b>	<b>178,882</b>	<b>177,043</b>	<b>743,938</b>	<b>728,705</b>	<b>715,070</b>
Cost of service revenue	53,547	51,038	47,335	46,951	46,276	49,144	48,983	48,557	49,496	50,251	50,529	49,818	198,871	192,960	200,094
Cost of other revenue	13,126	11,000	10,176	8,302	8,398	7,958	7,177	8,412	7,691	7,572	7,268	7,173	42,604	31,945	29,704
Total cost of revenue	66,673	62,038	57,511	55,253	54,674	57,102	56,160	56,969	57,187	57,823	57,797	56,991	241,475	224,905	229,798
<b>Gross profit</b>	<b>120,947</b>	<b>125,351</b>	<b>126,889</b>	<b>129,276</b>	<b>128,613</b>	<b>127,897</b>	<b>124,846</b>	<b>122,444</b>	<b>120,960</b>	<b>123,175</b>	<b>121,085</b>	<b>120,052</b>	<b>502,463</b>	<b>503,800</b>	<b>485,272</b>
Operating expenses:															
Research and development	34,955	36,019	35,062	36,455	35,292	34,207	32,787	33,930	32,137	31,291	29,833	29,950	142,491	136,216	123,211
Sales and marketing	83,527	80,487	79,021	68,848	68,505	68,687	66,997	67,755	67,106	64,867	65,644	66,844	311,883	271,944	264,461
General and administrative	29,219	31,411	27,158	20,213	26,226	27,586	23,419	34,978	23,091	19,848	16,629	22,839	108,001	112,209	82,407
Impairment of long-lived assets	0	2,424	3,729	227	0	0	11,034	0	0	0	0	0	6,380	11,034	0
Total operating expenses	147,701	150,341	144,970	125,743	130,023	130,480	134,237	136,663	122,334	116,006	112,106	119,633	568,755	531,403	470,079
<b>Income (loss) from operations</b>	<b>(26,754)</b>	<b>(24,990)</b>	<b>(18,081)</b>	<b>3,533</b>	<b>(1,410)</b>	<b>(2,583)</b>	<b>(9,391)</b>	<b>(14,219)</b>	<b>(1,374)</b>	<b>7,169</b>	<b>8,979</b>	<b>419</b>	<b>(66,292)</b>	<b>(27,603)</b>	<b>15,193</b>
Interest expense	(1,456)	(6,052)	(8,743)	(11,024)	(10,078)	(10,061)	(10,035)	(9,650)	(9,956)	(7,905)	(5,842)	(5,153)	(27,274)	(39,824)	(28,856)
Other income (expense), net	2,572	20,002	831	(174)	(2,395)	4,803	(1,275)	2,344	1,716	(12,709)	793	(200)	23,230	3,477	(10,400)
Income (loss) before provision (benefit) for income taxes	(25,638)	(11,040)	(25,993)	(7,665)	(13,883)	(7,841)	(20,701)	(21,525)	(9,614)	(13,445)	3,930	(4,934)	(70,336)	(63,950)	(24,063)
Provision (benefit) for income taxes	405	599	37	1,766	1,444	(389)	521	2,066	676	1,098	908	467	2,807	3,642	3,149
<b>Net income (loss)</b>	<b>(26,043)</b>	<b>(11,639)</b>	<b>(26,030)</b>	<b>(9,431)</b>	<b>(15,327)</b>	<b>(7,452)</b>	<b>(21,222)</b>	<b>(23,591)</b>	<b>(10,290)</b>	<b>(14,543)</b>	<b>3,022</b>	<b>(5,401)</b>	<b>(73,143)</b>	<b>(67,592)</b>	<b>(27,212)</b>
Net income (loss) per share:															
Basic	\$ (0.22)	\$ (0.10)	\$ (0.23)	\$ (0.08)	\$ (0.13)	\$ (0.06)	\$ (0.17)	\$ (0.19)	\$ (0.08)	\$ (0.11)	\$ 0.02	\$ (0.04)	\$ (0.63)	\$ (0.56)	\$ (0.21)
Diluted	\$ (0.22)	\$ (0.10)	\$ (0.23)	\$ (0.08)	\$ (0.13)	\$ (0.06)	\$ (0.17)	\$ (0.19)	\$ (0.08)	\$ (0.11)	\$ 0.02	\$ (0.04)	\$ (0.63)	\$ (0.56)	\$ (0.21)
Weighted average number of shares:															
Basic	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	130,970	132,877	115,959	121,106	129,767
Diluted	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	135,742	132,877	115,959	121,106	129,767
<b>Comprehensive loss:</b>															
Net income (loss)	(26,043)	(11,639)	(26,030)	(9,431)	(15,327)	(7,452)	(21,222)	(23,591)	(10,290)	(14,543)	3,022	(5,401)	(73,143)	(67,592)	(27,212)
Unrealized gain (loss) on investments in securities	(94)	(5)	(31)	(54)	290	7	(16)	(1)	(5)	0	0	0	(184)	280	(5)
Foreign currency translation adjustment	(8,384)	(8,548)	10,244	1,858	1,441	(4,320)	5,987	(2,014)	(354)	8,363	(9,321)	3,759	(4,830)	1,094	2,447
Comprehensive loss	(34,521)	(20,192)	(15,817)	(7,627)	(13,596)	(11,765)	(15,251)	(25,606)	(10,649)	(6,180)	(6,299)	(1,642)	(78,157)	(66,218)	(24,770)
<b>% of Revenue</b>															
Service revenue gross profit	70.1 %	71.4 %	73.1 %	73.4 %	73.6 %	72.4 %	72.0 %	71.8 %	71.4 %	71.3 %	70.9 %	71.0 %	72.0 %	72.5 %	71.1 %
Other revenue gross profit	(55.2)%	(24.5)%	(17.8)%	(4.2)%	(4.3)%	(10.3)%	(20.9)%	(21.5)%	(43.9)%	(27.8)%	(34.0)%	(31.5)%	(25.7)%	(13.6)%	(34.1)%
<b>Total revenue gross profit</b>	<b>64.5 %</b>	<b>66.9 %</b>	<b>68.8 %</b>	<b>70.1 %</b>	<b>70.2 %</b>	<b>69.1 %</b>	<b>69.0 %</b>	<b>68.2 %</b>	<b>67.9 %</b>	<b>68.1 %</b>	<b>67.7 %</b>	<b>67.8 %</b>	<b>67.5 %</b>	<b>69.1 %</b>	<b>67.9 %</b>
Research and Development	18.6 %	19.2 %	19.0 %	19.8 %	19.3 %	18.5 %	18.1 %	18.9 %	18.0 %	17.3 %	16.7 %	16.9 %	19.2 %	18.7 %	17.2 %
Sales and Marketing	44.5 %	43.0 %	42.9 %	37.3 %	37.4 %	37.1 %	37.0 %	37.8 %	37.7 %	35.8 %	36.7 %	37.8 %	41.9 %	37.3 %	37.0 %
General and administrative	15.6 %	16.8 %	14.7 %	11.0 %	14.3 %	14.9 %	12.9 %	19.5 %	13.0 %	11.0 %	9.3 %	12.9 %	14.5 %	15.4 %	11.5 %
Total Operating Expenses	78.7 %	80.2 %	78.6 %	68.1 %	70.9 %	70.5 %	74.2 %	76.2 %	68.7 %	64.1 %	62.7 %	67.6 %	76.5 %	72.9 %	65.7 %
<b>Income (loss) from operations</b>	<b>(14.3)%</b>	<b>(13.3)%</b>	<b>(9.8)%</b>	<b>1.9 %</b>	<b>(0.8)%</b>	<b>(1.4)%</b>	<b>(5.2)%</b>	<b>(7.9)%</b>	<b>(0.8)%</b>	<b>4.0 %</b>	<b>5.0 %</b>	<b>0.2 %</b>	<b>(8.9)%</b>	<b>(3.8)%</b>	<b>2.1 %</b>

