

HALL J ROBERT
Form 4/A
November 02, 2007

FORM 4

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

OMB APPROVAL

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Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person *
HALL J ROBERT

(Last) (First) (Middle)

96 SOUTH GEORGE STREET, SUITE 500

(Street)

YORK, PA 17401

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol
GLATFELTER P H CO [GLT]

3. Date of Earliest Transaction
(Month/Day/Year)
05/01/2006

4. If Amendment, Date Original Filed(Month/Day/Year)
05/02/2006

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

Director 10% Owner
 Officer (give title below) Other (specify below)

6. Individual or Joint/Group Filing(Check Applicable Line)
 Form filed by One Reporting Person
 Form filed by More than One Reporting Person

Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)	4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Beneficial Ownership (Instr. 4)
				(A) or (D)	Code V Amount (D) Price		

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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SEC 1474 (9-02)

Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)

1. Title of Derivative Security	2. Conversion or Exercise	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any	4. Transaction Code	5. Number of Derivative	6. Date Exercisable and Expiration Date (Month/Day/Year)	7. Title and Amount of Underlying Securities (Instr. 3 and 4)	8. D
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(Instr. 3)	Price of Derivative Security	(Month/Day/Year)	(Instr. 8)	Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)	Code	V	(A)	(D)	Date Exercisable	Expiration Date	Title	Amount or Number of Shares
Restricted	\$ 0	05/01/2006			A ⁽¹⁾				04/28/2009	04/28/2009	Common Stock, Par Value \$.01	821

Reporting Owners

Reporting Owner Name / Address	Relationships			
	Director	10% Owner	Officer	Other
HALL J ROBERT 96 SOUTH GEORGE STREET SUITE 500 YORK, PA 17401			X	

Signatures

Suzanne
DeMars 11/02/2007

__Signature of Reporting Person Date

Explanation of Responses:

- * If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).
- ** Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (2) The original calculations for this grant were incorrect. The award should have been 821 shares.
- (1) These shares are Restricted Stock Units (RSU's). The restriction on these stock units will lapse in three years, effective one day prior to the Company's Annual Shareholder's meeting.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number. Itions, which could disrupt the distribution and sale of some of our applications. In addition, there have been claims challenging the ownership of open source software against companies that incorporate open source software into their products. As a result, we could be subject to suits by parties claiming infringement due to the reliance by our applications on certain open source software. Litigation could be costly for us to defend, have a negative effect on our operating results and financial condition or require us to devote additional research and development resources to change our applications.

Certain of our operating results and financial metrics are difficult to predict as a result of seasonality. We have historically experienced seasonality in terms of when we enter into customer agreements. We sign a significantly higher percentage of agreements with new customers, and renew agreements with existing customers, in the fourth quarter of each calendar year as our customers tend to follow budgeting cycles at the end of the calendar

year. Our cash flow from operations has historically been higher in the first quarter of each calendar year than in other quarters. This seasonality is reflected to a much lesser extent, and sometimes is not immediately apparent, in our revenue, due to the fact that we defer revenue recognition. In addition, seasonality may be difficult

27

to observe in our financial results during periods in which we acquire businesses as such results typically are most significantly impacted by such acquisitions. We expect this seasonality to continue, or possibly increase in the future, which may cause fluctuations in our operating results and financial metrics. If our quarterly operating results or outlook fall below the expectations of research analysts or investors, the price of our common stock could decline substantially.

We could incur substantial costs as a result of any claim of infringement of another party's intellectual property rights. In recent years, there has been significant litigation involving patents and other intellectual property rights in our industry. Companies providing software are increasingly bringing and becoming subject to suits alleging infringement of proprietary rights, particularly patent rights, and to the extent we gain greater market visibility, we face a higher risk of being the subject of intellectual property infringement claims. We do not have a significant patent portfolio, which could prevent us from deterring patent infringement claims through our own patent portfolio, and our competitors and others may now and in the future have significantly larger and more mature patent portfolios than we have. The risk of patent litigation has been amplified by the increase in the number of a type of patent holder, which we refer to as a non-practicing entity, whose sole business is to assert such claims and against whom our own intellectual property portfolio may provide little deterrent value. We could incur substantial costs in prosecuting or defending any intellectual property litigation. If we sue to enforce our rights or are sued by a third-party that claims that our applications infringe its rights, the litigation could be expensive and could divert our management resources. In addition, in most instances, we have agreed to indemnify our customers against claims that our applications infringe the intellectual property rights of third parties. Our business could be adversely affected by any significant disputes between us and our customers as to the applicability or scope of our indemnification obligations to them. Any intellectual property litigation to which we might become a party, or for which we are required to provide indemnification, may require us to do one or more of the following:

- cease selling or using applications that incorporate the intellectual property that we allegedly infringe;
- make substantial payments for legal fees, settlement payments or other costs or damages;
- obtain a license, which may not be available on reasonable terms or at all, to sell or use the relevant technology; or
- redesign the allegedly infringing applications to avoid infringement, which could be costly, time-consuming or impossible.

If we are required to make substantial payments or undertake any of the other actions noted above as a result of any intellectual property infringement claims against us or any obligation to indemnify our customers for such claims, such payments or actions could harm our business.

We could incur substantial costs in protecting our intellectual property from infringement, and any failure to protect our intellectual property could impair our business.

Our success and ability to compete depend in part upon our intellectual property. We seek to protect the source code for our proprietary software and other proprietary technology and information under a combination of copyright, trade secrets and patent law, and we seek to protect our brands through trademark law. Our policy is to enter into confidentiality agreements, or agreements with confidentiality provisions, with our employees, consultants, vendors and customers and to control access to our software, documentation and other proprietary information. Despite these precautions, it may be possible for unauthorized parties to copy our software or other proprietary technology or information, or to develop similar software independently.

Despite our efforts to protect our proprietary rights, unauthorized parties may attempt to copy aspects of our applications or to obtain and use information that we regard as proprietary. Policing unauthorized use of our applications is difficult, and we are unable to determine the extent to which piracy of our software exists or will occur in the future. Litigation may be necessary in the future to enforce our intellectual property rights, protect our trade secrets, determine the validity and scope of the proprietary rights of others or defend against claims of infringement or invalidity. Such litigation could be costly, time-consuming and distracting to management, result in

a diversion of resources or the narrowing or invalidation of portions of our intellectual property and have a material adverse effect on our business, operating results and financial condition. Furthermore, our efforts to enforce our intellectual property rights may be met with defenses, counterclaims and countersuits attacking the validity and enforceability of our intellectual property rights or alleging that we infringe the counterclaimant's own intellectual property. These steps may be inadequate to protect our intellectual property. Third parties may challenge the validity or ownership of our intellectual property, and these challenges could cause us to lose our rights, in whole or in part, to such intellectual property or narrow its scope such that it no longer provides meaningful protection. We will not be able to protect our intellectual property if we are unable to enforce our rights or if we do not detect unauthorized use of our intellectual property. Despite our precautions, it may be possible for unauthorized third parties to copy our products and use information that we regard as proprietary to create products and services that compete with ours. Some license provisions protecting against unauthorized use, copying, transfer and disclosure of our applications may be unenforceable under the laws of certain jurisdictions and foreign countries. Further, the laws of some countries do not protect proprietary rights to the same extent as the laws of the United States. To the extent we expand our international activities, our exposure to unauthorized copying, transfer and use of our applications and proprietary technology or information may increase.

There can be no assurance that our means of protecting our proprietary rights will be adequate or that our competitors will not independently develop similar technology. If we fail to meaningfully protect our intellectual property, our business, brands, operating results and financial condition could be materially harmed.

Unanticipated changes in our effective tax rate or challenges by tax authorities could harm our future results.

We are subject to income taxes in the United States and various non-U.S. jurisdictions. Our effective tax rate could be adversely affected by changes in the allocation of our pre-tax earnings and losses among countries with differing statutory tax rates, in certain non-deductible expenses as a result of acquisitions, in the valuation of our deferred tax assets and liabilities, or in federal, state, local or non-U.S. tax laws and accounting principles, including increased tax rates, new tax laws or revised interpretations of existing tax laws and precedents. In particular, the United States is currently considering various changes to the U.S. taxation of international business activities, which, if enacted, could impact the U.S. taxation of our non-U.S. earnings as well as our cash maintained outside the United States. Increases in our effective tax rate would adversely affect our operating results.

In addition, we may be subject to income tax audits by various tax jurisdictions throughout the world, many of which have not established clear guidance on the tax treatment of cloud-based companies. The application of tax laws in such jurisdictions may be subject to diverging and sometimes conflicting interpretations by tax authorities in these jurisdictions. Although we believe our income tax liabilities are reasonably estimated and accounted for in accordance with applicable laws and principles, an adverse resolution of one or more uncertain tax positions in any period could have a material impact on the results of operations for that period.

Taxing authorities may successfully assert that we should have collected or in the future should collect additional sales and use taxes, and we could be subject to liability with respect to past or future sales, which could adversely affect our results of operations.

We have not historically filed sales and use tax returns or collected sales and use taxes in all jurisdictions in which we have sales, based on our belief that such taxes are not applicable. Taxing authorities may seek to impose such taxes on us, including for past sales, which could result in penalties and interest. Any such tax assessments may adversely affect the results of our operations.

Taxing authorities could reallocate our taxable income among our subsidiaries, which could increase our consolidated tax liability.

We conduct integrated operations internationally through subsidiaries in various tax jurisdictions pursuant to transfer pricing arrangements between our subsidiaries and between our subsidiaries and us. If two or more affiliated companies are located in different countries, the tax laws or regulations of each country generally require that transfer prices be the same as those between unrelated companies dealing at arms' length and that contemporaneous documentation is maintained to support the transfer prices. While we believe that we operate in compliance with applicable transfer pricing laws and intend to continue to do so, our transfer pricing procedures are not binding on applicable tax authorities. If tax authorities in any of these countries were to successfully challenge

our transfer prices as not reflecting arms' length transactions, they could require us to adjust our transfer prices and thereby reallocate our income to reflect these revised transfer prices, which could result in a higher tax liability to us. Such reallocations may subject us to interest and penalties that would increase our consolidated tax liability and could adversely affect our financial condition, results of operations and cash flows.

Our ability to use our net operating loss carryforwards and certain other tax attributes may be limited.

As of December 31, 2015, we had federal net operating loss carryforwards of approximately \$70 million and research and development credit carryforwards of approximately \$1.2 million, which begin expiring in 2017. Under Sections 382 and 383 of the Internal Revenue Code of 1986, as amended, or the Code, if a corporation undergoes an "ownership change," the corporation's ability to use its pre-change net operating loss carryforwards and other pre-change tax attributes, such as research tax credits, to offset its post-change income and taxes may be limited. In general, an "ownership change" occurs if there is a cumulative change in our ownership by "5% shareholders" that exceeds 50 percentage points over a rolling three-year period. Similar rules apply under state tax laws. Based on analysis of acquired net operating losses, utilization of our net operating losses will be subject to annual limitations. The annual limitation will result in the expiration of \$16.2 million of net operating losses and \$0.8 million of credit carryforwards before utilization. In the event that it is determined that we have in the past experienced additional ownership changes, or if we experience one or more ownership changes as a result of future transactions in our stock, then we may be further limited in our ability to use our net operating loss carryforwards and other tax assets to reduce taxes owed on the net taxable income that we earn. Any such limitations on the ability to use our net operating loss carryforwards and other tax assets could adversely impact our business, financial condition and operating results.

Changes in laws or regulations related to the Internet may diminish the demand for our applications and any failure of the Internet infrastructure could have a negative impact on our business.

We deliver our cloud-based applications through the Internet. Federal, state or foreign government bodies or agencies have in the past adopted, and may in the future adopt, laws or regulations affecting data privacy and the use of the Internet. In addition, government agencies or private organizations may begin to impose taxes, fees or other charges for accessing the Internet or on commerce conducted via the Internet. Increased enforcement of existing laws and regulations, as well as any laws, regulations or changes that may be adopted or implemented in the future, could limit the growth of the use of cloud-based applications or communications generally, result in a decline in the use of the Internet and the viability of cloud-based applications such as ours and reduce the demand for our applications.

The success of our enterprise work management software applications depends on the development and maintenance of the Internet infrastructure. This includes maintenance of a reliable network backbone with the necessary speed, data capacity and security, as well as the timely development of complementary products for providing reliable Internet access and services. The Internet has experienced, and is likely to continue to experience, significant growth in the amount of traffic and may be unable to support such demands. In addition, problems caused by viruses, worms, malware and similar programs may harm the performance of the Internet. Any outages and delays in the Internet could reduce the level of usage of our services, which could materially adversely affect our business, financial condition, results of operations and prospects.

Privacy concerns and laws or other domestic or foreign regulations may reduce the effectiveness of our applications and adversely affect our business.

Our customers can use our applications to collect, use and store personal or identifying information regarding their customers and employees. Federal, state and foreign government bodies and agencies have adopted, are considering adopting or may adopt laws and regulations regarding the collection, use, storage and disclosure of personal information obtained from individuals. The costs of compliance with, and other burdens imposed by, such laws and regulations that are applicable to the businesses of our customers may limit the use and adoption of our applications and reduce overall demand, or lead to significant fines, penalties or liabilities for any noncompliance with such privacy laws. For example, the European Union and many countries in Europe have stringent privacy laws and regulations that may impact our ability to profitably operate in certain European countries. Furthermore, privacy concerns may cause our customers to resist providing the personal data necessary to allow them to use our applications effectively. Even the perception of privacy concerns, whether or not valid, may inhibit market adoption

of our applications in certain industries. All of these domestic and international legislative and regulatory initiatives may adversely affect our customers' ability to process, handle, store, use and transmit demographic and personal information from their customers and employees, which could reduce demand for our applications.

In addition to government activity, privacy advocacy groups and the technology and other industries are considering various new, additional or different self-regulatory standards that may place additional burdens on us. If the processing of personal information were to be curtailed in this manner, our applications would be less effective, which may reduce demand for our applications and adversely affect our business.

We are subject to governmental export and import controls that could impair our ability to compete in international markets due to licensing requirements and subject us to liability if we are not in compliance with applicable laws. Our applications are subject to export control and import laws and regulations, including the U.S. Export Administration Regulations, U.S. Customs regulations and various economic and trade sanctions regulations administered by the U.S. Treasury Department's Office of Foreign Assets Controls. Exports of our applications must be made in compliance with these laws and regulations. If we fail to comply with these laws and regulations, we and certain of our employees could be subject to substantial civil or criminal penalties, including: the possible loss of export or import privileges; fines, which may be imposed on us and responsible employees or managers; and, in extreme cases, the incarceration of responsible employees or managers. Obtaining the necessary authorizations, including any required license, for a particular sale may be time-consuming, is not guaranteed and may result in the delay or loss of sales opportunities. In addition, changes in our applications or changes in applicable export or import regulations may create delays in the introduction and sale of our applications in international markets, prevent our customers with international operations from deploying our applications or, in some cases, prevent the export or import of our applications to certain countries, governments or persons altogether. Any change in export or import regulations, shift in the enforcement or scope of existing regulations, or change in the countries, governments, persons or technologies targeted by such regulations, could also result in decreased use of our applications, or in our decreased ability to export or sell our applications to existing or potential customers with international operations. Any decreased use of our applications or limitation on our ability to export or sell our applications would likely adversely affect our business.

Furthermore, we incorporate encryption technology into certain of our applications. Various countries regulate the import of certain encryption technology, including through import permitting and licensing requirements, and have enacted laws that could limit our ability to distribute our applications or could limit our customers' ability to implement our applications in those countries. Encrypted applications and the underlying technology may also be subject to export control restrictions. Governmental regulation of encryption technology and regulation of imports or exports of encryption products, or our failure to obtain required import or export approval for our applications, when applicable, could harm our international sales and adversely affect our revenue. Compliance with applicable regulatory requirements regarding the export of our applications, including with respect to new releases of our applications, may create delays in the introduction of our applications in international markets, prevent our customers with international operations from deploying our applications throughout their globally-distributed systems or, in some cases, prevent the export of our applications to some countries altogether.

Moreover, U.S. export control laws and economic sanctions programs prohibit the shipment of certain products and services to countries, governments and persons that are subject to U.S. economic embargoes and trade sanctions. Even though we take precautions to prevent our applications from being shipped or provided to U.S. sanctions targets, our applications and services could be shipped to those targets or provided by third parties despite such precautions. Any such shipment could have negative consequences, including government investigations, penalties and reputational harm.

If we are unable to implement and maintain effective internal controls over financial reporting in the future, investors may lose confidence in the accuracy and completeness of our financial reports and the market price of our common stock may be negatively affected.

As a public company, we are required to maintain internal controls over financial reporting and to report any material weaknesses in such internal controls. Section 404 of the Sarbanes-Oxley Act, requires that we evaluate

and determine the effectiveness of our internal controls over financial reporting. Our independent registered public accounting firm will not be required to formally attest to the effectiveness of our internal control over financial reporting until the later of our second annual report or the first annual report required to be filed with the SEC following the date we are no longer an “emerging growth company” as defined in the JOBS Act. If we have a material weakness in our internal controls over financial reporting, we may not detect errors on a timely basis and our financial statements may be materially misstated. We are in the process of designing and implementing the internal controls over financial reporting required to comply with this obligation, which process will be time consuming, costly and complicated. We may need additional finance and accounting personnel with certain skill sets to assist us with the reporting requirements we will encounter as a public company and to support our anticipated growth. In addition, implementing internal controls may distract our officers and employees, entail substantial costs to modify our existing processes and take significant time to complete.

In the future, if we identify material weaknesses in our internal controls over financial reporting, if we are unable to comply with the requirements of Section 404 of the Sarbanes-Oxley Act in a timely manner, if we are unable to assert that our internal controls over financial reporting are effective, or if our independent registered public accounting firm is not required to express an opinion due to the provisions of the JOBS Act or is unable to express an opinion as to the effectiveness of our internal controls over financial reporting, investors may lose confidence in the accuracy and completeness of our financial reports and the market price of our common stock could be negatively affected, and we could become subject to investigations by the stock exchange on which our securities are listed, the Securities and Exchange Commission, or the SEC, or other regulatory authorities, which could require additional financial and management resources.

We will incur increased costs and demands upon management as a result of complying with the laws and regulations affecting public companies, which could harm our operating results.