## GAAP CONSOLIDATED STATEMENT OF OPERATIONS

Unaudited, in thousands except per share amounts

(continued)

	FY2023				FY2024				FY2025				FY2023	FY2024	FY2025
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q4 YTD	Q4 YTD	Q4 YTD
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024	31-Dec 2024	31-Mar 2025	31-Mar 2023	31-Mar 2024	31-Mar 2025
<b>Supplemental Information:</b>															
Interest expense	(625)	(4,883)	(7,607)	(9,906)	(8,970)	(8,929)	(8,878)	(8,575)	(8,894)	(7,249)	(5,415)	(4,832)	(23,020)	(35,352)	(26,390)
Amortization of debt discount	(831)	(1,169)	(1,136)	(1,118)	(1,108)	(1,132)	(1,157)	(1,075)	(1,062)	(656)	1,706	(321)	(4,254)	(4,472)	(2,466)
Total interest expense	(1,456)	(6,052)	(8,743)	(11,024)	(10,078)	(10,061)	(10,035)	(9,650)	(9,956)	(7,905)	(3,709)	(5,153)	(27,274)	(39,824)	(28,856)
Gain (loss) on debt extinguishment	—	16,106	2,144	296	(1,766)	—	—	—	—	(11,996)	(216)	(113)	18,545	(1,766)	(12,325)
Gain (loss) on warrants remeasurement	—	1,293	(771)	(104)	(250)	2,781	(1,297)	942	1,747	263	(813)	1,028	417	2,176	2,225
Interest income	619	374	360	593	635	603	1,382	1,357	1,041	936	768	570	1,946	3,977	3,316
Gain (loss) on sale of assets	—	—	1,757	(5)	—	—	—	(179)	—	—	—	—	1,821	(179)	—
Other income (expense)	1,953	2,229	(2,659)	(954)	(1,014)	1,419	(1,360)	224	(1,072)	(1,912)	1,054	(1,685)	501	(731)	(3,616)
Other income (expense), net	2,572	20,002	831	(174)	(2,395)	4,803	(1,275)	2,344	1,716	(12,709)	793	(200)	23,230	3,477	(10,400)