As a public company, we will incur significant legal, accounting, investor relations and other expenses that we did not incur as a private company, including costs associated with public company reporting requirements. We also have incurred and will incur costs associated with current corporate governance requirements, including requirements under Section 404 and other provisions of the Sarbanes-Oxley Act, as well as rules implemented by the SEC and the exchange on which we list our common stock. We expect these rules and regulations to substantially increase our legal and financial compliance costs and to make some activities more time-consuming and costly. We are unable to currently estimate these costs with any degree of certainty. We also expect that, as a public company, it will be more difficult and more expensive for us to obtain director and officer liability insurance, and we may be required to incur substantially higher costs to obtain coverage or to accept reduced policy limits and coverage. As a result, it may be more difficult for us to attract and retain qualified individuals to serve on our board of directors or as our executive officers.

We are an “emerging growth company,” and any decision on our part to comply with certain reduced disclosure requirements applicable to emerging growth companies could make our common stock less attractive to investors. We are an “emerging growth company,” as defined in the JOBS Act and, for as long as we continue to be an emerging growth company, we may choose to take advantage of certain exemptions from various reporting requirements applicable to other public companies including, but not limited to: not being required to have our internal control over financial reporting audited by our independent registered public accounting firm pursuant to Section 404 of the Sarbanes-Oxley Act; reduced disclosure obligations regarding executive compensation in our periodic reports and proxy statements; and exemptions from the requirements to hold a nonbinding advisory vote on executive compensation and to obtain stockholder approval of any golden parachute payments not previously approved. We may take advantage of these provisions for up to five years or such earlier time that we are no longer an “emerging growth company.” We will remain an “emerging growth company” for up to five years, although, we would cease to be an “emerging growth company” upon the earliest of the first fiscal year following the fifth anniversary of the consummation of our initial public offering; the first fiscal year after our annual gross revenue is \$1 billion or more; the date on which we have, during the previous three-year period, issued more than \$1 billion in non-convertible debt securities; or the date on which we are deemed to be a “large accelerated filer” as defined in the Securities Exchange Act of 1934, or the Exchange Act. To the extent we take advantage of any of these reduced reporting burdens in this Annual Report or in future filings, the information that we provide our security holders may be different than you

might get from other public companies in which you hold equity interests. We cannot predict if

32

investors will find our common stock less attractive because we may rely on these exemptions. If some investors find our common stock less attractive as a result, there may be a less active trading market for our common stock and our stock price may be more volatile.

Under Section 107(b) of the JOBS Act, emerging growth companies can delay adopting new or revised accounting standards until such time as those standards apply to private companies. We are choosing to “opt out” of such extended transition period, however, and, as a result, we will comply with new or revised accounting standards on the relevant dates on which adoption of such standards is required for non-emerging growth companies. Section 107 of the JOBS Act provides that our decision to opt out of the extended transition period for complying with new or revised accounting standards is irrevocable. The requirements of being a public company may strain our resources and divert management’s attention

Risks Related to Ownership of Our Common Stock

The market price of our common stock may be volatile, which could result in substantial losses for investors.

The market price of our common stock could be subject to significant fluctuations. Some of the factors that may cause the market price of our common stock to fluctuate include:

- actual or anticipated changes in the estimates of our operating results that we provide to the public, our failure to meet these projections or changes in recommendations by securities analysts that elect to follow our common stock;
- price and volume fluctuations in the overall equity markets from time to time;
- significant volatility in the market price and trading volume of comparable companies;
- changes in the market perception of enterprise work management software generally or in the effectiveness of our applications in particular;
- disruptions in our services due to computer hardware, software or network problems;
- announcements of technological innovations, new products, strategic alliances or significant agreements by us or by our competitors;
- announcements of new customer agreements or upgrades and customer downgrades or cancellations or delays in customer purchases;
- litigation involving us;
- our ability to successfully consummate and integrate acquisitions;
- investors’ general perception of us;
- recruitment or departure of key personnel;
- sales of our common stock by us or our stockholders;
- fluctuations in the trading volume of our shares or the size of our public float;
- and
- general economic, legal, industry and market conditions and trends unrelated to our performance.

In the past, following periods of volatility in the market price of a company’s securities, securities class action litigation has often been brought against that company. Because of the potential volatility of our stock price, we may become the target of securities litigation in the future. If we were to become involved in securities litigation, it could result in substantial costs, divert management’s attention and resources from our business and adversely affect our business.

If securities or industry analysts do not publish, or cease publishing, research or reports about us, our business or our market, if they publish negative evaluations of our stock, or if we fail to meet the expectations of analysts, the price of our stock and trading volume could decline.

The trading market for our common stock will be influenced by the research and reports that industry or securities analysts may publish about us, our business, our market or our competitors. If few analysts commence coverage of us, the trading price of our stock would likely decrease if one or more of the analysts covering our business downgrade their evaluation of our stock, the price of our stock could decline. If one or more of these analysts cease to cover our stock, we could lose visibility in the market for our stock, which in turn could cause our stock price to decline. Furthermore, if our operating results fail to meet analysts' expectations our stock price would likely decline. Sales of a substantial number of shares of our common stock in the public market by our existing stockholders could cause our stock price to fall.

The price of our common stock could decline if there are substantial sales of our common stock in the public stock market. Certain of our stockholders have rights, subject to some conditions, to require us to file registration statements covering up to 6,834,476 shares or to include such shares in registration statements that we may file for ourselves or other stockholders. We also have registered shares of common stock that we may issue under our stock-based compensation plans, which can be freely sold in the public market upon issuance, subject to the lock-up agreements and the restrictions imposed on our affiliates under Rule 144 under the Securities Act.

Our existing directors, executive officers and principal stockholders have substantial control over us, which could limit your ability to influence the outcome of key transactions, including a change of control.

As of December 31, 2015, our directors, executive officers, principal stockholders and their affiliates beneficially owned or controlled, directly or indirectly, a majority of our outstanding common stock. As a result, these stockholders, acting together, could have significant influence over the outcome of matters submitted to our stockholders for approval, including the election or removal of directors, any amendments to our certificate of incorporation or bylaws and any merger, consolidation or sale of all or substantially all of our assets, and over the management and affairs of our company. This concentration of ownership may also have the effect of delaying or preventing a change in control of our company or discouraging others from making tender offers for our shares and might affect the market price of our common stock.

Because we do not expect to pay any dividends on our common stock for the foreseeable future, our investors may never receive a return on their investment.

We do not anticipate that we will pay any cash dividends to holders of our common stock in the foreseeable future. Instead, we plan to retain any earnings to maintain and expand our existing operations. In addition, our ability to pay cash dividends is currently limited by the terms of our existing loan facility, which prohibits our payment of dividends on our capital stock without prior consent, and any future credit facility may contain terms prohibiting or limiting the amount of dividends that may be declared or paid on our common stock. Accordingly, investors must rely on sales of their common stock after price appreciation, which may never occur, as the only way to realize any return on their investment.

Anti-takeover provisions in our amended and restated certificate of incorporation and our amended and restated bylaws, as well as provisions of Delaware law, might discourage, delay or prevent a change in control of our company or changes in our board of directors or management and, therefore, depress the trading price of our common stock. Provisions in our certificate of incorporation and bylaws, as amended and restated, will contain provisions that may depress the market price of our common stock by acting to discourage, delay or prevent a merger, acquisition or other change in control that stockholders may consider favorable, including transactions in which you might otherwise receive a premium for your shares of our common stock. These provisions may also prevent or frustrate attempts by our stockholders to replace or remove members of our board of directors or our management. These provisions include the following:

- our certificate of incorporation provides for a classified board of directors with staggered three-year terms so that not all members of our board of directors are elected at one time;

Directors may be removed by stockholders only for cause;
our board of directors has the right to elect directors to fill a vacancy created by the expansion of the board of directors or the resignation, death or removal of a director, which prevents stockholders from being able to fill vacancies on our board of directors;
special meetings of our stockholders may be called only by our Chief Executive Officer, our board of directors or holders of not less than the majority of our issued and outstanding capital stock limiting the ability of minority stockholders to take certain actions without an annual meeting of stockholders;
our stockholders may not act by written consent unless the action to be effected and the taking of such action by written consent are approved in advance by our board of directors and, as a result, a holder, or holders, controlling a majority of our capital stock would generally not be able to take certain actions without holding a stockholders' meeting;
our certificate of incorporation prohibits cumulative voting in the election of directors. This limits the ability of minority stockholders to elect director candidates;
stockholders must provide timely notice to nominate individuals for election to the board of directors or to propose matters that can be acted upon at an annual meeting of stockholders and, as a result, these provisions may discourage or deter a potential acquirer from conducting a solicitation of proxies to elect the acquirer's own slate of directors or otherwise attempting to obtain control of us; and
our board of directors may issue, without stockholder approval, shares of undesignated preferred stock, making it possible for our board of directors to issue preferred stock with voting or other rights or preferences that could impede the success of any attempt to acquire us.

As a Delaware corporation, we are also subject to provisions of Delaware law, including Section 203 of the Delaware General Corporation Law, which limits the ability of stockholders owning in excess of 15% of our outstanding voting stock from engaging in certain business combinations with us.

Any provision of our certificate of incorporation and bylaws or Delaware law that has the effect of delaying or deterring a change in control could limit the opportunity for our stockholders to receive a premium for their shares of our common stock and could also affect the price that some investors are willing to pay for our common stock. The existence of the foregoing provisions and anti-takeover measures could limit the price that investors might be willing to pay in the future for shares of our common stock. They could also deter potential acquirers of our company, thereby reducing the likelihood that you could receive a premium for your common stock in an acquisition.

Item 1B. Unresolved Staff Comments

None.

Item 2. Properties

Our principal corporate offices are located in Austin, Texas where we occupy approximately 9,896 square feet of space under a sublease that expires in March 2020. We occupy additional leased facilities for operations of approximately 16,987 square feet in Montreal, Quebec; approximately 22,950 square feet in Lincoln, Nebraska; approximately 9,645 square feet in Carlsbad, California; approximately 7,740 square feet in San Francisco, California; and approximately 7,488 square feet in Toronto, Ontario.

We also occupy additional leased facilities of less than 5,000 square feet each for operations in Medford, Massachusetts; Iselin, New Jersey; Brooklyn, New York; Cupertino, California; and London, England. We believe that our facilities are adequate for our current needs and that suitable additional or substitute space will be available as needed to accommodate planned expansion of our operations.

Item 3. Legal Proceedings

From time to time, we may become involved in legal proceedings arising in the ordinary course of our business. We are not presently a party to any legal proceedings that we believe would, individually or taken together, have a material adverse effect on our business, operating results, financial condition or cash flows.

Item 4. Mine Safety Disclosures

Not applicable.

PART II

Item 5. Market for Registrant’s Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities

Market Information

Our common stock is traded on the NASDAQ Global Market, or NASDAQ, under the symbol “UPLD”.

On March 24, 2016, there were 72 holders of record of our common stock. Because many of our shares of common stock are held by brokers and other institutions on behalf of stockholders, this number is not indicative of the total number of stockholders represented by these stockholders of record.

The table below sets forth the high and low sales prices per share of our common stock as reported on the NASDAQ for the periods indicated:

	Sales Price Per Share	
	Low	High
Year Ended December 31, 2015		
Fourth quarter	\$6.77	\$8.12
Third Quarter	\$7.59	\$9.18
Second Quarter	\$5.91	\$9.22
First Quarter	\$6.81	\$10.05
Fourth quarter (from November 6, 2014)	\$8.60	\$12.20

We have never declared or paid dividends on our common stock. We do not expect to pay dividends on our common stock for the foreseeable future. Instead, we anticipate that all of our earnings will be used for the operation and growth of our business. Any future determination to declare cash dividends would be subject to the discretion of our board of directors and would depend upon various factors, including our results of operations, financial condition and liquidity requirements, restrictions that may be imposed by applicable law and our contracts and other factors deemed relevant by our board of directors. In addition, the terms of our loan facility currently restrict our ability to pay dividends.

Performance Graph

Notwithstanding any statement to the contrary in any of our filings with the SEC, the following information shall not be deemed “filed” with the SEC or “soliciting material” under the Securities Exchange Act of 1934 and shall not be incorporated by reference into any such filings irrespective of any general incorporation language contained in such filing.

The following graph compares the total cumulative stockholder return on our common stock with the total cumulative return of the NASDAQ Computer Technology Index and the S&P 500 Composite Index during the period commencing on November 6, 2014, the initial trading day of our common stock, and ending on December 31, 2015. The graph assumes a \$100 investment at the beginning of the period in our common stock, the stocks represented in the S&P 500 Composite Index and the stocks represented in NASDAQ Computer Technology Index, and reinvestment of any dividends. The Computer Technology Index is designed to represent a cross section of widely-held U.S. corporations involved in various phases of the computer industry. The Index is market-value (capitalization) weighted, based on the aggregate market value of its 27 component stocks. Historical stock price performance should not be relied upon as an indication of future stock price performance.

Recent Sales of Unregistered Securities

As previously disclosed, on November 13, 2015, the Company acquired all outstanding shares of Ultriva, Inc., a cloud-based supply chain work management software provider. The purchase price consideration included approximately 179,000 shares of the Company's common stock and up to an additional \$0.2 million in shares are being held for 12 months by us as security for indemnification claims. Such issuance was made pursuant to an exemption under Regulation D, as promulgated under the Securities Act.

Issuer Purchases of Equity Securities

None.

Equity Compensation Plan Information

For information regarding securities authorized for issuance under equity compensation plans, see Part III, Item 12 of this Annual Report on Form 10-K.

Item 6. Selected Financial Data

The following selected historical consolidated financial data below should be read in conjunction with Item 7: "Management's Discussion and Analysis of Financial Condition and Results of Operations," our consolidated financial statements and the related notes appearing in Item 8: "Financial Statements and Supplementary Data" of this Annual Report on Form 10-K to fully understand factors that may affect the comparability of the information presented below.

The consolidated statements of operations data for the years ended December 31, 2015, 2014, and 2013 and the selected consolidated balance sheet data as of December 31, 2015 and 2014 are derived from our audited consolidated financial statements appearing in Item 8: "Financial Statements and Supplementary Data" of this Annual Report on Form 10-K. The statement of operations data for the year ended December 31, 2012 and the selected consolidated balance sheet data as of December 31, 2013 and 2012 are derived from our consolidated financial statements not included in this Annual Report on Form 10-K. To obtain further information about our historical results, including our historical acquisitions, for which results of operations are included in our

consolidated financial statements beginning on the dates of acquisition, you should read the following selected consolidated financial data in conjunction with our consolidated financial statements and related notes, the information in the section of this filing titled “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and the other financial information included elsewhere in this filing. Our historical results are not necessarily indicative of the results to be expected in the future, and our interim results are not necessarily indicative of the results to be expected in the future.

	Year Ended December 31,			
	2015	2014	2013	2012
	(dollars in thousands, except share and per share data)			
Consolidated Statements of Operations Data:				
Revenue:				
Subscription and support	\$57,193	\$48,625	\$30,887	\$18,281
Perpetual license	2,805	2,787	2,003	641
Total product revenue	59,998	51,412	32,890	18,922
Professional services	9,913	13,162	8,303	3,841
Total revenue	69,911	64,574	41,193	22,763
Cost of revenue:				
Subscription and support	19,586	14,042	7,787	4,189
Professional services	7,085	9,079	5,680	3,121
Total cost of revenue	26,671	23,121	13,467	7,310
Gross profit	43,240	41,453	27,726	15,453
Operating expenses:				
Sales and marketing	12,965	14,670	10,625	6,331
Research and development	15,778	26,165	10,340	5,308
Refundable Canadian tax credits	(470)	(1,094)	(583)	(728)
General and administrative	18,201	13,561	6,832	4,574
Depreciation and amortization	4,534	4,310	3,670	1,812
Acquisition-related expenses	2,455	2,186	1,461	1,933
Total operating expenses	53,463	59,798	32,345	19,230
Loss from operations	(10,223)	(18,345)	(4,619)	(3,777)
Other expense:				
Interest expense, net	(1,858)	(1,951)	(2,797)	(528)
Other income (expense), net	(544)	101	(431)	(65)
Total other expense	(2,402)	(1,850)	(3,228)	(593)
Loss before provision for income taxes	(12,625)	(20,195)	(7,847)	(4,370)
Provision for income taxes	(1,039)	78	(708)	72
Loss from continuing operations	(13,664)	(20,117)	(8,555)	(4,298)
Income (loss) from discontinued operations	—	—	(642)	1,791
Net loss	\$(13,664)	\$(20,117)	\$(9,197)	\$(2,507)
Preferred stock dividends and accretion	—	(1,524)	(98)	(44)
Net loss attributable to common shareholders	\$(13,664)	\$(21,641)	\$(9,295)	\$(2,551)
Net loss per common share:				

Loss from continuing operations per common share, basic and diluted	\$ (0.91	) \$ (4.43	) \$ (7.23	) \$ (5.78)
Income (loss) from discontinued operations per common share, basic and diluted	\$—	\$—	\$ (0.54	) \$ 2.39	
Net loss per common share, basic and diluted	\$ (0.91	) \$ (4.43	) \$ (7.77	) \$ (3.39)
Weighted-average common shares outstanding, basic and diluted	14,939,601	4,889,901	1,196,668	751,416	

December 31,
2015 2014 2013 2012
(dollars in thousands)

Consolidated Balance Sheet Data:

Cash and cash equivalents	\$ 18,473	\$ 30,988	\$ 4,703	3,892	
Property and equipment, net	6,001	3,930	3,942	1,407	
Intangible assets, net	31,526	34,751	34,747	26,388	
Goodwill	47,422	45,146	33,630	21,093	
Total assets	122,414	135,686	94,847	67,808	
Deferred revenue	19,939	21,376	17,036	16,502	
Total liabilities	62,144	64,289	60,191	44,495	
Redeemable convertible preferred stock	—	—	50,538	27,492	
Total stockholders' equity (deficit)	60,270	71,397	(15,882	) (4,179)

Year Ended December 31,
2015 2014 2013 2012
(in thousands, except %)

Other Financial Data:

Annualized recurring revenue value at year-end ⁽¹⁾	\$ 58,918	\$ 56,800	\$ 49,061	\$ 27,093	
Annual net dollar retention rate ⁽²⁾	90	% 96	% 90	% n/a	
Adjusted EBITDA ⁽³⁾	\$ 4,143	\$ 4,213	\$ 3,576	\$ 3,998	

Annualized recurring revenue value as of December 31 equals the monthly value of our recurring revenue contracts (1) measured as of December 31 multiplied by 12. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations-Key Metrics” for additional discussion of this key metric.

We define annual net dollar retention rate as of December 31 as the aggregate annualized recurring revenue value at December 31 from those customers that were also customers as of December 31 of the prior fiscal year, divided (2) by the aggregate annualized recurring revenue value from all customers as of December 31 of the prior fiscal year. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations-Key Metrics” for additional discussion of this key metric.

We monitor our Adjusted EBITDA to help us evaluate the effectiveness and efficiency of our operations. Adjusted EBITDA is a non-GAAP financial measure. We define Adjusted EBITDA as net income (loss), calculated in accordance with GAAP, plus net income (loss) from discontinued operations, depreciation and amortization expense, interest expense, net, other expense (income), net, provision for income taxes, stock-based compensation (3) expense, acquisition-related expenses, non-recurring litigation costs, and one-time purchase accounting adjustments to fair value deferred revenue acquired in business combinations. Prior to the filing of this Annual Report on Form 10-K, we did not include purchase accounting adjustments for deferred revenue as a component of Adjusted EBITDA, and as such, the prior year Adjusted EBITDA amounts presented herein have been recast to reflect the inclusion of purchase accounting adjustments for deferred revenue.

The following table presents a reconciliation of net loss to Adjusted EBITDA:

	Year Ended December 31,			
	2015	2014	2013	2012
	(dollars in thousands)			
Net Loss	\$(13,664)	\$(20,117)	\$(9,197)	\$(2,507)
Net income (loss) from discontinued operations	—	—	642	(1,791)
Depreciation and amortization expense	8,451	7,457	5,310	2,472
Interest expense, net	1,858	1,951	2,797	528
Other expense (income), net	544	(101)	431	65
Provision for income taxes	1,039	(78)	708	(72)
Stock-based compensation expense	2,741	1,077	498	92
Acquisition-related expense	2,455	2,186	1,461	1,933
Stock-based compensation expense - related party vendor	—	11,220	—	—
Nonrecurring litigation expense	406	256	—	—
Purchase accounting deferred revenue discount	313	362	926	3,278
Adjusted EBITDA	\$4,143	\$4,213	\$3,576	\$3,998

We believe that Adjusted EBITDA provides useful information to management, investors and others in understanding and evaluating our operating results for the following reasons:

Adjusted EBITDA is widely used by investors and securities analysts to measure a company's operating performance without regard to items that can vary substantially from company to company depending upon their financing, capital structures and the method by which assets were acquired;

our management uses Adjusted EBITDA in conjunction with GAAP financial measures for planning purposes, in the preparation of our annual operating budget, as a measure of our operating performance, to assess the effectiveness of our business strategies and to communicate with our board of directors concerning our financial performance because Adjusted EBITDA eliminates the impact of items that we do not consider indicative of our core operating performance; and

- Adjusted EBITDA provides more consistency and comparability with our past financial performance, facilitates period-to-period comparisons of our operations and also facilitates comparisons with other companies, many of which use similar non-GAAP financial measures to supplement their GAAP results.

Adjusted EBITDA should not be considered as an alternative to net loss or any other measure of financial performance calculated and presented in accordance with GAAP. The use of Adjusted EBITDA as an analytical tool has limitations such as:

depreciation and amortization are non-cash charges, and the assets being depreciated or amortized will often have to be replaced in the future and Adjusted EBITDA does not reflect cash requirements for such replacements; however, much of the depreciation and amortization currently reflected relates to amortization of acquired intangible assets as a result of business combination purchase accounting adjustments, which will not need to be replaced in the future;

Adjusted EBITDA may not reflect changes in, or cash requirements for, our working capital needs or contractual commitments;

Adjusted EBITDA does not reflect the potentially dilutive impact of stock-based compensation;

Adjusted EBITDA does not reflect interest or tax payments that could reduce cash available for use; and

other companies, including companies in our industry, might calculate Adjusted EBITDA or similarly titled measures differently, which reduces their usefulness as comparative measures.

Because of these limitations, you should consider Adjusted EBITDA together with other financial performance measures, including various cash flow metrics, net loss and our other GAAP results.

The following tables present stock-based compensation, depreciation and amortization included in the respective line items in our Consolidated Statement of Operations:

	Year Ended December 31,			
	2015	2014	2013	2012
	(dollars in thousands)			
Stock-based compensation:				
Cost of revenue	\$42	\$49	\$16	\$—
Research and development	203	61	12	—
Sales and marketing	65	39	15	—
General and administrative	2,431	928	455	92
Total	\$2,741	\$1,077	\$498	\$92

	Year Ended December 31,			
	2015	2014	2013	2012
	(dollars in thousands)			
Depreciation:				
Cost of Revenue	\$1,800	\$1,303	\$455	\$—
General and administrative	452	987	348	325
Total	\$2,252	\$2,290	\$803	\$325

	Year Ended December 31,			
	2015	2014	2013	2012
	(dollars in thousands)			
Amortization:				
Cost of Revenue	\$2,116	\$1,844	\$1,185	\$662
General and administrative	4,083	3,323	3,322	1,487
Total	\$6,199	\$5,167	\$4,507	\$2,149

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

You should read the following discussion of our financial condition and results of operations in conjunction with the consolidated financial statements and the notes thereto included elsewhere in this Annual Report on Form 10-K. The following discussion contains forward-looking statements that reflect our plans, estimates and beliefs. Our actual results could differ materially from those discussed in the forward-looking statements. Factors that could cause or contribute to these differences include those discussed below and elsewhere in this Annual Report on Form 10-K, particularly in Item 1A: "Risk Factors."

This section and other parts of this Annual Report on Form 10-K contain forward-looking statements that involve risks and uncertainties. Forward-looking statements may be identified by the use of forward-looking words such as "anticipate," "believe," "may," "will," "continue," "seek," "estimate," "intend," "hope," "predict," "could," "should," "would," "expect" or the negative or plural of these words or similar expressions, although not all forward-looking statements contain these words. Forward-looking statements are not guarantees of future performance and our actual results may differ significantly from the results discussed in the

forward-looking statements. Factors that might cause such differences include, but are not limited to, those discussed in the subsection entitled Item 1A: “Risk Factors” above, which are incorporated herein by reference. The following discussion should be read in conjunction with the consolidated financial statements and notes thereto included in Item 8: “Financial Statements and Supplementary Data” of this Annual Report on Form 10-K. All information presented herein is based on our fiscal calendar. Unless otherwise stated, references in this report to particular years or quarters refer to our fiscal years ended December 31 and the associated quarters of those fiscal years. We assume no obligation to revise or update any forward-looking statements for any reason, except as required by law.

Overview

We are a leading provider of cloud-based enterprise work management software. We define enterprise work management software as software applications that enable organizations to plan, manage and execute projects and work. Our family of applications enables users to manage their projects, professional workforce and IT investments, automate document-intensive business processes and effectively engage with their customers, prospects and community via the web and mobile technologies.

The continued growth of an information-based economy driven by technological innovation and globalization is causing a fundamental shift in the way work is done. These changes have given rise to a large and growing group of knowledge workers who operate in dynamic work environments as part of geographically dispersed and virtual teams. McKinsey estimates that, as of May, 2013, there were more than 200 million knowledge workers globally. We believe that manual processes and legacy on-premise enterprise systems are insufficient to address the needs of the modern work environment. In order for knowledge workers to be successful, they need to interact with intuitive enterprise work systems in a collaborative way, including real-time access at any time, from anywhere and on any device. Today, legacy processes and systems are being disrupted and replaced by cloud-based enterprise work management software that improves visibility, collaboration and productivity.

In response to these changes, we are helping transform how work gets done by providing organizations and their knowledge workers with software applications that better align resources with business objectives and increase visibility, governance, collaboration, quality of customer experience and responsiveness to changes in the business environment. This results in increased work capacity, higher productivity, better execution and greater levels of customer engagement. Our applications are easy-to-use, highly scalable and offer real-time collaboration for knowledge workers distributed on a local or global scale. Our applications address enterprise work challenges in the following categories:

- **Project and Information Technology (IT) Financial Management.** Enables customers to manage their organization’s projects, professional workforce and IT costs.

- **Workflow Automation.** Enables customers to automate document-intensive workflows among internal functional areas as well as with their partners and supply chain.

- **Digital Engagement.** Enables customers to effectively engage with their customers, prospects and community via the web and mobile technologies.

We sell our software applications primarily through a direct sales organization comprised of inside sales and field sales personnel. In addition to our direct sales organization, we have an indirect sales organization, which sells to distributors and value-added resellers. We employ a land-and-expand go-to-market strategy. After we demonstrate the value of an initial application to an organization, our sales and account management teams work to expand the adoption of that initial application across the organization, as well as cross-sell additional applications to address other enterprise work management needs of the organization. Our customer success organization supports our direct sales efforts by managing the post-sale customer lifecycle.

Our subscription agreements are typically sold either on a per-seat basis or on a minimum contracted volume basis with overage fees billed in arrears, depending on the application being sold. We service customers ranging from large global corporations and government agencies to small- and medium-sized businesses. We have more than 2,000 customers with over 235,000 users across a broad range of industries,

including financial services, retail, technology, manufacturing, education, consumer goods, media, telecommunications, government, food and beverage, healthcare and life sciences.

We have achieved significant growth and scale in a relatively short period of time. Through a series of acquisitions, we have established a diverse family of software applications under the Upland brand, each of which addresses a specific enterprise work management need. Our revenue has grown from \$22.8 million in fiscal 2012 to \$69.9 million in fiscal 2015, representing a 207% period-over-period growth rate. See Note 16 of the Notes to Consolidated Financial Statements for more information regarding our revenue as it relates to domestic and foreign operations.

Our operating results in a given period can fluctuate based on the mix of subscription and support, perpetual license and professional services revenue. For the years ended December 31, 2015, 2014, and 2013, our subscription and support revenue accounted for 82%, 75% and 75%, respectively of our total revenue in both periods. Our customer agreements for program and portfolio management, project management and collaboration, and professional services automation typically are sold on a per-seat basis with terms varying from one to three years, paid in advance. Our customer agreements for workflow automation and enterprise content management and financial management historically have been sold on a volume basis with a one-year term, paid in advance. We generally seek to enter into multi-year contracts with our customers when possible. In each case, our customer agreements provide us with revenue visibility over a number of quarters. We typically negotiate the total number of seats or total minimum contracted volume a customer is entitled to use as part of its subscription, but these seats or minimum contracted volume may not be fully utilized over the term of the agreement. In addition, where customers exceed the minimum contracted volume, additional overage fees are billed in arrears.

Historically, we have sold certain of our applications under perpetual licenses, which also are paid in advance. For the years ended December 31, 2015, 2014, and 2013, our perpetual license revenue accounted for 4%, 4%, and 5% of our total revenue, respectively. We expect perpetual license revenue to decrease as a percentage of revenue in the future.

The support agreements related to our perpetual licenses are one-year in duration and entitle the customer to support and unspecified upgrades. The revenue related to such support agreements is included as part of our subscription and support revenue.

Professional services revenue consists of fees related to implementation, data extraction, integration and configuration and training on our applications. For the years ended December 31, 2015, 2014, and 2013, our professional services revenue accounted for 14%, 21%, and 20%, respectively. We expect the proportional revenue contribution of product and professional services revenue to shift more to product revenue and less to professional services revenue in future periods.

We have historically experienced seasonality in terms of when we enter into customer agreements. We sign a significantly higher percentage of agreements with new customers, and renew agreements with existing customers, in the fourth quarter of each calendar year as our customers tend to follow budgeting cycles at the end of the calendar year. Our cash flow from operations has historically been higher in the first quarter of each calendar year than in other quarters. This seasonality is reflected to a much lesser extent, and sometimes is not immediately apparent, in our revenue, due to the fact that we defer revenue recognition. In addition, seasonality may be difficult to observe in our financial results during periods in which we acquire businesses as such results typically are most significantly impacted by such acquisitions. We expect this seasonality to continue, or possibly increase in the future, which may cause fluctuations in our operating results and financial metrics.

To support continued growth, we intend to pursue acquisitions of complementary technologies, products and businesses to enhance the features and functionalities of our applications, expand our customer base and provide access to new markets and increased benefits of scale. We will prioritize acquisitions within the enterprise functions we currently serve, including information technology, process excellence, finance, professional services and marketing, as well as pursue acquisitions that serve other enterprise functions. Consistent with our growth strategy, we made nine acquisitions in the four years ending December 31, 2015.

2012 Acquisitions

PowerSteering. In February 2012, we acquired the business of PowerSteering Software, Inc., or PowerSteering, a provider of cloud-based program and portfolio management software, for \$13.0 million. The

acquisition of PowerSteering enabled our customers to gain high-level visibility across their organizations and improve top-down governance in management of programs, initiatives, investments and projects.

Tenrox. In February 2012, we acquired the business of Tenrox Inc., or Tenrox, a provider of cloud-based professional services automation software, for \$15.3 million. The acquisition of Tenrox provided us with additional access to the professional services market and provided our customers with the ability to more effectively manage their knowledge workers to better track work, expenses and client billing while improving scheduling, utilization and alignment of human capital. In addition, following the Tenrox acquisition, we began selling Timesheet.com, a Tenrox product for professional services automation, as a separate application.

EPM Live. In November 2012, we acquired the business of LMR Solutions, LLC, dba EPM Live, or EPM Live, a provider of cloud-based and perpetual license-based project management and collaboration software, with a combination of cash, seller notes and equity, for total consideration of \$7.7 million. The acquisition of EPM Live added a software application focused on improving collaboration and the execution of both projects and unstructured work.

2013 Acquisitions

FileBound. In May 2013, we acquired the businesses of FileBound Solutions, Inc. and Marex Group, Inc., together FileBound, a provider of cloud-based and perpetual license-based workflow automation and enterprise content management software, with a combination of cash, seller notes and equity, for total consideration of \$14.7 million. The acquisition of FileBound provided our customers the ability to automate document-based workflows and control access and distribution of their content to boost productivity, encourage collaboration and improve compliance.

ComSci. In November 2013, we acquired the business of ComSci LLC, or ComSci, a provider of cloud-based financial management software, with a combination of cash and equity, for total consideration of \$7.6 million, with additional contingent consideration payable if certain performance targets are achieved. The acquisition of ComSci enabled our customers to have visibility into the cost, quality and value of internal services delivered within their organizations.

Clickability. In December 2013, we acquired the business of Clickability, Inc., or Clickability, a cloud-based platform for web content management, for \$12.3 million. The acquisition of Clickability provided an enterprise content management software application that is used by enterprise marketers and media companies to create, maintain and deliver websites that shape visitor experiences and empower non-technical staff to create, management, publish, analyze and refine content and social media assets without information technology intervention. For accounting purposes, the acquisition of Clickability was recorded as of December 31, 2013 and, accordingly, the operations of Clickability had no impact on our statement of operations.

2014 Acquisitions

Solution Q. In November 2014, the Company acquired 100% of the outstanding capital of Solution Q Inc. (Solution Q) for total purchase consideration of \$6.1 million, which includes cash of \$4.5 million, net of \$0.4 million of cash acquired, and 150,977 shares of the Company's common stock with a fair value of \$1.6 million. Solution Q provides mid-market organizations an easy-to-use, turnkey solution for their project management and portfolio visibility needs. Revenues recorded since the acquisition date for the year ended December 31, 2014 were approximately \$0.3 million.

Mobile Commons. In December 2014, the Company acquired 100% of the outstanding capital of Mobile Commons, Inc. (Mobile Commons) for total purchase consideration of \$10.2 million including cash of \$5.7 million, net of \$0.3 million of cash acquired, 386,253 shares of common stock valued at \$4.5 million and excluding potential additional consideration for incremental additional revenue described below. The Company agreed to pay additional consideration of up to \$1.5 million in both cash and common stock to the selling shareholders of Mobile Commons based on the achievement of certain incremental revenue targets during fiscal 2015. The acquisition-date fair value of the contingent payment was measured based on the probability-adjusted present value of the consideration expected to be transferred, which amounted to \$0.5 million. Mobile Commons' enterprise-class application drives and manages digital engagement through two-way SMS programs and campaigns. Revenues recorded since the acquisition date for the year ended December 31, 2014 were

approximately \$0.5 million.

2015 Acquisitions

Ultriva. On November 13, 2015, the Company acquired 100% of the outstanding capital of Ultriva, Inc. (Ultriva) for total purchase consideration of \$7.2 million, which includes cash of \$5.6 million, net of \$0.4 million of cash acquired, 179,298 shares of the Company's common stock with a fair value of \$1.4 million, and an additional \$200,000 in shares of common stock, subject to indemnification claims, one year from the date of the acquisition. Ultriva provides cloud-based supply chain work management software. Revenues recorded since the acquisition date for the year ended December 31, 2015 were approximately \$0.5 million.

2016 Acquisitions

Leadlander. On January 7, 2016, Upland completed its purchase of substantially all of the assets of a California-based website analytics provider. The purchase price consideration paid was approximately \$8.2 million in cash payable at closing (net of \$0.2 million of cash acquired) and a \$1.2 million cash holdback payable in 12 months (subject to indemnification claims). The foregoing excludes additional potential earnout payments tied to performance-based conditions. In addition to the cash consideration described above, the Asset Purchase Agreement included a contingent share consideration component pursuant to which Upland expects to issue an aggregate of approximately \$2.4 million in shares of its common stock to the seller after July 7, 2016 based on certain minimal post-closing performance-based conditions.

Hipcricket. On March 14, 2016, Upland completed its purchase of substantially all of the assets of Hipcricket, Inc., a cloud-based mobile messaging software provider. The consideration paid to the seller consisted of our issuance of one million shares of our common stock and the transfer of our EPM Live product business. The value of the shares on the closing date of the transaction was approximately \$6.2 million and the fair value of our EPM Live product business was approximately \$6.0 million. Prior to the transaction, Hipcricket was owned by an affiliate of ESW Capital, LLC, which is a shareholder of Upland. Raymond James & Co. provided a fairness opinion to Upland in connection with the transaction.

Our acquisitions may have a material adverse impact on our results of operations, including a potential material adverse impact on our cost of revenue in the short term, as we seek to integrate our acquired businesses over the following six to twelve months in order to achieve additional operating efficiencies. In addition, as we grow our business, we continue to face many challenges and risks. We might encounter difficulties identifying, acquiring and integrating complementary products, technologies and businesses. Over time, as competition increases we may experience pricing pressure. We also may experience seat downgrades or a reduction in minimum contracted volume that could negatively impact our business. Seat downgrades or reductions in minimum contracted volume could occur for several reasons, including dissatisfaction with our prices or features relative to competitive offerings, reductions in our customers' spending levels, unused seats or minimum contracted volume or limited adoption by our customers of our applications. Our strategic initiatives will require expenditure of capital and the attention of management, and we may not succeed in executing on our growth plan.