**NON-GAAP CONSOLIDATED STATEMENT OF OPERATIONS**  
Unaudited, in thousands except for per share amounts

	FY2023				FY2024				FY2025				Fiscal Years		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	2023	2024	2025
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024	31-Dec 2024	31-Mar 2025	31-Mar 2023	31-Mar 2024	31-Mar 2025
Service revenue	\$179,161	\$178,556	\$175,765	\$176,562	\$175,238	\$177,782	\$175,069	\$172,490	\$172,801	\$175,075	\$173,459	\$171,588	\$710,044	\$700,579	\$692,923
Other revenue	8,459	8,833	8,635	7,967	8,049	7,217	5,937	6,923	5,346	5,923	5,423	5,455	33,894	28,126	22,147
<b>Total revenue</b>	<b>187,620</b>	<b>187,389</b>	<b>184,400</b>	<b>184,529</b>	<b>183,287</b>	<b>184,999</b>	<b>181,006</b>	<b>179,413</b>	<b>178,147</b>	<b>180,998</b>	<b>178,882</b>	<b>177,043</b>	<b>743,938</b>	<b>728,705</b>	<b>715,070</b>
Cost of service revenue	47,585	46,160	42,629	43,538	41,728	45,201	44,727	44,495	45,249	46,848	47,613	48,154	179,912	176,151	187,864
Cost of other revenue	11,446	9,819	8,757	7,279	7,725	7,462	6,644	7,939	7,172	7,112	6,928	6,760	37,301	29,770	27,972
Total cost of revenue	59,031	55,979	51,386	50,817	49,453	52,663	51,371	52,434	52,421	53,960	54,541	54,914	217,213	205,921	215,836
<b>Gross profit</b>	<b>128,589</b>	<b>131,410</b>	<b>133,014</b>	<b>133,712</b>	<b>133,834</b>	<b>132,336</b>	<b>129,635</b>	<b>126,979</b>	<b>125,726</b>	<b>127,038</b>	<b>124,341</b>	<b>122,129</b>	<b>526,725</b>	<b>522,784</b>	<b>499,234</b>
Operating expenses:															
Research and development	26,725	28,139	26,712	28,356	27,330	28,075	27,012	28,148	27,441	27,530	26,429	26,094	109,932	110,565	107,494
Sales and marketing	71,750	70,167	66,911	59,436	60,100	61,295	59,779	59,655	60,741	59,191	60,456	60,621	268,264	240,829	241,009
General and administrative	19,979	24,031	21,062	21,100	19,974	19,202	18,588	18,900	17,434	18,779	18,368	17,703	86,172	76,664	72,284
Total operating expenses	118,454	122,337	114,685	108,892	107,404	108,572	105,379	106,703	105,616	105,500	105,253	104,418	464,368	428,058	420,787
<b>Income (loss) from operations</b>	<b>10,135</b>	<b>9,073</b>	<b>18,329</b>	<b>24,820</b>	<b>26,430</b>	<b>23,764</b>	<b>24,256</b>	<b>20,276</b>	<b>20,110</b>	<b>21,538</b>	<b>19,088</b>	<b>17,711</b>	<b>62,357</b>	<b>94,726</b>	<b>78,447</b>
Interest expense	(625)	(4,883)	(7,607)	(9,906)	(8,970)	(8,929)	(8,878)	(8,575)	(8,894)	(7,249)	(5,415)	(4,832)	(23,020)	(35,352)	(26,390)
Other income (expense), net	2,456	2,487	(2,415)	(475)	(496)	1,905	(98)	921	(147)	(1,092)	1,706	(1,115)	1,983	2,232	(648)
Loss before provision (benefit) for income taxes	11,966	6,677	8,307	14,439	16,964	16,740	15,280	12,622	11,069	13,197	15,379	11,764	41,320	61,606	51,409
Provision (benefit) for income taxes	405	599	37	1,766	1,444	(389)	521	2,066	676	1,098	908	467	2,807	3,642	3,149
<b>Net income (loss)</b>	<b>\$11,561</b>	<b>\$6,078</b>	<b>\$8,270</b>	<b>\$12,673</b>	<b>\$15,520</b>	<b>\$17,129</b>	<b>\$14,759</b>	<b>\$10,556</b>	<b>\$10,393</b>	<b>\$12,099</b>	<b>\$14,471</b>	<b>\$11,297</b>	<b>\$ 38,513</b>	<b>\$ 57,964</b>	<b>\$ 48,260</b>
Net income (loss) per share:															
Basic	\$ 0.10	\$ 0.05	\$ 0.07	\$ 0.11	\$ 0.13	\$ 0.14	\$ 0.12	\$ 0.08	\$ 0.08	\$ 0.09	\$ 0.11	\$ 0.09	\$ 0.33	\$ 0.48	\$ 0.37
Diluted	\$ 0.09	\$ 0.05	\$ 0.07	\$ 0.11	\$ 0.13	\$ 0.14	\$ 0.12	\$ 0.08	\$ 0.08	\$ 0.09	\$ 0.11	\$ 0.08	\$ 0.33	\$ 0.47	\$ 0.36
Weighted average number of shares:															
Basic	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	130,970	132,877	115,959	121,106	129,767
Diluted	121,756	116,186	113,711	117,442	118,445	122,624	124,253	125,962	127,433	131,294	135,742	138,678	117,443	122,560	133,654
<b>As a % of Revenue</b>															
Service revenue gross profit	73.4 %	74.1 %	75.7 %	75.3 %	76.2 %	74.6 %	74.5 %	74.2 %	73.8 %	73.2 %	72.6 %	71.9 %	74.7 %	74.9 %	72.9 %
Other revenue gross profit	(35.3) %	(11.2) %	(1.4) %	8.6 %	4.0 %	(3.4) %	(11.9) %	(14.7) %	(34.2) %	(20.1) %	(27.8) %	(23.9) %	(10.1) %	(5.8) %	(26.3) %
<b>Total revenue gross profit</b>	<b>68.5 %</b>	<b>70.1 %</b>	<b>72.1 %</b>	<b>72.5 %</b>	<b>73.0 %</b>	<b>71.5 %</b>	<b>71.6 %</b>	<b>70.8 %</b>	<b>70.6 %</b>	<b>70.2 %</b>	<b>69.5 %</b>	<b>69.0 %</b>	<b>70.8 %</b>	<b>71.7 %</b>	<b>69.8 %</b>
Research and development	14.2 %	15.0 %	14.5 %	15.4 %	14.9 %	15.2 %	14.9 %	15.7 %	15.4 %	15.2 %	14.8 %	14.7 %	14.8 %	15.2 %	15.0 %
Sales and marketing	38.2 %	37.4 %	36.3 %	32.2 %	32.8 %	33.1 %	33.0 %	33.3 %	34.1 %	32.7 %	33.8 %	34.2 %	36.1 %	33.0 %	33.7 %
General and administrative	10.6 %	12.8 %	11.4 %	11.4 %	10.9 %	10.4 %	10.3 %	10.5 %	9.8 %	10.4 %	10.3 %	10.0 %	11.6 %	10.5 %	10.1 %
Operating Expenses	63.1 %	65.3 %	62.2 %	59.0 %	58.6 %	58.7 %	58.2 %	59.5 %	59.3 %	58.3 %	58.8 %	59.0 %	62.4 %	58.7 %	58.8 %
<b>Operating income</b>	<b>5.4 %</b>	<b>4.8 %</b>	<b>9.9 %</b>	<b>13.5 %</b>	<b>14.4 %</b>	<b>12.8 %</b>	<b>13.4 %</b>	<b>11.3 %</b>	<b>11.3 %</b>	<b>11.9 %</b>	<b>10.7 %</b>	<b>10.0 %</b>	<b>8.4 %</b>	<b>13.0 %</b>	<b>11.0 %</b>