Additionally, while cloud computing and SaaS have begun to transform enterprise work management for many organizations, other organizations, particularly those with legacy on-premise systems, have been slower to adopt cloud-based enterprise work management software applications such as ours. Until such organizations are ready to transition to cloud-based systems, we may face challenges in convincing such organizations to adopt our cloud-based enterprise work management applications or be required to make on-premise systems available instead of our cloud-based systems.

Initial Public Offering

In November 2014, we completed an initial public offering (the "IPO"), in connection with which we issued 3,846,154 shares of common stock for proceeds of \$38.8 million, net of underwriting discounts and commissions and other offering costs. See Note 11 to the audited consolidated financial statements included elsewhere in this Annual Report for further details.

Key Metrics

In addition to the GAAP financial measures described below in “—Components of Operating Results,” we regularly review the following key metrics to evaluate and identify trends in our business, measure our performance, prepare financial projections and make strategic decisions:

	Year Ended December 31,			
	2015	2014	2013	2012
	(in thousands, except %)			
Other Financial Data:				
Annualized recurring revenue value at year-end ⁽¹⁾	\$58,918	\$56,800	\$49,061	\$27,093
Annual net dollar retention rate ⁽²⁾	90	% 96	% 90	% n/a
Adjusted EBITDA ⁽³⁾	\$4,143	\$4,213	\$3,576	\$3,998

Annualized recurring revenue. The value as of December 31 equals the monthly value of our recurring revenue (1) contracts measured as of December 31 multiplied by 12. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations-Key Metrics” for additional discussion of this key metric.

Annual net dollar retention rate. We define annual net dollar retention rate as of December 31 as the aggregate annualized recurring revenue value at December 31 from those customers that were also customers as of December (2) 31 of the prior fiscal year, divided by the aggregate annualized recurring revenue value from all customers as of December 31 of the prior fiscal year. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations-Key Metrics” for additional discussion of this key metric.

Adjusted EBITDA. We monitor our Adjusted EBITDA to help us evaluate the effectiveness and efficiency of our operations. Adjusted EBITDA is a non-GAAP financial measure. We define Adjusted EBITDA as net income (loss), calculated in accordance with GAAP, plus net income (loss) from discontinued operations, depreciation and amortization expense, interest expense, net, other expense (income), net, provision for income taxes, stock-based (3) compensation expense, acquisition-related expenses, non-recurring litigation costs, and purchase accounting adjustments for deferred revenue. Prior to the filing of this Annual Report on Form 10-K, we did not include purchase accounting adjustments for deferred revenue as a component of Adjusted EBITDA, and as such, the prior year Adjusted EBITDA amounts presented herein have been recast to reflect the inclusion of purchase accounting adjustments for deferred revenue.

The following table presents a reconciliation of net loss from continuing operations, the most comparable GAAP measure, to Adjusted EBITDA for each of the periods indicated.

	Year Ended December 31,			
	2015	2014	2013	2012
	(dollars in thousands)			
Net loss	\$(13,664)	\$(20,117)	\$(9,197)	\$(2,507)
Income (loss) from discontinued operations	—	—	642	(1,791)
Depreciation and amortization expense	8,451	7,457	5,310	2,472
Interest expense, net	1,858	1,951	2,797	528
Other expense (income), net	544	(101)	431	65
Provision for income taxes	1,039	(78)	708	(72)
Stock-based compensation expense	2,741	1,077	498	92
Acquisition-related expenses	2,455	2,186	1,461	1,933
Stock-based compensation expense --- related party vendor	—	11,220	—	—
Non-recurring litigation costs	406	256	—	—
Purchase accounting deferred revenue discount	313	362	926	3,278
Adjusted EBITDA	\$4,143	\$4,213	\$3,576	\$3,998

We believe that Adjusted EBITDA provides useful information to management, investors and others in understanding and evaluating our operating results for the following reasons:

Adjusted EBITDA is widely used by investors and securities analysts to measure a company's operating performance without regard to items that can vary substantially from company to company depending upon their financing, capital structures and the method by which assets were acquired;

our management uses Adjusted EBITDA in conjunction with GAAP financial measures for planning purposes, in the preparation of our annual operating budget, as a measure of our operating performance, to assess the effectiveness of our business strategies and to communicate with our board of directors concerning our financial performance because Adjusted EBITDA eliminates the impact of items that we do not consider indicative of our core operating performance;

Adjusted EBITDA provides more consistency and comparability with our past financial performance, facilitates period-to-period comparisons of our operations and also facilitates comparisons with other companies, many of which use similar non-GAAP financial measures to supplement their GAAP results; and Adjusted EBITDA should not be considered as an alternative to net loss or any other measure of financial performance calculated and presented in accordance with GAAP. The use of Adjusted EBITDA as an analytical tool has limitations such as:

depreciation and amortization are non-cash charges, and the assets being depreciated or amortized will often have to be replaced in the future and Adjusted EBITDA does not reflect cash requirements for such replacements; however, much of the depreciation and amortization currently reflected relates to amortization of acquired intangible assets as a result of business combination purchase accounting adjustments, which will not need to be replaced in the future; Adjusted EBITDA may not reflect changes in, or cash requirements for, our working capital needs or contractual commitments;

Adjusted EBITDA does not reflect the potentially dilutive impact of stock-based compensation;

Adjusted EBITDA does not reflect interest or tax payments that could reduce cash available for use; and,

other companies, including companies in our industry, might calculate Adjusted EBITDA or similarly titled measures differently, which reduces their usefulness as comparative measures.

Because of these limitations, you should consider Adjusted EBITDA together with other financial performance measures, including various cash flow metrics, net loss and our other GAAP results.

Components of Operating Results

Revenue

Subscription and support revenue. We derive our subscription revenue from fees paid to us by our customers for use of our cloud-based applications. We recognize the revenue associated with subscription agreements ratably over the term of the agreement, provided all criteria required for revenue recognition have been met. Our subscription agreements are typically one to three years.

Our support revenue consists of maintenance fees associated with our perpetual licenses and hosting fees paid to us by our customers. Typically, when purchasing a perpetual license, a customer also purchases maintenance for which we charge a fee, priced as a percentage of the perpetual license fee. Maintenance agreements include the right to support and unspecified upgrades. We recognize the revenue associated with maintenance ratably over the term of the contract. In limited instances, at the customer's option, we may host the software purchased by a customer under a perpetual license on systems at our third-party data centers.

Perpetual license revenue. Perpetual license revenue reflects the revenue recognized from sales of perpetual licenses to new customers and additional perpetual licenses to existing customers. We generally recognize the license fee portion of the arrangement in advance, provided all revenue recognition criteria are satisfied. Our perpetual license agreements are typically one year.

Professional services revenue. Professional services revenue consists of fees related to implementation, data extraction, integration and configuration and training on our applications. We generally recognize the revenue associated with these professional services on a time and materials basis as we deliver the services or provide training to our customers.

Cost of Revenue

Cost of product revenue. Cost of product revenue consists primarily of personnel and related costs of our customer success and operations teams, including salaries, benefits, bonuses, payroll taxes, stock-based compensation and allocated overhead, as well as software license fees, hosting costs, Internet connectivity and depreciation expenses directly related to delivering our applications. We expect that cost of revenues may increase in the future depending on the growth rate of our new customers and billings and our need to support the implementation, hosting and support of those new customers. We intend to continue to invest additional resources in expanding the delivery capability of our applications. As we add data center capacity and support personnel in advance of anticipated growth, our cost of product revenue will increase and if such anticipated revenue growth does not occur, our product gross profit will be adversely affected both in terms of absolute dollars and as a percentage of total revenues in any particular quarterly or annual period. Our cost of product revenue is generally expensed as the costs are incurred.

Cost of professional services revenue. Cost of professional services revenue consists primarily of personnel and related costs, including salaries, benefits, bonuses, payroll taxes, stock-based compensation and allocated overhead, as well as the costs of contracted third-party vendors and reimbursable expenses. As most of our personnel are employed on a full-time basis, our cost of professional services revenue is largely fixed in the short-term, while our professional services revenue may fluctuate, leading to fluctuations in professional services gross profit. We expect that cost of professional services as a percentage of total revenues could fluctuate from period to period depending on the growth of our professional services business, the timing of sales of applications, and any associated costs relating to the delivery of services. Our cost of professional services revenue is generally expensed as costs are incurred.

Operating Expenses

Our operating expenses are classified into six categories: sales and marketing, research and development, refundable Canadian tax credits, general and administrative, depreciation and amortization and acquisition-related expenses. For each category, other than refundable Canadian tax credits and depreciation and amortization, the largest expense component is personnel and related costs, which includes salaries, employee benefit costs, bonuses, commissions, stock-based compensation and payroll taxes. Operating expenses also include allocated overhead costs for facilities, which are allocated to each department based on relative department headcount. Operating expenses are generally recognized as incurred.

Sales and marketing. Sales and marketing expenses primarily consist of personnel and related costs for our sales and marketing staff, including salaries, benefits, commissions, bonuses, payroll taxes, stock-based compensation and allocated overhead, as well as costs of promotional events, corporate communications, online marketing, product marketing and other brand-building activities. We expense sales commissions when the initial customer contract is signed and upon any renewal as our obligation to pay a sales commission arises at these times. Sales and marketing expenses may fluctuate as a percentage of total revenues for a variety of reasons including due to the timing of such expenses, in any particular quarterly or annual period.

Research and development. Research and development expenses primarily consist of personnel and related costs of our research and development staff, including salaries, benefits, bonuses, payroll taxes, stock-based compensation, allocated overhead and costs of certain third-party contractors. Research and development costs related to the development of our software applications are generally recognized as incurred. For example, we are parties to a technology services agreement pursuant to which we generally recognize expenses for services as they are received. See Note 17 of the Notes to Consolidated Financial Statements for more information regarding how expenses under such agreement are recognized. We have devoted our product development efforts primarily to enhancing the functionality, and expanding the capabilities, of our applications.

Refundable Canadian tax credits. Investment tax credits are accounted for as a reduction of research and development costs. Credits are accrued in the year in which the research and development costs of the capital expenditures are incurred, provided that we are reasonably certain that the credits will be received. The investment tax credit must be examined and approved by the tax authorities, and it is possible that the amounts granted will differ from the amounts recorded.

General and administrative. General and administrative expenses primarily consist of personnel and related costs for our executive, administrative, finance, information technology, legal, accounting and human resource staff, including salaries, benefits, bonuses, payroll taxes, stock-based compensation, allocated overhead, professional fees and other corporate expenses. We have recently incurred, and expect to continue to incur, additional expenses as we grow our operations and operate as a newly public company, including higher legal, corporate insurance, accounting and auditing expenses, and the additional costs of enhancing and maintaining our internal control environment through the adoption of new corporate policies. General and administrative expenses may fluctuate as a percentage of revenue, and overtime we expect that general and administrative expenses will decrease as a percent of revenue due to operational efficiencies.

Depreciation and amortization. Depreciation and amortization expenses primarily consist of depreciation and amortization of acquired intangible assets as a result of business combination purchase accounting adjustments. The valuation of identifiable intangible assets reflects management's estimates based on, among other factors, use of established valuation methods. Customer relationships are valued using an income approach, which estimates fair value based on the earnings and cash flow capacity of the subject asset and are amortized over a 10-year period. The value of the trade name intangibles are determined using a relief from royalty method, which estimates fair value based on the value the owner of the asset receives from not having to pay a royalty to use the asset and are amortized over mostly a three-year period. Developed technology is valued using a cost-to-recreate approach and is amortized over a four- to seven-year period.

Acquisition-related expenses. Acquisition-related expenses consist of one-time costs in connection with each of our acquisitions, including legal fees, accounting fees, financing fees, restructuring costs, integration costs and other transactional fees and bonuses. We intend to continue executing our focused strategy of acquisitions to

enhance the features and functionality of our applications, expand our customer base and provide access to new markets and increased benefits of scale.

Total Other Expense

Total other expense consists primarily of changes in the estimated fair value of our preferred stock warrant liabilities, amortization of deferred financing costs over the term of the related loan facility and interest expense on outstanding debt, including amortization of debt discount and effect of beneficial conversion features in our convertible promissory notes payable.

Income Taxes

Because we have not generated domestic net income in any period to date, we have recorded a full valuation allowance against our domestic net deferred tax assets, exclusive of tax deductible goodwill. We have historically not recorded any material provision for federal or state income taxes, other than deferred taxes related to tax deductible goodwill and current taxes in certain separate company filing states. The balance of the tax provision for fiscal years ended December 31, 2015, 2014, and 2013, outside of tax deductible goodwill and current taxes in separate filing states, is related to foreign income taxes, primarily operations of our Canadian subsidiaries. Realization of any of our domestic deferred tax assets depends upon future earnings, the timing and amount of which are uncertain. Based on analysis of acquired net operating losses, utilization of our net operating losses will be subject to annual limitations due to the ownership change rules under the Internal Revenue Code of 1986, as amended, or the Code, and similar state provisions. In the event we have subsequent changes in ownership, the availability of net operating losses and research and development credit carryovers could be further limited.

Results of Operations

Consolidated Statements of Operations Data

The following tables set forth our results of operations for the specified periods, as well as our results of operations for the specified periods as a percentage of revenue. The period-to-period comparisons of results of operations are not necessarily indicative of results for future periods.

	Year Ended December 31,		2014		2013			
	2015	Percent of	Amount	Percent of	Amount	Percent of	Amount	Percent of
	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue
	(dollars in thousands, except share and per share data)							
Revenue:								
Subscription and support	\$57,193	82	% \$48,625	75	% \$30,887	75	%	
Perpetual license	2,805	4	% 2,787	4	% 2,003	5	%	
Total product revenue	59,998	86	% 51,412	79	% 32,890	80	%	
Professional services	9,913	14	% 13,162	21	% 8,303	20	%	
Total revenue	69,911	100	% 64,574	100	% 41,193	100	%	
Cost of revenue:								
Subscription and support ⁽¹⁾⁽²⁾	19,586	28	% 14,042	22	% 7,787	19	%	
Professional services	7,085	10	% 9,079	14	% 5,680	14	%	
Total cost of revenue	26,671	38	% 23,121	36	% 13,467	33	%	
Gross profit	43,240	62	% 41,453	64	% 27,726	67	%	
Operating expenses:								
Sales and marketing ⁽¹⁾	12,965	19	% 14,670	23	% 10,625	26	%	
Research and development ⁽¹⁾	15,778	23	% 26,165	41	% 10,340	25	%	
Refundable Canadian tax credits	(470)	(1)	%) (1,094)	(2)	%) (583)	(1)	%)	
General and administrative ⁽¹⁾	18,201	26	% 13,561	21	% 6,832	17	%	
Depreciation and amortization	4,534	6	% 4,310	7	% 3,670	9	%	
Acquisition-related expenses	2,455	3	% 2,186	3	% 1,461	3	%	
Total operating expenses	53,463	76	% 59,798	93	% 32,345	79	%	
Loss from operations	(10,223)	(14)	%) (18,345)	(29)	%) (4,619)	(12)	%)	
Other Expense:								
Interest expense, net	(1,858)	(3)	%) (1,951)	(3)	%) (2,797)	(7)	%)	
Other expense, net	(544)	—	% 101	—	% (431)	(1)	%)	
Total other expense	(2,402)	(3)	%) (1,850)	(3)	%) (3,228)	(8)	%)	
Loss before provision for income taxes	(12,625)	(17)	%) (20,195)	(32)	%) (7,847)	(20)	%)	
Provision for income taxes	(1,039)	(3)	%) 78	1	% (708)	(1)	%)	
Loss from continuing operations	(13,664)	(20)	%) (20,117)	(31)	%) (8,555)	(21)	%)	
Income (loss) from discontinued operations	—	—	% —	—	% (642)	—	%)	
Net loss	\$(13,664)	(20)	%) \$(20,117)	(31)	%) \$(9,197)	(21)	%)	
Preferred stock dividends and accretion	—	—	% (1,524)	(3)	%) (98)	(2)	%)	
Net loss attributable to common shareholders ⁽³⁾	\$(13,664)	(20)	%) \$(21,641)	(34)	%) \$(9,295)	(23)	%)	
Net loss per common share:								
Loss from continuing operations per common share, basic and diluted	\$(0.91)		\$(4.43)		\$(7.23)			
Loss from discontinued operations per common share, basic and diluted	\$—		\$—		\$(0.54)			
Loss per common share, basic and diluted	\$(0.91)		\$(4.43)		\$(7.77)			
Weighted-average common shares outstanding, basic and diluted ⁽³⁾	14,939,601		4,889,901		1,196,668			

Explanation of Responses:

(1) Includes stock-based compensation.

(2) Includes depreciation and amortization of \$3,916,000, \$3,147,000, and \$1,640,000 in 2015, 2014, and 2013, respectively.

See Note 8 to our consolidated financial statements included elsewhere in this 10-K for a discussion and

(3) reconciliation of historical net loss attributable to common stockholders and weighted average shares outstanding for historical basic and diluted net loss per share calculations.

53

Comparison of Fiscal Years Ended December 31, 2015 and 2014

Revenue

	Year Ended December 31, 2015		2014		Change		
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change	
(dollars in thousands)							
Revenue:							
Subscription and support	\$57,193	82	% \$48,625	75	% \$8,568	18	%
Perpetual license	2,805	4	% 2,787	4	% 18	1	%
Total product revenue	59,998	86	% 51,412	79	% 8,586	17	%
Professional services	9,913	14	% 13,162	21	% (3,249)	(25))%
Total revenue	\$69,911	100	% \$64,574	100	% \$5,337	8	%

Total revenue was \$69.9 million in 2015, compared to \$64.6 million in 2014, an increase of \$5.3 million, or 8%. Of the increase in total revenue, \$11.2 million was due to the acquisitions we closed in 2014 and 2015. The organic business' total revenue decreased by \$2.3 million in 2015 compared to 2014 due to the change in the foreign currency exchange rate between the Canadian dollar versus the U.S. dollar for those periods. Therefore, on a constant currency basis, our organic total revenue decreased by \$3.6 million, or 6%. This decline in organic revenue is primarily due to the decline in professional services revenues in accordance with our plan to focus on growing higher margin recurring revenues and de-emphasizing lower-margin professional services revenues.

Subscription and support revenue was \$57.2 million in 2015, compared to \$48.6 million in 2014, an increase of \$8.6 million, or 18%. Of the increase in subscription and support revenue, \$10.1 million was due to the acquisitions we closed in 2014 and 2015. Subscription and support revenue for the organic business declined by \$1.9 million in 2015 compared to 2014 due to the change in the foreign currency exchange rate between the Canadian dollar versus the U.S. dollar for those periods. Therefore, on a constant currency basis, our organic subscription and support revenue increased by \$0.4 million, or 1%.

Perpetual license revenue was \$2.8 million in 2015, compared to \$2.8 million in 2014, remaining relatively flat year-over-year. The acquisitions we closed in late 2014 contributed a \$0.3 million increase in perpetual license revenue in 2015 as compared to 2014. This increase was offset by a \$0.3 million decrease in the organic portion of our business.

Professional services revenue was \$9.9 million in 2015, compared to \$13.2 million in 2014, a decrease of \$3.3 million, or 25%. The acquisitions we closed in 2014 and 2015 contributed a \$0.8 million increase to professional services revenue. The organic portion of our professional services business decreased by \$0.4 million in 2015 compared to 2014 due to the change in the foreign currency exchange rate between the Canadian dollar versus the U.S. dollar for those periods. Therefore, on a constant currency basis, our organic professional services revenue decreased by \$3.7 million, or 28%. As mentioned above, this is in accordance with our plan to focus on growing higher margin recurring revenues and de-emphasizing lower-margin professional services revenues.

Cost of Revenue and Gross Profit Percentage

	Year Ended December 31,		2014		Change			
	2015		2014		Amount	% Change		
	Amount	Percent of Revenue	Amount	Percent of Revenue				
	(dollars in thousands)							
Cost of revenue:								
Subscription and support (1)	\$ 19,586	28	% \$ 14,042	22	% \$ 5,544	39	%	
Professional services	7,085	10	% 9,079	14	% (1,994	) (22)%	
Total cost of revenue	26,671	38	% 23,121	36	% 3,550	15	%	
Gross profit	\$43,240	62	% \$41,453	64	% \$1,787	4	%	

(1) Includes depreciation and amortization expense as follows:

Depreciation	\$ 1,800	3	% \$ 1,303	2	% \$ 497	38	%
Amortization	\$ 2,116	3	% \$ 1,844	3	% \$ 272	15	%

Cost of subscription and support revenue was \$19.6 million in 2015, compared to \$14.0 million in 2014, an increase of \$5.6 million, or 39%. Of the increase in cost of subscription and support revenue, \$3.5 million was due to the acquisitions we closed in 2014 and 2015. The acquisitions contributed a cost increase primarily due to a \$1.3 million increase in hosting cost, \$0.9 million in personnel and related cost, \$0.6 million in software cost, and \$0.3 million in amortization of intangibles. Cost of subscription and support revenue for the organic portion of our business increased \$2.1 million primarily due to a \$1.2 million increase in personnel and related costs largely due to investment in the customer support and customer success organizations, \$0.5 million increase in depreciation expense for data center and hosting equipment, and \$0.3 million in data center hosting fees.

Cost of professional services revenue was \$7.1 million in 2015, compared to \$9.1 million in 2014, a decrease of \$2.0 million, or 22%. Of the decrease in cost of professional services revenue, the organic business decreased \$2.6 million primarily due to a \$1.7 million decrease in personnel and related cost, \$0.5 million decrease in contractor fees, and \$0.3 million decrease in employee operational bonus, most of which are the result of our planned operating efficiencies. The acquisitions we closed in 2014 and 2015 contributed an increase in cost primarily due to a \$0.6 million increase to cost of professional services revenue. The primary component of cost of professional services revenue from the acquisitions was due to \$0.4 million in personnel and related costs.

Operating Expenses

Sales and Marketing Expense

	Year Ended December 31,		2014		Change			
	2015		2014		Amount	% Change		
	Amount	Percent of Revenue	Amount	Percent of Revenue				
	(dollars in thousands)							
Sales and marketing	\$ 12,965	19	% \$ 14,670	23	% \$(1,705	) (12)%	

Sales and marketing expense was \$13.0 million in 2015, compared to \$14.7 million in 2014, a decrease of \$1.7 million, or 12%. Of the decrease in sales and marketing expense, \$3.4 million was attributable to the organic business primarily due to a \$1.5 million decrease in sales and solution consultant personnel and related cost, \$0.6 million decrease in marketing program expense, \$0.4 million decrease in sales commission expense, \$0.4 million decrease in marketing trade show expense, and a \$0.3 million decrease in bad debt expense, most of which are the result of our planned operating efficiencies. The acquisitions we closed in 2014 and 2015 contributed an increase of

\$1.7 million in sales and marketing expense primarily due to \$0.8 million in personnel and related costs, \$0.3 million in sales commissions, \$0.3 million in marketing programs, and \$0.1 million in contractor fees.

Research and Development Expense

	Year Ended December 31, 2015		2014		Change	
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change
	(dollars in thousands)					
Research and development:						
Research and development	\$15,778	23	% \$26,165	41	% \$(10,387)	(40)%
Refundable Canadian tax credits	(470)	(1)%	(1,094)	(2)%	624	(57)%
Total research and development	\$15,308	22	% \$25,071	39	% \$(9,763)	(39)%

Research and development expense was \$15.8 million in 2015, compared to \$26.2 million in 2014, a decrease of \$10.4 million, or 40%. In January 2014, we issued 1,803,574 shares of common stock in connection with an amendment of a technology services agreement with a related party and took a non-cash charge of \$11.2 million. Our agreement with the related party is viewed as a fixed purchase commitment contract that obligates us to annual purchase commitments even if we do not take delivery of the contracted services. Since the amended agreement still requires payments for future services that we believe are not discounted from amounts charged to other customers, we believe the fair value of the common stock consideration provided to the related party to amend the agreement does not represent an asset and, accordingly, was expensed immediately. The remaining \$1.1 million decrease in research and development expense for our organic business was primarily due to a decrease in personnel and related cost in the product development organization, most of which are the result of our planned operating efficiencies. The acquisitions we closed in 2014 and 2015 contributed a \$1.9 million increase in research and development expense primarily due to \$1.6 million in personnel and related cost largely for product development and quality assurance.

Refundable Canadian tax credits were \$0.5 million in 2015 compared to \$1.1 million in 2014, a decrease of \$0.6 million, or 57%. This decrease is primarily due to the favorable Canadian Revenue Agency tax audit results that were recognized in the fourth quarter of 2014.

General and Administrative Expense

	Year Ended December 31, 2015		2014		Change	
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change
	(dollars in thousands)					
General and administrative	\$18,201	26	% \$13,561	21	% \$4,640	34 %

General and administrative expense was \$18.2 million in 2015, compared to \$13.6 million in 2014, an increase of \$4.6 million, or 34%. Of the increase in general and administrative expenses, \$2.5 million is from the organic businesses primarily due to a \$1.9 million increase in personnel and related cost, \$1.5 million increase in employee stock-based compensation expense, and \$0.3 million increase in business insurance, all of which is primarily due to cost increases necessary to operate as a public company. The organic cost increases were partially offset by a \$0.5 million decrease in facility and other office related costs, \$0.5 million decrease in outsourced professional service fees, and \$0.1 million decrease in recruiter fees, most of which are the result of our planned operating efficiencies. The remaining \$2.1 million increase in general and administrative expense was attributable to the acquisitions we closed in 2014 and 2015 primarily due to personnel and related costs.

Depreciation and Amortization Expense

	Year Ended December 31,		2014		Change			
	2015		Amount	Percent of Revenue	Amount	Percent of Revenue		
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change
	(dollars in thousands)							
Depreciation and amortization:								
Depreciation	\$452	1	% \$987	2	% \$(535	) (54)%	
Amortization	4,083	5	% 3,323	5	% 760	23	%	
Total depreciation and amortization	\$4,534	6	% \$4,310	7	% \$224	5	%	

Depreciation and amortization expense was \$4.5 million in 2015, compared to \$4.3 million in 2014, an increase of \$0.2 million, or 5%. The acquisitions we closed in 2014 and 2015 contributed a \$0.9 million increase with the majority resulting from amortization of intangibles expense. The organic businesses realized a \$0.7 million decrease in depreciation of equipment and other depreciable assets primarily due to planned operating efficiencies.

Acquisition-related Expense

	Year Ended December 31,		2014		Change			
	2015		Amount	Percent of Revenue	Amount	Percent of Revenue		
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change
	(dollars in thousands)							
Acquisition-related expense	\$2,455	4	% \$2,186	3	% \$269	12	%	

One-time acquisition-related expense was \$2.5 million in 2015, compared to \$2.2 million in 2014, an increase of \$0.3 million, or 12%. The one-time acquisition-related expenses vary by acquisition and these costs are expensed as incurred such that the one-time acquisition-related expenses from our acquisition in late 2013 were expensed in both 2013 and 2014, such costs for our acquisitions in late 2014 were expensed in both 2014 and 2015, and much of the one-time acquisition-related expenses for our acquisition in late 2015 were expensed in 2015. As a result, year-over-year comparisons of these expenses are not necessarily meaningful due to their one-time nature.

Other Expense, net

	Year Ended December 31, 2015		2014		Change	
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change
	(dollars in thousands)					
Other Expense:						
Interest expense, net	\$(1,858)	(3)%	\$(1,951)	(3)%	\$93	(5)%
Other income (expense), net	(544)	—%	101	—%	(645)	(639)%
Total other expense	\$(2,402)	(3)%	\$(1,850)	(3)%	\$(552)	30%

Interest expense was \$1.9 million in 2015, compared to \$2.0 million for 2014, a decrease of \$0.1 million, or 5%. Other expense was \$0.5 million in 2015, compared to other income of \$0.1 million in 2014, an increase of \$0.6 million, or 639%. The increase in other expense was primarily due to loss on foreign currency translation.

(Provision for) Benefit from Income Taxes

	Year Ended December 31, 2015		2014		Change	
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change
	(dollars in thousands)					
(Provision for) Benefit from Income Taxes	\$(1,039)	(1)%	\$78	—%	\$(1,117)	(1,432)%

Provision for income taxes was \$1.0 million in 2015, compared to the benefit from income taxes of \$0.1 million in 2014, an increase in provision for income taxes of \$1.1 million, or 1,432%. In 2015, we recorded income taxes that were principally attributable to state and foreign taxes, other than deferred taxes related to tax deductible goodwill. The foreign provision for income taxes in 2015 is attributable to net income generated in excess of net operating loss carryforwards and reduction of tax credit carryforwards in Canada. Because we have not generated domestic net income in any period to date, we have recorded a full valuation allowance against our domestic net deferred tax assets, exclusive of tax deductible goodwill. Realization of any of our domestic deferred tax assets depends upon future earnings, the timing and amount of which are uncertain. Based on analysis of acquired net operating losses, utilization of our net operating losses will be subject to annual limitations due to the ownership change rules under the Code and similar state provisions. In the event we have subsequent changes in ownership, the availability of net operating losses and research and development credit carryovers could be further limited. See Note 6 of the Notes to Consolidated Financial Statements for more information regarding our income taxes as they relate to foreign and domestic operations.

Comparison of Fiscal Years Ended December 31, 2014 and 2013

Revenue

	Year Ended December 31, 2014		2013		Change			
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change		
(dollars in thousands)								
Revenue:								
Subscription and support	\$48,625	75	% \$30,887	75	% \$17,738	57	%	
Perpetual license	2,787	4	% 2,003	5	% 784	39	%	
Total product revenue	51,412	79	% 32,890	80	% 18,522	56	%	
Professional services	13,162	21	% 8,303	20	% 4,859	59	%	
Total revenue	\$64,574	100	% \$41,193	100	% \$23,381	57	%	

Total revenue was \$64.6 million in 2014, compared to \$41.2 million in 2013, an increase of \$23.4 million, or 57%. Of the increase in total revenue, \$21.7 million was due to the 2013 and 2014 acquisitions. The remaining \$1.7 million increase in total revenue was due to the organic portion of our business. Additionally, total revenue from our Canada operations were \$1.2 million lower in 2014 compared to 2013 due to the change in the foreign currency exchange rate between the Canadian dollar versus the U.S. dollar for those periods. Therefore, on a constant currency basis, our organic revenue increased organically by \$2.9 million, or 7%.

Subscription and support revenue increased \$17.7 million, or 57%, in 2014 as compared to 2013. Of the increase in subscription and support revenue, \$17.3 million was due to the 2013 and 2014 acquisitions. The organic portion of our business contributed \$0.4 million to the subscription and support revenue. Additionally, subscription and support revenue from our Canada operations were \$0.9 million lower in 2014 compared to 2013 due to the change in the foreign currency exchange rate between the Canadian dollar versus the U.S. dollar for those periods. Therefore, on a constant currency basis, our organic subscription and support revenue increased organically by \$1.3 million, or 4%. Perpetual license revenue increased \$0.8 million, or 39%, in 2014 as compared to 2013. The 2013 and 2014 acquisitions contributed \$0.9 million in perpetual license revenue in 2014 as compared to 2013. This increase was partially offset by a \$0.1 million decrease in the organic portion of our business. Additionally, perpetual license revenue from our Canada operations were \$0.1 million lower in 2014 compared to 2013 due to the change in the foreign currency exchange rate between the Canadian dollar versus the U.S. dollar for those periods.

Professional services revenue increased \$4.9 million, or 59%, in 2014 as compared to 2013. Of the increase in professional services revenue, \$3.6 million was due to the 2013 and 2014 acquisitions. The organic portion of our business contributed an increase of \$1.3 million to professional services revenue. Additionally, professional services revenue from our Canada operations were \$0.2 million lower in 2014 compared to 2013 due to the change in the foreign currency exchange rate between the Canadian dollar versus the U.S. dollar for those periods. Therefore, on a constant currency basis, our organic professional services revenue increased organically by \$1.5 million, or 18%.

Cost of Revenue and Gross Margin

	Year Ended December 31, 2014		2013		Change			
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change		
(dollars in thousands)								
Cost of revenue:								
Subscription and support (1)	\$ 14,042	22	% \$ 7,787	19	% \$ 6,255	80	%	
Professional services	9,079	14	% 5,680	14	% 3,399	60	%	
Total cost of revenue	23,121	36	% 13,467	33	% 9,654	72	%	
Gross profit	\$41,453	64	% \$27,726	67	% \$13,727	50	%	

(1) Includes depreciation and amortization expense as follows:

Depreciation	\$ 1,303	2	% \$ 455	1	% \$ 848	186	%	
Amortization	\$ 1,844	3	% \$ 1,185	3	% \$ 659	56	%	

Cost of subscription and support revenue was \$14.0 million in 2014, compared to \$7.8 million in 2013, an increase of \$6.3 million, or 80%. Of the increase in cost of subscription and support revenue, \$5.3 million was due to the 2013 and 2014 acquisitions. The acquisitions contributed a \$1.4 million increase in travel and related costs, a \$1.3 million increase in depreciation and amortization, a \$1.2 million increase in personnel and related costs, a \$0.8 million increase in data center hosting fees, a \$0.4 million increase in software fees, a \$0.1 million increase in contractor fees, and a \$0.1 million increase in the facility allocation. Cost of subscription and support revenue for the organic portion of our business increased \$1.0 million primarily due to a \$1.2 million increase in personnel and related costs, a \$0.5 million increase in server license and software fees, a \$0.4 million increase in contractor fees, a \$0.2 million increase in data center hosting fees, and a \$0.2 million increase in depreciation and amortization. These increases were partially offset by a \$1.5 million decrease in travel and related costs and a \$0.1 million decrease in recruiting fees.

Cost of professional services revenue was \$9.1 million in 2014, compared to \$5.7 million in 2013, an increase of \$3.4 million, or 60%. Of the increase in cost of professional services revenue, \$2.3 million was due to the 2013 and 2014 acquisitions. The acquisitions contributed a \$1.3 million increase in personnel and related costs and a \$1.0 million increase in contractor fees. Cost of professional services revenue for the organic portion of our business increased \$1.1 million primarily due to a \$0.5 million increase in personnel and related costs, a \$0.4 million increase in other operating expenses primarily due to an accounting reclass entry within cost of revenue, and a \$0.2 million increase in contractors.

Operating Expenses

	Year Ended December 31, 2014		2013		Change			
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change		
	(dollars in thousands)							
Sales and marketing	\$ 14,670	23	% \$ 10,625	26	% \$ 4,045	38	%	

Sales and marketing expense was \$14.7 million for 2014, compared to \$10.6 million for 2013, an increase of \$4.0 million, or 38%. Of the increase in sales and marketing, \$2.6 million was attributable to the 2013 and 2014 acquisitions. The increase from acquisitions was due to a \$1.9 million increase in personnel and related costs, a \$0.4 million increase in marketing programs and trade shows, a \$0.2 million increase in contractor fees, and a \$0.1 million increase in bad debt expense. Sales and marketing expense for the organic portion of our business increased \$1.4 million primarily due to a \$0.3 million increase in contractor fees, a \$0.3 million increase in personnel and related costs, a \$0.2 million increase in software fees, a \$0.2 million increase in travel and related costs, a \$0.1 million increase in recruiting fees, and a \$0.1 million increase in marketing subscriptions.

	Year Ended December 31, 2014		2013		Change			
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change		
	(dollars in thousands)							
Research and development:								
Research and development	\$ 26,165	41	% \$ 10,340	25	% \$ 15,825	153	%	
Refundable Canadian tax credits	(1,094)	(2 )	)( 583)	(1 )	)( 511)	88	%	
Total research and development	\$ 25,071	39	% \$ 9,757	24	% \$ 15,314	157	%	

Research and development expense was \$26.2 million for 2014, compared to \$10.3 million for 2013, an increase of \$15.8 million, or 153%. In January 2014, we issued 1,803,574 shares of common stock in connection with an amendment of a technology services agreement with a related party and took a non-cash charge of \$11.2 million. Our agreement with the related party is viewed as a fixed purchase commitment contract that obligates us to annual purchase commitments even if we do not take delivery of the contracted services. Since the amended agreement still requires payments for future services that we believe are not discounted from amounts charged to other customers, we believe the fair value of the common stock consideration provided to the related party to amend the agreement does not represent an asset and, accordingly, was expensed immediately. The remaining \$1.0 million increase in research and development expense for our organic businesses was primarily due to a \$0.7 million increase in personnel and related costs, a \$0.1 million increase in travel and related costs, and a \$0.1 million increase in software and equipment expense. The 2013 and 2014 acquisitions contributed a \$3.6 million increase in research and development expense primarily due to a \$3.2 million increase in personnel and related costs, and a \$0.3 million increase in contractor fees. Refundable Canadian tax credits were \$1.1 million for 2014 compared to \$0.6 million for 2013 an increase of \$0.5 million, or 88%. This increase is primarily due to favorable Canadian Revenue Agency tax audit results.