**GAAP CONSOLIDATED BALANCE SHEET**  
Unaudited, in thousands except per share amounts

	FY2023				FY2024				FY2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar
	2022	2022	2022	2023	2023	2023	2023	2024	2024	2024	2024	2025
<b>ASSETS</b>												
Current assets:												
Cash and cash equivalents	\$ 92,686	\$ 100,512	\$ 92,960	\$ 111,400	\$ 122,229	\$ 144,030	\$ 168,513	\$ 116,262	\$ 130,764	\$ 117,405	\$ 104,165	\$ 88,050
Restricted cash	590	511	511	511	165	521	356	356	461	462	462	462
Short-term investments	48,945	30,411	37,445	26,228	15,946	4,744	1,035	1,048	—	—	—	—
Accounts receivable, net	55,441	58,345	53,811	62,307	64,951	61,063	63,042	58,979	59,205	64,567	52,312	49,680
Deferred contract acquisition costs	36,510	36,350	37,401	38,048	38,247	37,610	36,996	35,933	34,625	34,107	32,046	30,935
Other current assets	38,545	37,537	32,449	34,630	32,930	33,967	32,528	35,258	32,723	29,810	30,105	34,739
Total current assets	272,717	263,666	254,577	273,124	274,468	281,935	302,470	247,836	257,778	246,351	219,090	203,866
Property and equipment, net	73,876	68,717	60,915	57,871	54,538	53,508	55,661	53,181	51,400	50,364	49,228	47,919
Operating lease, right-of-use assets	59,859	54,201	55,269	52,444	50,438	50,396	38,546	35,924	35,933	34,825	32,777	33,508
Intangible assets, net	122,737	117,490	112,236	107,112	102,013	96,914	91,816	86,717	81,618	76,519	71,420	67,949
Goodwill	265,029	262,393	265,578	266,863	266,386	265,732	267,453	266,574	266,399	269,229	266,217	271,530
Restricted cash, non-current	818	818	818	818	818	462	462	105	—	—	—	812
Deferred contract acquisition costs, non-current	76,083	71,647	70,530	67,644	64,699	60,440	56,317	52,859	49,199	48,711	45,154	44,239
Other assets, non-current	18,028	17,009	16,184	15,934	15,103	14,336	13,993	12,783	13,412	14,127	14,325	13,354
<b>Total assets</b>	<b>\$ 889,147</b>	<b>\$ 855,941</b>	<b>\$ 836,107</b>	<b>\$ 841,810</b>	<b>\$ 828,463</b>	<b>\$ 823,723</b>	<b>\$ 826,718</b>	<b>\$ 755,979</b>	<b>\$ 755,739</b>	<b>\$ 740,126</b>	<b>\$ 698,211</b>	<b>\$ 683,177</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>												
Current liabilities:												
Accounts payable	\$ 42,584	\$ 43,844	\$ 40,632	\$ 46,802	\$ 42,537	\$ 49,391	\$ 49,493	\$ 48,862	\$ 51,727	\$ 51,261	\$ 53,072	\$ 45,773
Accrued and other liabilities	84,344	81,633	77,393	73,740	78,862	71,700	73,232	78,102	75,369	68,783	61,601	63,025
Operating lease liabilities, current	14,424	12,648	12,537	11,504	11,469	11,623	11,763	11,295	11,564	11,707	11,386	11,102
Deferred revenue, current	34,064	30,860	34,207	34,909	40,410	33,223	32,778	34,325	33,701	37,696	33,394	37,751
Convertible senior notes, current	—	—	—	62,932	63,039	63,153	63,260	—	—	—	—	—
Term loan, current	—	—	—	—	—	—	—	—	—	39,393	16,524	11,593
Total current liabilities	175,416	168,985	164,769	229,887	236,317	229,090	230,526	172,584	172,361	208,840	175,977	169,244
Operating lease liabilities, non-current	71,806	68,437	68,358	65,623	62,850	61,926	59,417	56,647	55,179	52,785	49,842	49,196
Deferred revenue, non-current	11,023	10,465	10,480	10,615	10,618	10,231	10,128	7,810	7,659	6,594	5,960	706
Convertible senior notes, non-current	494,444	286,682	264,443	196,821	197,048	197,303	197,561	197,796	198,033	198,300	198,569	198,790
Term loan	—	230,049	231,202	231,993	209,534	210,303	211,092	211,894	212,718	159,194	149,437	139,581
Other liabilities, non-current	2,936	6,541	6,828	6,965	7,227	4,460	8,322	7,290	5,201	4,601	5,413	3,456
Total liabilities	755,625	771,159	746,080	741,904	723,594	713,313	717,046	654,021	651,151	630,314	585,198	560,973
Stockholders' equity:												
Common stock	120	111	113	115	119	122	123	125	128	131	131	134
Additional paid-in capital	895,602	867,063	888,123	905,635	924,190	941,493	956,005	973,895	987,171	998,572	1,008,072	1,018,902
Accumulated other comprehensive loss	(16,391)	(24,944)	(14,731)	(12,927)	(11,196)	(15,509)	(9,538)	(11,553)	(11,912)	(3,549)	(12,870)	(9,111)
Accumulated deficit	(745,809)	(757,448)	(783,478)	(792,917)	(808,244)	(815,696)	(836,918)	(860,509)	(870,799)	(885,342)	(882,320)	(887,721)
Total stockholders' equity	133,522	84,782	90,027	99,906	104,869	110,410	109,672	101,958	104,588	109,812	113,013	122,204
<b>Total liabilities and stockholders' equity</b>	<b>\$ 889,147</b>	<b>\$ 855,941</b>	<b>\$ 836,107</b>	<b>\$ 841,810</b>	<b>\$ 828,463</b>	<b>\$ 823,723</b>	<b>\$ 826,718</b>	<b>\$ 755,979</b>	<b>\$ 755,739</b>	<b>\$ 740,126</b>	<b>\$ 698,211</b>	<b>\$ 683,177</b>

## CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands)

	FY2024				FY2025				Fiscal Years		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	FY23	FY24	FY25
	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024	31-Dec 2024	31-Mar 2025	31-Mar 2023	31-Mar 2024	31-Mar 2025
<b>Cash flows from operating activities:</b>											
Net income (loss)	\$(15,327)	\$ (7,452)	\$(21,222)	\$(23,591)	\$(10,290)	\$(14,543)	\$ 3,022	\$ (5,401)	\$(73,143)	\$(67,592)	\$(27,212)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:											
Depreciation	2,126	1,964	2,043	2,168	1,908	1,848	1,866	1,765	10,464	8,301	7,387
Amortization of intangible assets	5,099	5,099	5,098	5,099	5,099	5,099	5,098	3,808	21,078	20,395	19,104
Amortization of capitalized internal-use software costs	5,282	4,779	4,357	4,068	3,758	3,264	2,959	2,748	20,739	18,486	12,729
Impairment of capitalized software	—	—	—	—	—	—	—	—	3,729	—	—
Amortization of debt discount and issuance costs	1,109	1,131	1,157	1,075	1,062	656	427	321	4,254	4,472	2,466
Amortization of deferred contract acquisition costs	10,019	10,080	10,051	10,031	9,838	9,859	9,284	8,996	38,195	40,181	37,977
Allowance for credit losses	490	503	670	573	334	935	156	418	1,892	2,236	1,843
Operating lease expense, net of accretion	2,507	2,602	2,948	2,877	3,165	2,873	2,869	2,724	12,030	10,934	11,631
Impairment of right-of-use assets	—	—	11,034	—	—	—	—	—	2,651	11,034	—
Stock-based compensation expense	18,195	14,522	14,118	15,075	12,801	9,376	9,533	8,230	89,536	61,910	39,940
Loss (gain) on debt extinguishment	1,766	—	—	—	—	11,996	216	113	(18,545)	1,766	12,325
Loss (gain) on remeasurement of warrants	250	(2,781)	1,297	(942)	(1,747)	(263)	813	(1,028)	(417)	(2,176)	(2,225)
Gain on sale of assets	—	—	—	179	—	—	—	—	(1,821)	179	—
Other	(184)	236	(622)	1,250	581	(4,207)	4,481	(1,201)	101	680	(346)
Changes in assets and liabilities:											
Accounts receivable, net	(3,397)	3,696	(2,487)	2,941	(732)	(4,582)	10,460	2,699	(8,450)	753	7,845
Deferred contract acquisition costs	(7,209)	(4,859)	(5,027)	(5,784)	(4,803)	(7,644)	(5,134)	(6,407)	(31,086)	(22,879)	(23,988)
Other current and non-current assets	2,327	(3,633)	720	(1,762)	(658)	1,508	(2,793)	(5,674)	2,150	(2,348)	(7,617)
Accounts payable and accrued liabilities	(2,084)	(850)	(1,537)	289	(1,413)	(7,473)	(10,295)	(5,629)	(24,403)	(4,182)	(24,810)
Deferred revenue	5,504	(7,574)	(202)	(893)	(755)	3,615	(5,746)	(609)	(168)	(3,165)	(3,495)
<b>Net cash provided by operating activities</b>	<b>26,473</b>	<b>17,463</b>	<b>22,396</b>	<b>12,653</b>	<b>18,148</b>	<b>12,317</b>	<b>27,216</b>	<b>5,873</b>	<b>48,786</b>	<b>78,985</b>	<b>63,554</b>
<b>Cash flows from investing activities:</b>											
Purchases of property and equipment	(186)	(1,372)	(783)	(309)	(382)	(1,207)	(456)	(381)	(2,991)	(2,650)	(2,401)
Proceeds from sale of intangible assets	—	—	—	—	—	—	—	—	1,000	—	—
Capitalized internal-use software costs	(3,488)	(3,954)	(3,471)	(3,376)	(3,025)	(2,867)	(2,570)	(2,579)	(11,896)	(14,289)	(11,066)
Purchases of investments	(3,093)	(3,081)	—	—	—	—	—	—	(53,308)	(6,174)	—
Purchase of cost investment	—	—	—	—	(771)	—	—	—	—	—	(771)
Sales of investments	—	—	—	—	—	—	—	—	8,296	—	—
Maturities of investments	13,559	14,350	3,750	—	1,048	—	—	—	66,199	31,659	1,048
Acquisition of businesses, net of cash acquired	—	—	—	—	—	—	—	(3,234)	(1,250)	—	(3,234)
<b>Net cash provided by (used in) investing activities</b>	<b>6,792</b>	<b>5,943</b>	<b>(504)</b>	<b>(3,685)</b>	<b>(3,130)</b>	<b>(4,074)</b>	<b>(3,026)</b>	<b>(6,194)</b>	<b>6,050</b>	<b>8,546</b>	<b>(16,424)</b>
<b>Cash flows from financing activities:</b>											
Proceeds from issuance of common stock under employee stock plans	—	2,365	—	2,519	—	1,682	(1)	2,011	4,679	4,884	3,692
Repurchase of capped calls	—	—	—	—	—	—	—	—	244	—	—
Payments for debt issuance costs	—	—	—	—	—	(1,114)	(403)	—	—	—	(1,517)
Repayment of principal on term loan	(25,000)	—	—	—	—	(225,000)	(33,000)	(15,000)	—	(25,000)	(273,000)
Proceeds from term loan	—	—	—	—	—	200,000	—	—	234,806	—	200,000
Repayment and exchange of convertible senior notes	—	—	—	(63,295)	—	—	—	—	(217,299)	(63,295)	—
Repurchase of common stock	—	—	—	—	—	—	—	—	(60,214)	—	—
Other financing activities	—	—	—	—	(352)	(352)	(557)	(3,020)	—	—	(4,281)
<b>Net cash provided by (used in) financing activities</b>	<b>(25,000)</b>	<b>2,365</b>	<b>—</b>	<b>(60,776)</b>	<b>(352)</b>	<b>(24,784)</b>	<b>(33,961)</b>	<b>(16,009)</b>	<b>(37,784)</b>	<b>(83,411)</b>	<b>(75,106)</b>
Effect of exchange rate changes on cash	2,218	(3,970)	2,426	(800)	(164)	3,183	(3,469)	1,027	(5,037)	(126)	577
Net increase (decrease) in cash and cash equivalents	10,483	21,801	24,318	(52,608)	14,502	(13,358)	(13,240)	(15,303)	12,015	3,994	(27,399)
Cash, cash equivalents and restricted cash, beginning of period	112,729	123,212	145,013	169,331	116,723	131,225	117,867	104,627	100,714	112,729	116,723
<b>Cash, cash equivalents and restricted cash, end of year</b>	<b>\$123,212</b>	<b>\$145,013</b>	<b>\$169,331</b>	<b>\$116,723</b>	<b>\$131,225</b>	<b>\$117,867</b>	<b>\$104,627</b>	<b>\$ 89,324</b>	<b>\$112,729</b>	<b>\$116,723</b>	<b>\$ 89,324</b>

## CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands, continued)

## Supplemental and non-cash disclosures:

	FY2024				FY2025				Fiscal Years		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	FY23	FY24	FY25
	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024	31-Dec 2024	31-Mar 2025	31-Mar 2023	31-Mar 2024	31-Mar 2025
Interest paid	\$ 4,919	\$ 12,880	\$ 6,864	\$ 10,911	\$ 6,707	\$ 9,617	\$ 3,193	\$ 6,780	\$ 22,162	\$ 35,574	\$ 26,297
Income taxes paid	\$ 336	\$ 2,782	\$ 2,326	\$ 530	\$ 479	\$ 1,907	\$ 708	\$ 673	\$ 1,530	\$ 5,974	\$ 3,767
Payables and accruals for property and equipment	\$ 37	\$ —	\$ 3,861	\$ 3,868	\$ 3,574	\$ 3,207	\$ 2,861	\$ (2,729)	\$ 38	\$ 3,868	\$ 132