	Year Ended December 31, 2014		2013		Change			
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change		
	(dollars in thousands)							
General and administrative	\$ 13,561	21	% \$ 6,832	17	% \$ 6,729	98		%

General and administrative expense was \$13.6 million for 2014, compared to \$6.8 million for 2013, an increase of \$6.7 million, or 98%. Of the increase in general and administrative expenses, \$4.0 million is from the organic businesses due to a \$1.0 million increase in outsourced legal (including \$0.3 million of non-recurring litigation costs incurred during the quarter ended December 31, 2014), audit, tax, and human resource fees, a \$1.0 million increase in contractor fees, a \$0.5 million increase in recruiting fees, a \$0.5 million increase in employee stock-based compensation expense, a \$0.4 million increase in management fee allocations, a \$0.4 million increase in software and equipment related expenses, and a \$0.2 million increase in travel and related costs. The remaining \$2.7 million increase in general and administrative expense was attributable to the 2013 and 2014 acquisitions. The acquisitions contributed a \$1.5 million increase in personnel and related costs, a \$0.8 million increase in facility and other office related expenses, a \$0.2 million increase in contractor fees, and a \$0.1 million increase in recruiting and outsourced service fees.

	Year Ended December 31, 2014		2013		Change			
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change		
	(dollars in thousands)							
Depreciation and amortization:								
Depreciation	\$ 987	2	% \$ 348	1	% \$ 639	184		%
Amortization	3,323	5	% 3,322	8	% 1	—		%
Total depreciation and amortization	\$ 4,310	7	% \$ 3,670	9	% \$ 640	17		%

Depreciation and amortization expense was \$4.3 million for 2014, compared to \$3.7 million for 2013, an increase of \$0.6 million, or 17%. The 2013 and 2014 acquisitions contributed \$1.3 million to the increase with the majority resulting from amortization expense. The organic businesses contributed a \$0.7 million decrease primarily due to the \$1.1 million impairment charge of the PowerSteering trade name that occurred in 2013. See Note 5 of the Notes to Consolidated Financial Statements for more information regarding the impairment charge which is noted in Goodwill and Other Intangible Assets.

	Year Ended December 31, 2014		2013		Change			
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change		
	(dollars in thousands)							
Acquisition-related expense	\$ 2,186	3	% \$ 1,461	3	% \$ 725	50		%

One-time acquisition related expense was \$2.2 million for 2014, compared to \$1.5 million for 2013, an increase of \$0.7 million, or 50%. The increase was due to acquisition-related expenses for the acquisitions we closed in late 2013, being incurred partially in 2014, and the acquisitions we closed in late 2014 also being incurred and accrued in 2014.

Other Expense, net

	Year Ended December 31, 2014		2013		Change	
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change
	(dollars in thousands)					
Other Expense:						
Interest expense, net	\$(1,951)	(3)%	\$(2,797)	(7)%	\$846	(30)%
Other income (expense), net	101	—%	(431)	(1)%	532	(123)%
Total other expense	\$(1,850)	(3)%	\$(3,228)	(8)%	\$1,378	(43)%

Interest expense was \$2.0 million for 2014, compared to \$2.8 million for 2013, a decrease in interest expense of \$0.8 million, or 30%. The decrease was primarily due to the effect of a beneficial conversion feature on convertible promissory notes payable which resulted in higher non-cash interest expense for 2013.

Other income was \$0.1 million for 2014, compared to other expense of \$0.4 million for 2013, a decrease in expense of \$0.5 million, or 123%. The decrease in other expense was primarily due to gains on foreign currency translation.

Benefit from (Provision for) Income Taxes

	Year Ended December 31, 2014		2013		Change	
	Amount	Percent of Revenue	Amount	Percent of Revenue	Amount	% Change
	(dollars in thousands)					
Benefit from (provision for) Income Taxes	\$78	1%	\$(708)	(1)%	\$786	(111)%

Benefit from income taxes was \$0.1 million for 2014, compared to the provision for income taxes of \$0.7 million for 2013, a decrease in provision for income taxes of \$0.8 million, or 111%. In 2014 and 2013, we recorded income taxes that were principally attributable to state and foreign taxes, other than deferred taxes related to tax deductible goodwill. The foreign benefit for income taxes in 2014 is attributable to changes in deferred taxes, primarily generation of a net operating loss for the current year in Canada. Because we have not generated domestic net income in any period to date, we have recorded a full valuation allowance against our domestic net deferred tax assets, exclusive of tax deductible goodwill. Realization of any of our domestic deferred tax assets depends upon future earnings, the timing and amount of which are uncertain. Based on analysis of acquired net operating losses, utilization of our net operating losses will be subject to annual limitations due to the ownership change rules under the Code and similar state provisions. In the event we have subsequent changes in ownership, the availability of net operating losses and research and development credit carryovers could be further limited.

Liquidity and Capital Resources

To date, we have financed our operations primarily through capital raising, both through private placements of preferred stock and common stock and sales of our common stock in our initial public offering, cash from operating activities, and to a lesser extent, borrowing under our loan facility and the issuance of seller notes. As of December 31, 2015, we had cash and cash equivalents of \$18.5 million, \$20.0 million of available borrowings under our loan facility, and \$24.4 million of borrowings outstanding under our loan facility. See further discussion under the heading Loan Facility Note 7 to the audited consolidated financial statements included elsewhere in this Annual Report for further details.

On November 12, 2014, the Company completed its initial public offering, or IPO, of 3,846,154 shares of common stock, at a price of \$12.00 per share, before underwriting discounts and commissions. The Company sold all of such shares. The IPO generated net proceeds of approximately \$42.9 million, after deducting underwriting discounts and commissions. Expenses incurred by us for the IPO were approximately \$4.1 million and were recorded against the proceeds received from the IPO. The Company has used, and plans to use, the proceeds to finance growth by investing in or acquiring complementary companies, products, or technologies, growing sales of its applications globally, and improving and enhancing its applications.

The following table summarizes our cash flows for the periods indicated (including cash flows from discontinued operations):

	Year Ended December 31,		
	2015	2014	2013
	(dollars in thousands)		
Consolidated Statements of Cash Flow Data:			
Net cash provided by (used in) operating activities	\$(1,503	) \$1,177	\$(239
Net cash used in investing activities	(9,411	) (7,078	) (28,565
Net cash provided by (used in) financing activities	(1,221	) 32,384	29,564
Effect of exchange rate fluctuations on cash	(380	) (198	) 51
Change in cash and cash equivalents	(12,515	) 26,285	811
Cash and cash equivalents, beginning of period	30,988	4,703	3,892
Cash and cash equivalents, end of period	\$18,473	\$30,988	\$4,703

Cash Flows from Operating Activities

Cash used in operating activities is significantly influenced by the amount of cash we invest in personnel and infrastructure to support the anticipated growth of our business. Our operating assets and liabilities consist primarily of receivables from clients and unbilled professional services, accounts payable and accrued expenses and deferred revenues. The volume of professional services rendered and the related timing of collections on those bookings, as well as payments of our accounts payable and accrued payroll and related benefits affect these account balances. Our cash provided by operating activities for the year ended 2015 primarily reflects our net loss of \$13.7 million, offset by non-cash expenses that included \$8.5 million of depreciation and amortization, \$0.2 million of deferred income taxes, \$1.0 million of foreign currency re-measurement loss, \$0.4 million of non-cash interest expense, and \$2.7 million of non-cash stock compensation expense. Working capital sources of cash included a \$0.7 million decrease in accounts receivable, a \$1.9 million decrease in prepaids and other, and a \$0.2 million increase in accounts payable. These sources of cash were offset by a \$2.8 million decrease in accrued expenses and other liabilities and a \$0.6 million decrease in deferred revenue.

Our cash provided by operating activities for the year ended 2014 primarily reflects our net loss of \$20.1 million, offset by non-cash expenses that included a \$11.2 million charge for the 1,803,574 shares of common stock

issued to DevFactory, \$7.5 million of depreciation and amortization, \$0.6 million of non-cash interest expense, and \$1.1 million of non-cash stock compensation expense. Working capital sources of cash included a \$0.5 million decrease in prepaids and other assets, a \$2.6 million increase in deferred revenue, and a \$0.6 million increase in accounts payable. These sources of cash were offset by a \$1.6 million increase in accounts receivable and a \$0.9 million decrease in accrued expenses and other liabilities .

Our cash used in operating activities for fiscal 2013 primarily reflects our net loss of \$9.2 million, offset by non-cash expenses that included \$5.6 million of depreciation and amortization, \$1.6 million of non-cash interest expense, and \$0.5 million of non-cash stock compensation expense. Working capital sources of cash included \$2.9 million decrease in accounts receivable and \$2.2 million of increases in accrued expenses and other liabilities. These sources of cash were offset by a \$1.6 million increase in prepaids and other, a \$1.1 million decrease in accounts payable, and a \$1.0 million decrease in deferred revenue. A substantial source of cash is provided as a result of invoicing for subscriptions in advance, which is recorded as deferred revenue, and is included on our consolidated balance sheet as a liability. Deferred revenue consists of the unearned portion of booked fees for our software subscriptions and support, which is amortized into revenue in accordance with our revenue recognition policy. We assess our liquidity, in part, through an analysis of new subscriptions booked, expected cash receipts on new and existing subscriptions, and our ongoing operating expense requirements.

Cash Flows from Investing Activities

Our primary investing activities have consisted of acquisitions of complementary technologies, products and businesses. As our business grows, we expect our primary investing activities to continue to further expand our family of software applications and infrastructure and support additional personnel. For fiscal 2015, 2014 and 2013 cash used in investing activities for business combinations consisted of \$7.7 million, \$6.2 million and \$28.2 million, respectively. In addition, for fiscal 2015, 2014 and 2013, we used \$1.0 million, \$0.9 million and \$0.3 million, respectively, for the purchases of property and equipment.

Cash Flows from Financing Activities

Our primary financing activities have consisted of capital raised to fund our operations as well as proceeds from debt obligations entered into to finance our operations. For fiscal 2015, cash provided by financing activities consisted primarily of \$24.1 million in proceeds from debt, offset by \$23.9 million for repayment of debt. For fiscal 2014, cash provided by financing activities consisted primarily of \$38.8 million in proceeds from the issuance of common stock, net of issuance costs in our November, 2014 IPO and \$5.7 million in proceeds from debt, offset by \$10.9 million for repayment of debt. For fiscal 2013, cash provided by financing activities consisted primarily of \$19.7 million in proceeds from the issuance of preferred stock and \$28.0 million in proceeds from debt, offset by \$17.5 million for repayment of debt.

Loan and Security Agreements

On May 14, 2015, Upland Software, Inc. (the “Company”) entered into a Credit Agreement (the “Credit Agreement”) with a consortium of lenders (the “Lenders”), Wells Fargo Capital Finance, as agent, providing for a secured credit facility (the “Loan Facility”) that replaces and refinances (i) the Company’s existing Loan and Security Agreement dated March 5, 2012 between the Company and Comerica Bank, as amended (the “U.S. Comerica Agreement”) and (ii) an existing Canadian Loan and Security Agreement dated February 10, 2012 with Comerica Bank, as amended (the “Canadian Comerica Agreement”).

As of December 31, 2015, there was (i) \$0.0 million in U.S. revolving loans outstanding under the Credit Agreement, (ii) \$0.0 million drawn on the Canadian revolving credit facility, (iii) \$18.5 million in U.S. term loans outstanding under the Credit Agreement; and (iv) \$5.9 million in Canadian term loans outstanding under the Credit Agreement.

Loans

The Credit Agreement provides for up to \$60.0 million of financing credit as outlined below.

The Credit Agreement provides (i) a U.S. revolving credit facility in an aggregate principal amount of up to \$9.0 million (the “U.S. Revolver”), (ii) a U.S. term loan facility in an aggregate principal amount of up to \$19.0 million (the “U.S. Term Loan”), (iii) a delayed draw term loan facility in an aggregate principal amount of up to \$10.0 million (the “DDTL”), (iv) a Canadian revolving credit facility in an aggregate principal amount of up to \$1.0 million (the “Canadian Revolver” and, together with the U.S. Revolver, the “Revolver”); and (ii) a Canadian term loan facility in an aggregate principal amount of up to \$6.0 million (the “Canadian Term Loan” and, together with the U.S. Term Loan, the “Term Loan”).

The Credit Agreement also includes provisions for optional, uncommitted increases in the maximum size of the loan facility available under the Credit Agreement by an aggregate principal amount of \$15.0 million upon the satisfaction of the terms and conditions set forth in the Credit Agreement.

In addition, the Credit Agreement permits the Borrowers to incur subordinated, unsecured indebtedness owing to sellers in connection with the consummation of one or more permitted acquisitions upon the satisfaction of the terms and conditions set forth in the Credit Agreement so long as the aggregate principal amount for all such subordinated, unsecured indebtedness does not exceed \$10.0 million at any one time outstanding.

Terms of Revolver

Loans under the Revolver are available up to the lesser of (i) \$10.0 million (the “Maximum Revolver Amount”) or (ii) the result of (a) 0.80 multiplied by (subject to step-downs beginning June 30, 2016) of certain subsidiaries' recurring revenues on a trailing twelve month basis, minus (b) the outstanding balance of the Term Loans and any swing line loans made under the Credit Agreement (such amount, the “Credit Amount”). The Revolver provides a subfacility whereby Borrowers may request letters of credit (the “Letters of Credit”) in an aggregate amount not to exceed, at any one time outstanding, \$0.5 million and \$0.25 million, from the U.S. & Canadian facilities, respectively. The aggregate amount of outstanding Letters of Credit are reserved against the credit availability under the Maximum Revolver Amount and the Credit Amount.

Loans under the Revolver may be borrowed, repaid and reborrowed until May 14, 2020 (the “Maturity Date”), at which time all amounts borrowed under the Credit Agreement must be repaid.

Terms of Term Loans

The Term Loans are repayable, on a quarterly basis beginning September 30, 2015, by an amount equal to 5.0% per annum of the original principal amount of such loan. Any amount remaining unpaid is due and payable in full on the Maturity Date.

Terms of Delay Draw Term Loan

Pursuant to the terms of the Credit Agreement, the DDTL is to be used to finance acquisitions. The DDTL can be drawn upon until May 14, 2017. The DDTL is repayable, on a quarterly basis, by an amount equal to 5.0% per annum of the original funded amount of the DDTL. Any amount remaining unpaid would be due and payable in full on the Maturity Date.

Other Terms of Loan Facility

At the option of the Company, U.S. loans accrue interest at a per annum rate based on (i) the U.S. base rate plus a margin ranging from 3.0% to 4.0% depending on the leverage ratio or (ii) the LIBOR rate determined in accordance with the Credit Agreement (based on 1, 2, 3 or 6-month interest periods) plus a margin ranging from 4.0% to 5.0% depending on the leverage ratio. The U.S. base rate is a rate equal to the highest of the federal funds rate plus a margin equal to 0.5%, the LIBOR rate for a 1-month interest period plus 1.0% and Wells Fargo Capital Finance's prime rate. At the option of the Company, the Canadian loans accrue interest at a per annum rate based on (i) the Canadian prime rate or the U.S. base rate plus a margin ranging from 3.0% to 4.0% depending on the leverage ratio or (ii) the LIBOR rate determined in accordance with the Credit Agreement (based on 1, 2, 3 or 6-month interest periods) (or the Canadian BA rate determined in accordance with the Credit Agreement for obligations in Canadian dollars) plus a margin ranging from 4.0% to 5.0% depending on the leverage ratio.

Accrued interest on the loans will be paid monthly, or, with respect to loans that are accruing interest based on the LIBOR rate or Canadian BA rate, at the end of the applicable LIBOR or Canadian BA interest rate period.

Lenders are entitled to a premium (the "Prepayment Premium") in the event of certain prepayments of the loans in an amount equal to (i) from May 14, 2015 to May 14, 2016, 2.0% times the sum of (a) the Maximum Revolver Amount plus (b) the outstanding principal amount of the Term Loan and DDTL on the date immediately prior to the date of the prepayment (such sum, the "Prepayment Amount") (ii) from May 14, 2016 to May 14, 2017, 1.0% times the Prepayment Amount and (iii) during the period from and after May 14, 2017 to the Maturity Date, 0.0% times the Prepayment Amount. The Company may also be subject to prepayment fees in the case of commitment reductions of the Revolver and also may be obligated to prepay loans upon the occurrence of certain events.

The Company is also obligated to pay other customary servicing fees, letter of credit fees and unused credit facility fees.

The Loan Facility contains customary affirmative and negative covenants. The negative covenants limit the ability of the Company and its subsidiaries to, among other things (in each case subject to customary exceptions for a credit facility of this size and type):

• Incur additional indebtedness or guarantee indebtedness of others;

• Create liens on their assets;

• Make investments, including certain acquisitions;

• Enter into mergers or consolidations;

• Dispose of assets;

• Pay dividends and make other distributions on the Company's capital stock, and redeem and repurchase the Company's capital stock;

• Enter into transactions with affiliates; and

• Prepay indebtedness or make changes to certain agreements.

The Loan Facility also contains financial covenants that require certain subsidiaries to maintain (i) a minimum liquidity of \$10.0 million (which shall be \$8.0 million once the Company achieves trailing four quarters adjusted EBITDA of at least \$8.0 million) at all times. This covenant is subsequently replaced by certain other financial covenants that are required to be met based on various levels of operating results of the U.S. and Canadian subsidiaries. These financial covenants become more restrictive starting September 30, 2017. If an event of default occurs, at the election of the Lenders, a default interest rate shall apply on all obligations during an event of default, at a rate per annum equal to 2.00% above the applicable interest rate.

The Loan Facility limits the Company's ability to buyback its capital stock, subject to restrictions including a minimum liquidity requirement of \$20.0 million before and after any such buyback.