## GAAP to NON-GAAP Reconciliation

	FY2023				FY2024				FY2025				Fiscal Years		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	FY23	FY24	FY25
	6/30/22	9/30/22	12/31/22	3/31/23	6/30/23	9/30/23	12/31/23	3/31/24	6/30/24	9/30/24	12/31/24	3/31/25	3/31/23	3/31/24	3/31/25
<b>Reconciliation of GAAP to Non-GAAP Financial Measures:</b>															
<b>Cost of Revenue:</b>															
GAAP cost of service revenue	\$ 53,547	\$ 51,038	\$ 47,335	\$ 46,951	\$ 46,276	\$ 49,144	\$ 48,983	\$ 48,557	\$ 49,496	\$ 50,251	\$ 50,529	\$ 49,818	\$198,871	\$192,960	\$200,094
Amortization of acquired intangible assets	(2,369)	(2,140)	(2,125)	(2,118)	(2,118)	(2,118)	(2,118)	(2,115)	(2,117)	(2,118)	(2,117)	(824)	(8,752)	(8,469)	(7,176)
Stock-based compensation expense and related employer payroll taxes	(2,696)	(2,457)	(2,148)	(2,031)	(2,224)	(1,743)	(1,694)	(1,767)	(1,608)	(1,230)	(857)	(759)	(9,332)	(7,428)	(4,454)
Legal and regulatory costs	—	—	(85)	—	—	—	—	—	—	—	55	—	(85)	—	55
Severance, transition and contract exit costs	(897)	(281)	(348)	736	(206)	(82)	(444)	(180)	(522)	(55)	3	(81)	(790)	(912)	(655)
Non-GAAP cost of service revenue	\$ 47,585	\$ 46,160	\$ 42,629	\$ 43,538	\$ 41,728	\$ 45,201	\$ 44,727	\$ 44,495	\$ 45,249	\$ 46,848	\$ 47,613	\$ 48,154	\$179,912	\$176,151	\$187,864
GAAP service revenue margin	\$125,614	\$127,518	\$128,430	\$129,611	\$128,962	\$128,638	\$126,086	\$123,933	\$123,305	\$124,824	\$122,930	\$121,770	\$511,173	\$507,619	\$492,829
Non-GAAP service revenue margin	\$131,576	\$132,396	\$133,136	\$133,024	\$133,510	\$132,581	\$130,342	\$127,995	\$127,552	\$128,227	\$125,846	\$123,434	\$530,132	\$524,428	\$505,059
GAAP cost of other revenue	\$ 13,126	\$ 11,000	\$ 10,176	\$ 8,302	\$ 8,398	\$ 7,958	\$ 7,177	\$ 8,412	\$ 7,691	\$ 7,572	\$ 7,268	\$ 7,173	\$ 42,604	\$ 31,945	\$ 29,704
Stock-based compensation expense and related employer payroll taxes	(1,147)	(937)	(902)	(634)	(651)	(468)	(459)	(442)	(419)	(304)	(272)	(218)	(3,620)	(2,020)	(1,213)
Legal and regulatory costs	—	—	—	—	—	—	—	—	—	—	62	—	—	—	62
Severance, transition and contract exit costs	(533)	(244)	(517)	(389)	(22)	(28)	(74)	(31)	(100)	(156)	(130)	(195)	(1,683)	(155)	(581)
Non-GAAP cost of other revenue	\$ 11,446	\$ 9,819	\$ 8,757	\$ 7,279	\$ 7,725	\$ 7,462	\$ 6,644	\$ 7,939	\$ 7,172	\$ 7,112	\$ 6,928	\$ 6,760	\$ 37,301	\$ 29,770	\$ 27,972
GAAP other revenue margin	\$ (4,667)	\$ (2,167)	\$ (1,541)	\$ (335)	\$ (349)	\$ (741)	\$ (1,240)	\$ (1,489)	\$ (2,345)	\$ (1,649)	\$ (1,845)	\$ (1,718)	\$ (8,710)	\$ (3,819)	\$ (7,557)
Non-GAAP other revenue margin	\$ (2,987)	\$ (986)	\$ (122)	\$ 688	\$ 324	\$ (245)	\$ (707)	\$ (1,016)	\$ (1,826)	\$ (1,189)	\$ (1,505)	\$ (1,305)	\$ (3,407)	\$ (1,644)	\$ (5,825)
GAAP gross margin	\$120,947	\$125,351	\$126,889	\$129,276	\$128,613	\$127,897	\$124,846	\$122,444	\$120,960	\$123,175	\$121,085	\$120,052	\$502,463	\$503,800	\$485,272
Non-GAAP gross margin	\$128,589	\$131,410	\$133,014	\$133,712	\$133,834	\$132,336	\$129,635	\$126,979	\$125,726	\$127,038	\$124,341	\$122,129	\$526,725	\$522,784	\$499,234
<b>Operating Expenses:</b>															
GAAP research and development	\$ 34,955	\$ 36,019	\$ 35,062	\$ 36,455	\$ 35,292	\$ 34,207	\$ 32,787	\$ 33,930	\$ 32,137	\$ 31,291	\$ 29,833	\$ 29,950	\$142,491	\$136,216	\$123,211
Stock-based compensation expense and related employer payroll taxes	(8,193)	(7,773)	(7,183)	(6,789)	(7,438)	(5,345)	(5,190)	(5,469)	(4,657)	(3,348)	(3,209)	(2,536)	(29,938)	(23,442)	(13,750)
Acquisition and integration costs	—	—	—	—	(213)	115	—	—	—	—	—	(8)	—	(98)	(8)
Legal and regulatory costs	—	—	—	—	—	—	—	—	—	—	352	—	—	—	352
Severance, transition and contract exit costs	(37)	(107)	(1,167)	(1,310)	(311)	(902)	(585)	(313)	(39)	(413)	(547)	(1,312)	(2,621)	(2,111)	(2,311)
Non-GAAP research and development	\$ 26,725	\$ 28,139	\$ 26,712	\$ 28,356	\$ 27,330	\$ 28,075	\$ 27,012	\$ 28,148	\$ 27,441	\$ 27,530	\$ 26,429	\$ 26,094	\$109,932	\$110,565	\$107,494
GAAP sales and marketing	\$ 83,527	\$ 80,487	\$ 79,021	\$ 68,848	\$ 68,505	\$ 68,687	\$ 66,997	\$ 67,755	\$ 67,106	\$ 64,867	\$ 65,644	\$ 66,844	\$311,883	\$271,944	\$264,461
Amortization of acquired intangible assets	(3,106)	(3,107)	(3,106)	(3,007)	(2,982)	(2,982)	(2,982)	(2,980)	(2,982)	(2,981)	(2,981)	(2,984)	(12,326)	(11,926)	(11,928)
Stock-based compensation expense and related employer payroll taxes	(8,280)	(6,883)	(6,653)	(3,536)	(5,254)	(4,176)	(3,894)	(3,400)	(3,258)	(2,305)	(2,373)	(2,145)	(25,352)	(16,724)	(10,081)
Acquisition and integration costs	—	—	—	1,105	—	—	—	—	—	—	—	—	1,105	—	—
Legal and regulatory cost	—	—	—	—	—	—	—	—	—	—	335	—	—	—	335
Severance, transition and contract exit costs	(391)	(330)	(2,351)	(3,974)	(169)	(234)	(342)	(1,720)	(125)	(390)	(169)	(1,094)	(7,046)	(2,465)	(1,778)
Non-GAAP sales and marketing	\$ 71,750	\$ 70,167	\$ 66,911	\$ 59,436	\$ 60,100	\$ 61,295	\$ 59,779	\$ 59,655	\$ 60,741	\$ 59,191	\$ 60,456	\$ 60,621	\$268,264	\$240,829	\$241,009

## GAAP to NON-GAAP Reconciliation (continued)

	FY2023				FY2024				FY2025				Fiscal Years		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	FY23	FY24	FY25
	6/30/22	9/30/22	12/31/22	3/31/23	6/30/23	9/30/23	12/31/23	3/31/24	6/30/24	9/30/24	12/31/24	3/31/25	3/31/23	3/31/24	3/31/25
GAAP general and administrative	\$ 29,219	\$ 31,411	\$ 27,158	\$ 20,213	\$ 26,226	\$ 27,586	\$ 23,419	\$ 34,978	\$ 23,091	\$ 19,848	\$ 16,629	\$ 22,839	\$108,001	\$112,209	\$ 82,407
Stock-based compensation expense and related employer payroll taxes	(7,923)	(6,763)	(4,354)	(3,352)	(4,108)	(3,695)	(3,653)	(4,787)	(3,651)	(2,658)	(3,058)	(2,957)	(22,392)	(16,243)	(12,324)
Acquisition and integration costs	(624)	(1,554)	(555)	6,181	(130)	(422)	(102)	(145)	(123)	(193)	(244)	(533)	3,448	(799)	(1,093)
Legal and regulatory cost	62	207	(57)	(898)	(1,468)	(3,879)	(98)	(10,072)	(548)	3,166	6,045	(102)	(686)	(15,517)	8,561
Severance, transition and related exit costs	(755)	730	(1,130)	(1,044)	(546)	(388)	(978)	(1,074)	(1,335)	(1,384)	(1,004)	(1,544)	(2,199)	(2,986)	(5,267)
Non-GAAP general and administrative	\$ 19,979	\$ 24,031	\$ 21,062	\$ 21,100	\$ 19,974	\$ 19,202	\$ 18,588	\$ 18,900	\$ 17,434	\$ 18,779	\$ 18,368	\$ 17,703	\$ 86,172	\$ 76,664	\$ 72,284
GAAP Operating Expenses	\$147,701	\$147,917	\$141,241	\$125,516	\$130,023	\$130,480	\$123,203	\$136,663	\$122,334	\$116,006	\$112,106	\$119,633	\$562,375	\$520,369	\$470,079
Amortization of acquired intangible assets	(3,106)	(3,107)	(3,106)	(3,007)	(2,982)	(2,982)	(2,982)	(2,980)	(2,982)	(2,981)	(2,981)	(2,984)	(12,326)	(11,926)	(11,928)
Stock-based compensation expense and related employer payroll taxes	(24,396)	(21,419)	(18,190)	(13,677)	(16,800)	(13,216)	(12,737)	(13,656)	(11,566)	(8,311)	(8,640)	(7,638)	(77,682)	(56,409)	(36,155)
Acquisition and integration costs	(624)	(1,554)	(555)	7,286	(343)	(307)	(102)	(145)	(123)	(193)	(244)	(541)	4,553	(897)	(1,101)
Legal and regulatory cost	62	207	(57)	(898)	(1,468)	(3,879)	(98)	(10,072)	(548)	3,166	6,732	(102)	(686)	(15,517)	9,248
Severance, transition and contract exit costs	(1,183)	293	(4,648)	(6,328)	(1,026)	(1,524)	(1,905)	(3,107)	(1,499)	(2,187)	(1,720)	(3,950)	(11,866)	(7,562)	(9,356)
Non-GAAP Operating Expenses	\$118,454	\$122,337	\$114,685	\$108,892	\$107,404	\$108,572	\$105,379	\$106,703	\$105,616	\$105,500	\$105,253	\$104,418	\$464,368	\$428,058	\$420,787
<b>Operating Profit (Loss):</b>															
GAAP income (loss) from operations	\$(26,754)	\$(24,990)	\$(18,081)	\$ 3,533	\$( 1,410)	\$( 2,583)	\$( 9,391)	\$(14,219)	\$( 1,374)	\$ 7,169	\$ 8,979	\$ 419	\$(66,292)	\$(27,603)	\$ 15,193
Amortization of acquired intangible assets	5,475	5,247	5,231	5,125	5,100	5,100	5,100	5,095	5,099	5,099	5,098	3,808	21,078	20,395	19,104
Stock-based compensation expense and related employer payroll taxes	28,239	24,813	21,240	16,342	19,675	15,427	14,890	15,865	13,593	9,845	9,769	8,615	90,634	65,857	41,822
Acquisition and integration costs	624	1,554	555	(7,286)	343	307	102	145	123	193	244	541	(4,553)	897	1,101
Legal and regulatory costs	(62)	(207)	142	898	1,468	3,879	98	10,072	548	(3,166)	(6,849)	102	771	15,517	(9,365)
Severance, transition and contract exit costs	2,613	232	5,513	5,981	1,254	1,634	2,423	3,318	2,121	2,398	1,847	4,226	14,339	8,629	10,592
Impairment of long-lived assets	—	2,424	3,729	227	—	—	11,034	—	—	—	—	—	6,380	11,034	—
Non-GAAP operating profit	\$ 10,135	\$ 9,073	\$ 18,329	\$ 24,820	\$ 26,430	\$ 23,764	\$ 24,256	\$ 20,276	\$ 20,110	\$ 21,538	\$ 19,088	\$ 17,711	\$ 62,357	\$ 94,726	\$ 78,447
<b>Interest Expense:</b>															
GAAP interest expense	\$( 1,456)	\$( 6,052)	\$( 8,743)	\$(11,024)	\$(10,078)	\$(10,061)	\$(10,035)	\$( 9,650)	\$( 9,956)	\$( 7,905)	\$( 5,842)	\$( 5,153)	\$(27,274)	\$(39,824)	\$(28,856)
Amortization of debt discount and issuance cost	831	1,169	1,136	1,118	1,108	1,132	1,157	1,075	1,062	656	427	321	\$ 4,254	\$ 4,472	\$ 2,466
Non-GAAP interest expense	\$( 625)	\$( 4,883)	\$( 7,607)	\$( 9,906)	\$( 8,970)	\$( 8,929)	\$( 8,878)	\$( 8,575)	\$( 8,894)	\$( 7,249)	\$( 5,415)	\$( 4,832)	\$(23,020)	\$(35,352)	\$(26,390)
<b>Other Income (Expenses):</b>															
GAAP other income (expense), net	\$ 2,572	\$ 20,002	\$ 831	\$( 174)	\$( 2,395)	\$ 4,803	\$( 1,275)	\$ 2,344	\$ 1,716	\$(12,709)	\$ 793	\$( 200)	\$ 23,230	\$ 3,477	\$(10,400)
Legal and regulatory costs	—	—	—	—	—	—	—	(550)	—	—	—	—	—	(550)	—
(Gain) loss on debt extinguishment	—	(16,106)	(2,144)	(295)	1,766	—	—	—	—	11,996	216	113	(18,545)	1,766	12,325
(Gain) loss on warrants remeasurement	—	(1,293)	771	105	250	(2,781)	1,297	(942)	(1,747)	(263)	813	(1,028)	(417)	(2,176)	(2,225)
(Loss) gain on sale of assets	—	—	(1,757)	5	—	—	—	179	—	—	—	—	(1,821)	179	—
Other income	(116)	(116)	(116)	(116)	(117)	(117)	(120)	(110)	(116)	(116)	(116)	—	(464)	(464)	(348)
Non-GAAP other income and expense	\$ 2,456	\$ 2,487	\$( 2,415)	\$( 475)	\$( 496)	\$ 1,905	\$( 98)	\$ 921	\$( 147)	\$( 1,092)	\$ 1,706	\$( 1,115)	\$ 1,983	\$ 2,232	\$( 648)