Termination of Prior Credit Agreements

On May 14, 2015, the Company terminated the U.S. Comerica Agreement and the Canadian Comerica Agreement. In conjunction with the terminations, the Company expensed unamortized deferred financing costs of \$0.2 million.

Interest Rate and Financing Costs

Cash interest costs averaged 5.2% under the new Credit Agreement for the year ended December 31, 2015. In addition, the Company incurred \$1.2 million of financing costs associated with the Credit Agreement in the year ended December 31, 2015. These financing costs will be amortized to non-cash interest expense over the term of the Credit Agreement.

Contractual Payment Obligations

The following table summarizes our future contractual obligations as of December 31, 2015 (in thousands):

Contractual Obligations	Payment Due by Period				
	Total	Less than 1 Year	1-3 Years	3-5 Years	More Than 5 Years
Debt Obligations	24,874	1,750	2,500	20,624	—
Capital Lease Obligations	4,782	1,845	2,447	490	—
Operating Lease Obligations	5,229	1,874	2,410	944	—
Purchase Commitments	2,308	2,308			
Total	37,193	7,778	7,357	22,058	—

Future debt maturities of long-term debt exclude debt discounts and consist of obligations under the Company's U.S. Loan Agreement, Canadian Loan Agreement, and seller notes.

The Company leases office space under operating leases that expire between 2015 and 2020. The company also leases computer equipment under capital leases.

The Company has an outstanding purchase commitment in 2016 for software development services pursuant to a technology services agreement in the amount of \$2.3 million. The agreement has an initial term that expires on December 31, 2017, with an option for either party to renew annually for up to five years. For years after 2016, the purchase commitment amount for software development services will be equal to the prior year purchase commitment increased (decreased) by the percentage change in total revenue for the prior year as compared to the preceding year. For example, if 2016 total revenues increase by 10% as compared to 2015 total revenues, then the 2017 purchase commitment will increase by approximately \$230,000 from the 2016 purchase commitment amount to approximately \$2.5 million.

The Company has a letter of credit for an office lease with a bank in the amount of \$100,000.

Off-Balance Sheet Arrangements

During the years ended December 31, 2015, 2014, and 2013, we did not have any relationships with unconsolidated organizations or financial partnerships, such as structured finance or special-purpose entities, that would have been established for the purpose of facilitating off-balance sheet arrangements or other contractually narrow or limited purposes.

Critical Accounting Policies and the Use of Estimates

We prepare our consolidated financial statements in accordance with generally accepted accounting principles in the United States. The preparation of consolidated financial statements also requires us to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue, costs and expenses and related disclosures. We base our estimates on historical experience and on various other assumptions that we believe to be reasonable under the circumstances. Actual results could differ significantly from the estimates made by our management. To the extent that there are differences between our estimates and actual results, our future financial statement presentation, financial condition, results of operations and cash flows will be affected. We believe that the accounting policies discussed below are critical to understanding our historical and future performance, as these policies relate to the more significant areas involving management's judgments and estimates.

The following critical accounting policies reflect significant judgments and estimates used in the preparation of our consolidated financial statements:

- revenue recognition and deferred revenue;
- stock-based compensation;
- income taxes; and
- business combinations and the recoverability of goodwill and long-lived assets.

Revenue Recognition

The Company derives revenue from product revenue, consisting of subscription, support and perpetual licenses, and professional services revenues. The Company recognizes revenue when all of the following criteria are met: persuasive evidence of an arrangement exists, delivery of the product or services has occurred, no Company obligations with regard to implementation considered essential to the functionality remain, the fee is fixed or determinable and collectability is probable.

Subscription and Support Revenue

The Company derives subscription revenues by providing its software-as-a-service solution to customers in which the customer does not have the right to take possession of the software, but can use the software for the contracted term. The Company accounts for these arrangements as service contracts. Subscription and support revenues are recognized on a straight-line basis over the term of the contractual arrangement, typically one to three years. Amounts that have been invoiced and that are due are recorded in deferred revenue or revenue, depending on when the criteria for revenue recognition are met. Revenue from usage-based services are recognized in the month in which such usage is reported.

The Company may provide hosting services to customers who purchased a perpetual license. Such hosting services are recognized ratably over the applicable term of the arrangement. These hosting arrangements are typically for a period of one to three years.

Software maintenance agreements provide technical support and the right to unspecified upgrades on an if-and-when-available basis. Revenue from maintenance agreements is recognized ratably over the life of the related agreement, which is typically one year.

Perpetual License Revenue

The Company also records revenue from the sales of proprietary software products under perpetual licenses. For license agreements in which customer acceptance is a condition to earning the license fees, revenue is not recognized until acceptance occurs. The Company's products do not require significant customization. Revenue on arrangements with customers who are not the ultimate users (primarily resellers) is not recognized until the product is delivered to the end user. Perpetual licenses are sold along with software maintenance and, sometimes, hosting agreements. When vendor specific objective evidence (VSOE) of fair value exists for the software maintenance and hosting agreement, the perpetual license is recognized under the residual method whereby the fair value of the undelivered software maintenance and hosting agreement is deferred and the remaining contract value is recognized immediately for the delivered perpetual license. When VSOE of fair value does not exist for either the software maintenance or hosting agreement, the entire contract value is recognized ratably over the underlying software maintenance and/or hosting period.

Professional Services Revenue

Professional services provided with perpetual licenses consist of implementation fees, data extraction, configuration, and training. The Company's implementation and configuration services do not involve significant customization of the software and are not considered essential to the functionality. Revenues from professional services are recognized as such services are provided when VSOE of fair value exists for such services and all undelivered elements such as software maintenance and/or hosting agreements. VSOE of fair value for services is based upon the price charged when these services are sold separately, and is typically an hourly rate. When VSOE of fair value does not exist for software maintenance and/or hosting agreements, revenues from professional services are recognized ratably over the underlying software maintenance and/or hosting period.

Professional services, when sold with the subscription arrangements, are accounted for separately when these services have value to the customer on a standalone basis and there is objective and reliable evidence of fair value for each deliverable. When accounted for separately, revenues are recognized as the services are rendered for time and material contracts. For those arrangements where the elements do not qualify as a separate unit of accounting, the Company recognizes professional services ratably over the contractual life of the related application subscription arrangement. Currently, all professional services are accounted for separately as all have value to the customer on a standalone basis.

Multiple Element Arrangements

The Company enters into arrangements with multiple-element that generally include subscriptions and implementation and other professional services.

For multiple-element arrangements, arrangement consideration is allocated to deliverables based on their relative selling price. In order to treat deliverables in a multiple-element arrangement as separate units of accounting, the elements must have standalone value upon delivery. If the elements have standalone value upon delivery, each element must be accounted for separately. The Company's subscription services have standalone value as such services are often sold separately. In determining whether implementation and other professional services have standalone value apart from the subscription services, the Company considers various factors including the availability of the services from other vendors. The Company has concluded that the implementation services included in multiple-element arrangements have standalone value. As a result, when implementation and other professional services are sold in a multiple-element arrangement, the arrangement consideration is allocated to the identified separate units based on a relative selling price hierarchy. The selling price for an element is based on its VSOE of selling price, if available, third-party evidence of selling price, or TPE, if VSOE is not available or best estimate of selling price, or BESP, if neither VSOE nor TPE is available. The Company has not established VSOE for its subscription services due to lack of pricing consistency, the introduction of new services and other factors. The Company has determined that TPE is not a practical alternative due to differences in its service offerings compared to other parties and the availability of relevant third-party pricing information. Accordingly, the Company uses BESP to determine the relative selling price.

The Company determined BESP by considering its overall pricing objectives and market conditions. Significant pricing practices taken into consideration include the Company's discounting practices, the size and volume of its transactions, customer characteristics, price lists, go-to-market strategy, historical standalone sales and agreement prices. As the Company's go-to-market strategies evolve, it may modify its pricing practices in the future, which could result in changes in relative selling prices, and include both VSOE and BESP.

Deferred Revenue

Deferred revenue represents either customer advance payments or billings for which the aforementioned revenue recognition criteria have not yet been met.

Stock-Based Compensation

Stock options awarded to employees and directors are measured at fair value at each grant date. The Company accounts for stock-based compensation in accordance with authoritative accounting principles which require all share-based compensation to employees, including grants of employee stock options, to be recognized in the financial statements based on their estimated fair value. Compensation expense is determined under the fair value method using the Black-Scholes option pricing model and recognized ratably over the period the awards vest. The Black-Scholes option pricing model used to compute share-based compensation expense requires extensive use of accounting judgment and financial estimates. Items requiring estimation include the expected term option holders will retain their vested stock options before exercising them, the estimated volatility of the Company's common stock price over the expected term of each stock option, and the number of stock options that will be forfeited prior to the completion of their vesting requirements. Application of alternative assumptions could result in significantly different share-based compensation amounts being recorded in the financial statements. The following table summarizes the weighted-average grant-date fair value of options granted in 2015, 2014, and 2013 and the assumptions used to develop their fair values. As there was no public market for its common stock prior to November 2014, the Company estimates the volatility of its common stock based on the volatility of publicly traded

shares of comparable companies' common stock. The Company's decision to use the volatility of comparable stock was based upon the Company's assessment that this information is more representative of future stock price trends than the Company's historical volatility. The Company estimates the expected term using the simplified method, which calculates the expected term as the midpoint between the vesting date and the contractual termination date of each award. The dividend yield assumption is based on historical and expected future dividend payouts. The risk-free interest rate is based on observed market interest rates appropriate for the term of each options.

	Year Ended December 31,		
	2015	2014	2013
Weighted average grant-date fair value of options	\$3.01	\$3.76	\$0.91
Expected volatility	42.5% - 44.0%	54.1% - 55.2%	53.3%
Risk-free interest rate	1.7% - 1.9%	1.6% - 1.9%	1.6%
Expected life in years	5.93	6.29	6.29
Dividend yield	—	—	—

Income Taxes

The Company uses the asset and liability method of accounting for income taxes. Under this method, deferred tax assets and liabilities are recognized for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect of a change in tax rates on deferred tax assets and liabilities will be recognized in the period that includes the enactment date. A valuation allowance is established against the deferred tax assets to reduce their carrying value to an amount that is more likely than not to be realized.

The Company accounts for uncertainty of income taxes based on a “more likely than not” threshold for the recognition and derecognition of tax positions, which includes the accounting for interest and penalties.

Goodwill and Other Intangibles

Goodwill arises from business combinations and is measured as the excess of the cost of the business acquired over the sum of the acquisition-date fair value of tangible and identifiable intangible assets acquired, less any liabilities assumed.

Goodwill is evaluated for impairment annually or more frequently when an event occurs or circumstances change that indicate the carrying value may not be recoverable. The events and circumstances considered by the Company include the business climate, legal factors, operating performance indicators and competition.

The Company evaluates the recoverability of goodwill using a two-step impairment process tested at the reporting unit level. The Company has one reporting unit for goodwill impairment purposes. In the first step, the fair value of the reporting unit is compared to the book value, including goodwill. In the case that the fair value is less than the book value, a second step is performed that compares the implied fair value of goodwill to the book value of goodwill. The fair value for the implied goodwill is determined based on the difference between the fair value of the reporting unit and the net fair value of the identifiable assets and liabilities, excluding goodwill. If the implied fair value of the goodwill is less than the book value, the difference is recognized as an impairment charge in the consolidated statement of operations. No goodwill impairment charges were recorded during the years ended December 31, 2015, 2014, or 2013.

Identifiable intangible assets consist of customer relationships, marketing-related intangible assets and developed technology. Intangible assets with definite lives are amortized over their estimated useful lives on a straight-line basis. The straight-line method of amortization represents the Company's best estimate of the distribution of the economic value of the identifiable intangible assets.

Intangible assets are reviewed for impairment whenever events or changes in circumstances indicate the carrying amount of intangible assets may not be recoverable. Conditions that would necessitate an impairment assessment include a significant decline in the observable market value of an asset, a significant change in the extent or manner in which an asset is used or any other significant adverse change that would indicate that the carrying amount of an asset or group of assets may not be recoverable. The Company evaluates the recoverability of intangible assets by comparing their carrying amounts to the future net undiscounted cash flows expected to be generated by the intangible assets. If such intangible assets are considered to be impaired, the impairment to be recognized is measured as the amount by which the carrying amount of the intangible assets exceeds the fair value of the assets.

The Company determines fair value based on discounted cash flows using a discount rate commensurate with the risk inherent in the Company's current business model for the specific intangible asset being valued. The Company determined there was an impairment of the PowerSteering trade name of \$1.1 million during 2013. There were no such impairments during 2015 and 2014.

Other Key Accounting Policies

We also have other key accounting policies, which involve the use of estimates, judgments, and assumptions that are significant to understanding our results. See Note 2 "Summary of Significant Accounting Policies" to the consolidated financial statements included in this Annual Report. Of those policies, we believe that the accounting policies enumerated above involve the greatest degree of complexity and exercise of judgment by our management.

We evaluate our estimates, judgments and assumptions on an ongoing basis, and while we believe that our estimates, judgments and assumptions are reasonable, they are based upon information available at the time. Actual results may differ significantly from these estimates under different assumptions, judgments or conditions.

Under Section 107(b) of the JOBS Act, emerging growth companies can delay adopting new or revised accounting standards until such time as those standards apply to private companies. We are choosing to "opt out" of such extended transition period, however, and, as a result, we will comply with new or revised accounting standards on the relevant dates on which adoption of such standards is required for non-emerging growth companies. Section 107 of the JOBS Act provides that our decision to opt out of the extended transition period for complying with new or revised accounting standards is irrevocable.

Recent Accounting Pronouncements

In May 2014, the FASB issued FASB ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), which supersedes the revenue recognition requirements in ASC 605, Revenue Recognition. The core principle of ASU 2014-09 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The guidance provides a five-step process to achieve that core principle. ASU 2014-09 requires disclosures enabling users of financial statements to understand the nature, amount, timing and uncertainty of revenue and cash flows arising from contracts with customers. Additionally, qualitative and quantitative disclosures are required about contracts with customers, significant judgments and changes in judgments, and assets recognized from the costs to obtain or fulfill a contract. In August 2015, the FASB issued FASB ASU No. 2015-14, Revenue from Contracts with Customers (Topic 606): Deferral of the Effective Date, which deferred the effective date of ASU 2014-09 by one year. ASU 2014-09 is now effective for annual reporting periods beginning after December 15, 2017, including interim periods within that reporting period, using one of two retrospective application methods. Early application is permitted only as of annual reporting periods beginning after December 15, 2016, including interim reporting periods within that reporting period. The Company is currently evaluating the effect that the adoption of ASU 2014-09 and ASU 2015-14 will have on its financial statements as well as the timing and method of adoption.

In August 2014, the FASB issued FASB ASU No. 2014-15, Presentation of Financial Statements - Going Concern (Subtopic 205-40): Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern. The new standard provides guidance around management's responsibility to evaluate whether there is substantial doubt about an entity's ability to continue as a going concern and to provide related footnote disclosures. The new

standard is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2016, with early adoption permitted. The adoption of this standard is not expected to have a material impact on our financial statements.

In April 2015, the FASB issued FASB ASU No. 2015-03 Interest—Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs. Under this revised guidance, debt issuance costs should be presented in the balance sheet as a direct deduction from the carrying value of the associated debt, consistent with the presentation of a debt discount. The recognition and measurement guidance for debt issuance costs are not affected by the amendments in this update. This revised guidance is effective for annual periods beginning after December 15, 2015, and interim periods within those fiscal years, with early adoption permitted. The Company has adopted this standard in the second quarter of 2015. The December 31, 2014 balance sheet was retrospectively adjusted to reclassify \$0.1 million from Other non-current assets to a reduction of the Notes payable liability.

In September 2015, the FASB issued ASU 2015-16, Business Combinations (Topic 805): Simplifying the Accounting for Measurement-Period Adjustments. ASU 2015-16 eliminates the requirement that an acquirer in a business combination account for measurement-period adjustments retrospectively. Instead, an acquirer will recognize a measurement-period adjustment during the period in which it determines the amount of the adjustment. The guidance is effective for public business entities for fiscal years beginning after December 15, 2015, and interim periods within those fiscal years, with early adoption permitted. The Company has adopted this standard as of January 1, 2015 and such adoption did not have a significant effect on the Company's financial statements.

In November 2015, the FASB issued ASU 2015-17, Income Taxes (Topic 740): Balance Sheet Classification of Deferred Taxes. ASU 2015-17 eliminates the requirement for an entity to separate deferred income taxes and liabilities into current and noncurrent amounts in a classified statement of financial position. To simplify the presentation of deferred income taxes, the amendments in this Update require that deferred tax liabilities and assets be classified as noncurrent in a classified statement of financial position. The guidance is effective for public business entities for fiscal years beginning after December 15, 2016, and interim periods within those fiscal years, with early adoption permitted. The Company is currently evaluating the effect that the adoption of ASU 2015-17 will have on its financial statements.

Item 7A. Quantitative and Qualitative Disclosures About Market Risk

We have operations both within the United States and internationally, and we are exposed to market risks in the ordinary course of our business. These risks primarily include interest rate, foreign exchange and inflation risks, as well as risks relating to changes in the general economic conditions in the countries where we conduct business. The statement of operations impact is mitigated by having an offsetting liability in deferred revenue to partially or completely offset against the outstanding receivable if an account should become uncollectible. Our cash balances are kept in customary operating accounts, a portion of which are insured by the Federal Deposit Insurance Corporation, and uninsured money market accounts. The majority of our cash balances in money market accounts are with Wells Fargo, our lender under our loan facility. To date, we have not used derivative instruments to mitigate the impact of our market risk exposures. We also have not used, nor do we intend to use, derivatives for trading or speculative purposes.

Interest Rate Risk

Our exposure to market risk for changes in interest rates primarily relates to our cash equivalents and any variable rate indebtedness.

The primary objective of our investment activities is to preserve principal while maximizing yields without significantly increasing risk. This objective is accomplished currently by making diversified investments, consisting only of money market mutual funds and certificates of deposit.

Any draws under our loan and security agreements bear interest at a variable rate tied to the prime rate. As of December 31, 2015, we had a principal balance of \$18.5 million under our U.S. Loan Agreement and \$5.9 million

under our Canadian Loan Agreement. As of December 31, 2014, we had a principal balance of \$16.5 million under our U.S. Loan Agreement and \$0.4 million under our Canadian Loan Agreement.