## GAAP to NON-GAAP Reconciliation (continued)

	FY2023				FY2024				FY2025				Fiscal Years		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	FY23	FY24	FY25
	6/30/22	9/30/22	12/31/22	3/31/23	6/30/23	9/30/23	12/31/23	3/31/24	6/30/24	9/30/24	12/31/24	3/31/25	3/31/23	3/31/24	3/31/25
<b>Net Income (Loss):</b>															
GAAP net loss	\$(26,043)	\$(11,639)	\$(26,030)	\$(9,431)	\$(15,327)	\$(7,452)	\$(21,222)	\$(23,591)	\$(10,290)	\$(14,543)	\$3,022	\$(5,401)	\$(73,143)	\$(67,592)	\$(27,212)
Amortization of acquired intangible assets	5,475	5,247	5,231	5,125	5,100	5,100	5,100	5,095	5,099	5,099	5,098	3,808	21,078	20,395	19,104
Stock-based compensation expense and related employer payroll taxes	28,239	24,813	21,240	16,342	19,675	15,427	14,890	15,865	13,593	9,845	9,769	8,615	90,634	65,857	41,822
Acquisition and integration costs	624	1,554	555	(7,286)	343	307	102	145	123	193	244	541	(4,553)	897	1,101
Legal and regulatory costs	(62)	(207)	142	898	1,468	3,879	98	9,522	548	(3,166)	(6,849)	102	771	14,967	(9,365)
Severance, transition and contract exit costs	2,613	232	5,513	5,981	1,254	1,634	2,423	3,318	2,121	2,398	1,847	4,226	14,339	8,629	10,592
Impairment of long-lived assets	—	2,424	3,729	227	—	—	11,034	—	—	—	—	—	6,380	11,034	—
Amortization of debt discount and issuance cost	831	1,169	1,136	1,118	1,108	1,132	1,157	1,075	1,062	656	427	321	4,254	4,472	2,466
(Gain) loss on debt extinguishment	—	(16,106)	(2,144)	(295)	1,766	—	—	—	—	11,996	216	113	(18,545)	1,766	12,325
(Gain) loss on warrants remeasurement	—	(1,293)	771	105	250	(2,781)	1,297	(942)	(1,747)	(263)	813	(1,028)	(417)	(2,176)	(2,225)
(Loss) gain on sale of assets	—	—	(1,757)	5	—	—	—	179	—	—	—	—	(1,821)	179	—
Other income	(116)	(116)	(116)	(116)	(117)	(117)	(120)	(110)	(116)	(116)	(116)	—	(464)	(464)	(348)
Income tax expense effects, net	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP net income	\$11,561	\$6,078	\$8,270	\$12,673	\$15,520	\$17,129	\$14,759	\$10,556	\$10,393	\$12,099	\$14,471	\$11,297	\$38,513	\$57,964	\$48,260
Interest expense	625	4,883	7,607	9,906	8,970	8,929	8,878	8,575	8,894	7,249	5,415	4,832	23,020	35,352	26,390
Provision (benefit) for income taxes	405	599	37	1,766	1,444	(389)	521	2,066	676	1,098	908	467	2,807	3,642	3,149
Depreciation	2,789	2,834	2,432	2,409	2,126	1,964	2,043	2,168	1,908	1,848	1,866	1,765	10,464	8,301	7,387
Amortization of capitalized internal-use software costs	5,964	5,529	4,904	4,341	5,282	4,779	4,358	4,067	3,758	3,264	2,959	2,748	20,739	18,486	12,729
Other expense (income), net	(2,456)	(2,487)	2,415	477	496	(1,905)	98	(1,471)	147	1,092	(1,706)	1,115	(1,983)	(2,782)	648
Adjusted EBITDA	\$18,888	\$17,436	\$25,665	\$31,572	\$33,838	\$30,507	\$30,657	\$25,961	\$25,776	\$26,650	\$23,913	\$22,224	\$93,560	\$120,963	\$98,563
Shares used in computing net income (loss) per share amounts:															
Basic	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	130,970	132,877	115,959	121,106	129,767
Diluted	121,756	116,186	113,711	117,442	118,445	122,624	124,253	125,962	127,433	131,294	135,742	138,678	117,443	122,560	133,654
GAAP net income (loss) per share - Basic	\$(0.22)	\$(0.10)	\$(0.23)	\$(0.08)	\$(0.13)	\$(0.06)	\$(0.17)	\$(0.19)	\$(0.08)	\$(0.11)	\$0.02	\$(0.04)	\$(0.63)	\$(0.56)	\$(0.21)
GAAP net income (loss) per share - Diluted	\$(0.22)	\$(0.10)	\$(0.23)	\$(0.08)	\$(0.13)	\$(0.06)	\$(0.17)	\$(0.19)	\$(0.08)	\$(0.11)	\$0.02	\$(0.04)	\$(0.63)	\$(0.56)	\$(0.21)
Non-GAAP net income per share - Basic	\$0.10	\$0.05	\$0.07	\$0.11	\$0.13	\$0.14	\$0.12	\$0.08	\$0.08	\$0.09	\$0.11	\$0.09	\$0.33	\$0.48	\$0.37
Non-GAAP net income per share - Diluted	\$0.09	\$0.05	\$0.07	\$0.11	\$0.13	\$0.14	\$0.12	\$0.08	\$0.08	\$0.09	\$0.11	\$0.08	\$0.33	\$0.47	\$0.36