Foreign Currency Exchange Risk

Our results of operations and cash flows are subject to fluctuations due to changes in foreign currency exchange rates. In addition, we incur a portion of our operating expenses in foreign currencies, including Canadian dollars, British pounds and Euros, and in the future as we expand into other foreign countries, we expect to incur operating expenses in other foreign currencies. In addition, our customers are generally invoiced in the currency of the country in which they are located. We are exposed to foreign exchange rate fluctuations as the financial results of our international operations are translated from the local functional currency into U.S. dollars upon consolidation. A decline in the U.S. dollar relative to foreign functional currencies would increase our non-U.S. revenue and improve our operating results. Conversely, if the U.S. dollar strengthens relative to foreign functional currencies, our revenue and operating results would be adversely affected. The effect of a hypothetical 10% change in foreign currency exchange rates applicable to our business would have resulted in a change in revenue of \$1.3 million for the year ended December 31, 2015. To date, we have not engaged in any hedging strategies. As our international operations grow, we will continue to reassess our approach to manage our risk relating to fluctuations in foreign currency exchange rates.

Inflation

We do not believe that inflation had a material effect on our business, financial condition or results of operations in the last three fiscal years. If our costs were to become subject to significant inflationary pressures, we may not be able to fully offset such higher costs through price increases. Our inability or failure to do so could harm our business, financial condition and results of operations.

Item 8. Financial Statements and Supplementary Data
UPLAND SOFTWARE, INC.
INDEX TO CONSOLIDATED FINANCIAL STATEMENTS

<u>Report of Independent Registered Public Accounting Firm</u>	<u>76</u>
<u>Consolidated Balance Sheets</u>	<u>77</u>
<u>Consolidated Statements of Operations</u>	<u>78</u>
<u>Consolidated Statements of Comprehensive Loss</u>	<u>79</u>
<u>Consolidated Statements of Stockholders' Equity (Deficit)</u>	<u>80</u>
<u>Consolidated Statements of Cash Flows</u>	<u>81</u>
<u>Notes to Consolidated Financial Statements</u>	<u>82</u>

75

Report of Independent Registered Public Accounting Firm
The Board of Directors and Shareholders of Upland Software, Inc.

We have audited the accompanying consolidated balance sheets of Upland Software, Inc. (the "Company") as of December 31, 2015 and 2014, and the related consolidated statements of operations, comprehensive loss, stockholders' equity (deficit), and cash flows for each of the three years in the period ended December 31, 2015. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. We were not engaged to perform an audit of the Company's internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Upland Software, Inc. at December 31, 2015 and 2014, and the consolidated results of its operations and its cash flows for each of the three years in the period ended December 31, 2015, in conformity with U.S. generally accepted accounting principles.

/s/ Ernst & Young LLP

Austin, Texas

March 30, 2016

Upland Software, Inc.
Consolidated Balance Sheets

(in thousands, except share and per share amounts)	December 31, 2015	December 31, 2014
Assets		
Current assets:		
Cash and cash equivalents	\$18,473	\$30,988
Accounts receivable, net of allowance of \$581 and \$890 at December 31, 2015 and 2014, respectively	13,972	14,559
Prepaid and other	2,603	2,069
Total current assets	35,048	47,616
Canadian tax credits receivable	2,018	3,959
Property and equipment, net	6,001	3,930
Intangible assets, net	31,526	34,751
Goodwill	47,422	45,146
Other assets	399	284
Total assets	\$122,414	\$135,686
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	\$2,548	\$2,258
Accrued compensation	2,441	2,372
Accrued expenses and other	5,173	4,304
Deferred revenue	19,931	21,182
Due to seller	2,409	4,365
Current maturities of notes payable (includes unamortized discount of \$250 and \$38 at December 31, 2015 and 2014, respectively, based on imputed interest rate of 6.6%)		10,964
Total current liabilities	34,002	45,445
Commitments and contingencies (Note 9)		
Canadian tax credit liability to sellers	368	1,616
Notes payable, less current maturities (includes unamortized discount of \$758 and \$117 at December 31, 2015 and 2014, respectively, based on imputed interest rate of 6.6%)	22,366	12,327
Deferred revenue	8	194
Noncurrent deferred tax liability, net	2,818	3,006
Other long-term liabilities	2,582	1,701
Total liabilities	62,144	64,289
Stockholders' equity:		
Common stock, \$0.0001 par value; 50,000,000 shares authorized: 15,746,288 and 15,249,118 shares issued and outstanding as of December 31, 2015 and 2014 respectively	2	2
Additional paid-in capital	112,447	108,337
Accumulated other comprehensive loss	(3,289)	(1,716)
Accumulated deficit	(48,890)	(35,226)
Total stockholders' equity	60,270	71,397
Total liabilities and stockholders' equity	\$122,414	\$135,686
See accompanying notes.		

Upland Software, Inc.

Consolidated Statements of Operations

(in thousands, except share and per share amounts)

	Year Ended December 31,		
	2015	2014	2013
Revenue:			
Subscription and support	\$57,193	\$48,625	\$30,887
Perpetual license	2,805	2,787	2,003
Total product revenue	59,998	51,412	32,890
Professional services	9,913	13,162	8,303
Total revenue	69,911	64,574	41,193
Cost of revenue:			
Subscription and support	19,586	14,042	7,787
Professional services	7,085	9,079	5,680
Total cost of revenue	26,671	23,121	13,467
Gross profit	43,240	41,453	27,726
Operating expenses:			
Sales and marketing	12,965	14,670	10,625
Research and development	15,778	26,165	10,340
Refundable Canadian tax credits	(470	) (1,094	) (583
General and administrative	18,201	13,561	6,832
Depreciation and amortization	4,534	4,310	3,670
Acquisition-related expenses	2,455	2,186	1,461
Total operating expenses	53,463	59,798	32,345
Loss from operations	(10,223	) (18,345	) (4,619
Other expense:			
Interest expense, net	(1,858	) (1,951	) (2,797
Other income (expense), net	(544	) 101	(431
Total other expense	(2,402	) (1,850	) (3,228
Loss before provision for income taxes	(12,625	) (20,195	) (7,847
Provision for income taxes	(1,039	) 78	(708
Loss from continuing operations	(13,664	) (20,117	) (8,555
Income (loss) from discontinued operations, net of tax of \$0, \$0, and \$642 for 2015, 2014, and 2013, respectively	—	—	(642
Net loss	\$(13,664	) \$(20,117	) \$(9,197
Preferred stock dividends and accretion	—	(1,524	) (98
Net loss attributable to common shareholders	\$(13,664	) \$(21,641	) \$(9,295
Net loss per common share:			
Loss from continuing operations per common share, basic and diluted	\$(0.91	) \$(4.43	) \$(7.23
Income (loss) from discontinued operations per common share, basic and diluted	\$—	\$—	\$(0.54
Net loss per common share, basic and diluted	\$(0.91	) \$(4.43	) \$(7.77
Weighted-average common shares outstanding, basic and diluted	14,939,601	4,889,901	1,196,668

See accompanying notes.

Upland Software, Inc.

Consolidated Statements of Comprehensive Loss

(in thousands)

Year Ended December 31,

	2015	2014	2013	
Net loss	\$(13,664	) \$(20,117	) \$(9,197)
Foreign currency translation adjustment	(1,573	) (943	) (669)
Comprehensive loss	\$(15,237	) \$(21,060	) \$(9,866)

See accompanying notes.

79

Upland Software, Inc.

Consolidated Statement of Stockholders' Equity (Deficit)

(in thousands, except share amounts)	Common Stock		Additional Paid-In Capital	Accumulated Other Comprehensive Loss	Accumulated Deficit	Total Stockholders' Equity (Deficit)
	Shares	Amount				
Balance at December 31, 2012	1,695,720	\$—	\$—	\$ (104)	\$ (4,075)	\$ (4,179)
Issuance of common stock in business combination	155,599	—	275	—	—	275
Accretion of preferred stock	—	—	(47)	—	—	(47)
Preferred stock dividends	—	—	(51)	—	—	(51)
Stock-based compensation	—	—	98	—	—	98
Distribution associated with spin-off	—	—	(275)	—	(1,837)	(2,112)
Foreign currency translation adjustment	—	—	—	(669)	—	(669)
Net loss	—	—	—	—	(9,197)	(9,197)
Balance at December 31, 2013	1,851,319	—	—	(773)	(15,109)	(15,882)
Issuance of common stock upon conversion of preferred stock	6,834,476	1	52,312	—	—	52,313
Issuance of common stock in initial public offering	3,846,154	1	38,845	—	—	38,846
Issuance of common stock to related party (Note 17)	1,803,574	—	11,219	—	—	11,219
Issuance of common stock in business combination	577,486	—	6,146	—	—	6,146
Issuance of restricted stock	335,673	—	—	—	—	—
Exercise of stock options	436	—	1	—	—	1
Accretion of preferred stock	—	—	(70)	—	—	(70)
Preferred stock dividends	—	—	(1,454)	—	—	(1,454)
Stock-based compensation	—	—	729	—	—	729
Conversion of warrants from preferred to common	—	—	609	—	—	609
Foreign currency translation adjustment	—	—	—	(943)	—	(943)
Net loss	—	—	—	—	(20,117)	(20,117)
Balance at December 31, 2014	15,249,118	2	108,337	(1,716)	(35,226)	71,397
Issuance of common stock in business combination	233,679	—	1,386	—	—	1,386
Issuance of stock under Company plans, net of shares withheld for tax	263,491	—	27	—	—	27
Issuance of stock, net of issuance costs	—	—	(44)	—	—	(44)
Stock-based compensation	—	—	2,741	—	—	2,741
Other comprehensive loss	—	—	—	(1,573)	—	(1,573)
Net loss	—	—	—	—	(13,664)	(13,664)
Balance at December 31, 2015	15,746,288	\$2	\$112,447	\$ (3,289)	\$ (48,890)	\$60,270

See accompanying notes.

Upland Software, Inc.

Consolidated Statements of Cash Flows

(in thousands)

	Year Ended December 31,		
	2015	2014	2013
Operating activities			
Net loss	\$(13,664	) \$(20,117	) \$(9,197
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:			
Depreciation and amortization	8,451	7,457	5,595
Deferred income taxes	207	(295	) (104
Foreign currency re-measurement loss	981	—	—
Non-cash interest and other expense	376	589	1,585
Non-cash stock compensation expense	2,741	1,077	498
Stock-based compensation—related party vendor	—	11,220	—
Changes in operating assets and liabilities, net of purchase business combinations:			
Accounts receivable	741	(1,579	) 2,941
Prepays and other	1,873	484	(1,617
Accounts payable	157	639	(1,113
Accrued expenses and other liabilities	(2,796	) (924	) 2,176
Deferred revenue	(570	) 2,626	(1,003
Net cash provided by (used in) operating activities	(1,503	) 1,177	(239
Investing activities			
Purchase of property and equipment	(956	) (861	) (263
Purchase of customer relationships	(791) —	—
Purchase business combinations, net of cash acquired	(7,664	) (6,217	) (28,175
Cash included in distribution of spin-off	—	—	(127
Net cash provided by (used in) investing activities	(9,411	) (7,078	) (28,565
Financing activities			
Payments on capital leases	(1,020	) (541	) (351
Proceeds from notes payable, net of issuance costs	24,083	5,685	28,036
Payments on notes payable	(23,907	) (10,910	) (17,516
Issuance of preferred stock, net of issuance costs	—	(97	) 19,716
Issuance of common stock, net of issuance costs	(18	) 38,846	—
Additional consideration paid to sellers of businesses	(359	) (599	) (321
Net cash provided by (used in) financing activities	(1,221	) 32,384	29,564
Effect of exchange rate fluctuations on cash	(380	) (198	) 51
Change in cash and cash equivalents	(12,515	) 26,285	811
Cash and cash equivalents, beginning of period	30,988	4,703	3,892
Cash and cash equivalents, end of period	\$18,473	\$30,988	\$4,703
Supplemental disclosures of cash flow information			
Cash paid for interest	\$1,523	\$1,382	\$1,221
Cash paid for taxes	\$314	\$252	\$287
Noncash investing and financing activities			
Notes payable issued to sellers in business combination	\$—	\$—	\$3,500
Equipment acquired pursuant to capital lease obligations	\$3,428	\$1,572	\$649
See accompanying notes.			

Upland Software, Inc.

Notes to Consolidated Financial Statements

1. Organization and Nature of Operations

Upland Software, Inc. (“Upland” or the “Company”) is a leading provider of cloud-based enterprise work management software. Upland’s software applications help organizations better optimize the allocation and utilization of their people, time and money. Upland provides a family of cloud-based enterprise work management software applications for the information technology, process excellence, finance, professional services and marketing functions within organizations. Upland’s software applications address a broad range of enterprise work management needs, from strategic planning to task execution.

2. Summary of Significant Accounting Policies

Basis of Presentation

These consolidated financial statements have been prepared in conformity with accounting principles generally accepted in the United States, or GAAP. The condensed consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries. All intercompany accounts and transactions have been eliminated in consolidation. Certain prior period amounts have been reclassified to confirm to the current period presentation.

Use of Estimates

The preparation of the accompanying consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses. Significant items subject to such estimates include allowance for doubtful accounts, stock-based compensation, acquired intangible assets, the useful lives of intangible assets and property and equipment, and income taxes. In accordance with GAAP, management bases its estimates on historical experience and on various other assumptions that management believes are reasonable under the circumstances. Management regularly evaluates its estimates and assumptions using historical experience and other factors; however, actual results could differ from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash deposits and liquid investments with original maturities of three months or less when purchased. Cash equivalents are stated at cost, which approximates market value, because of the short maturity of these instruments.

Accounts Receivable and Allowance for Doubtful Accounts

The Company extends credit to the majority of its customers. Issuance of credit is based on ongoing credit evaluations by the Company of customers’ financial condition and generally requires no collateral. Trade accounts receivable are recorded at the invoiced amount and do not bear interest. Invoices generally require payment within 30 days from the invoice date. The Company generally does not charge interest on past due payments, although the Company's contracts with its customers usually allow it to do so.

The Company maintains an allowance for doubtful accounts to reserve for potential uncollectible receivables. The allowance is based upon the creditworthiness of the Company’s customers, the customers’ historical payment experience, the age of the receivables and current market conditions. Provisions for potentially uncollectible accounts are recorded in sales and marketing expenses. The Company writes off accounts receivable balances to the allowance for doubtful accounts when it becomes likely that they will not be collected.

The following table presents the changes in the allowance for doubtful accounts (in thousands):

	Year Ended December 31,		
	2015	2014	2013
Balance at beginning of year	\$890	\$454	\$321
Provision	412	829	725
Acquisitions	—	400	295
Writeoffs, net of recoveries	(721	) (793	) (887
Balance at end of year	\$581	\$890	\$454

Concentrations of Credit Risk and Significant Customers

Financial instruments that potentially subject the Company to credit risk consist of cash and cash equivalents and accounts receivable. The Company's cash and cash equivalents are placed with high-quality financial institutions, which, at times, may exceed federally insured limits. The Company has not experienced any losses in these accounts, and the Company does not believe it is exposed to any significant credit risk related to cash and cash equivalents. The Company provides credit, in the normal course of business, to a number of its customers. The Company performs periodic credit evaluations of its customers and generally does not require collateral. No individual customer represented more than 10% of total revenues or more than 10% of accounts receivable in the years ended December 31, 2015, 2014, or 2013.

Property and Equipment

Property and equipment are carried at cost, less accumulated depreciation and amortization. Depreciation of property and equipment is computed using the straight-line method over each asset's useful life. Leasehold improvements are amortized over the shorter of the lease term or of the estimated useful lives of the related assets. Upon retirement or disposal, the cost of each asset and the related accumulated depreciation are removed from the accounts and any resulting gain or loss is credited or charged to income. Repairs, maintenance, and minor replacements are expensed as incurred. The estimated useful lives of property and equipment are as follows:

Computer hardware and equipment	3 - 5 years
Purchased software and licenses	3 - 5 years
Furniture and fixtures	7 years
Leasehold improvements	Lesser of estimated useful life or lease term

Goodwill and Other Intangibles

Goodwill arises from business combinations and is measured as the excess of the cost of the business acquired over the sum of the acquisition-date fair value of tangible and identifiable intangible assets acquired, less any liabilities assumed.

Goodwill is evaluated for impairment annually or more frequently when an event occurs or circumstances change that indicate the carrying value may not be recoverable. The events and circumstances considered by the Company include the business climate, legal factors, operating performance indicators and competition.

The Company evaluates the recoverability of goodwill using a two-step impairment process tested at the reporting unit level. The Company has one reporting unit for goodwill impairment purposes. In the first step, the fair value of the reporting unit is compared to the book value, including goodwill. In the case that the fair value is less than the book value, a second step is performed that compares the implied fair value of goodwill to the book value of goodwill. The fair value for the implied goodwill is determined based on the difference between the fair value of the reporting unit and the net fair value of the identifiable assets and liabilities, excluding goodwill. If the implied fair

value of the goodwill is less than the book value, the difference is recognized as an impairment charge in the consolidated statement of operations. No goodwill impairment charges were recorded during the years ended December 31, 2015, 2014, or 2013.

Identifiable intangible assets consist of customer relationships, marketing-related intangible assets and developed technology. Intangible assets with definite lives are amortized over their estimated useful lives on a straight-line basis. The straight-line method of amortization represents the Company's best estimate of the distribution of the economic value of the identifiable intangible assets.

Intangible assets are reviewed for impairment whenever events or changes in circumstances indicate the carrying amount of intangible assets may not be recoverable. Conditions that would necessitate an impairment assessment include a significant decline in the observable market value of an asset, a significant change in the extent or manner in which an asset is used or any other significant adverse change that would indicate that the carrying amount of an asset or group of assets may not be recoverable. The Company evaluates the recoverability of intangible assets by comparing their carrying amounts to the future net undiscounted cash flows expected to be generated by the intangible assets. If such intangible assets are considered to be impaired, the impairment to be recognized is measured as the amount by which the carrying amount of the intangible assets exceeds the fair value of the assets.

The Company determines fair value based on discounted cash flows using a discount rate commensurate with the risk inherent in the Company's current business model for the specific intangible asset being valued. The Company determined there was an impairment of the PowerSteering trade name of \$1.1 million during 2013. There were no such impairments during 2015 and 2014.

Long-Lived Assets

Long-lived assets are reviewed for impairment whenever events or circumstances indicate their carrying value may not be recoverable. When such events or circumstances arise, an estimate of future undiscounted cash flows produced by the asset, or the appropriate grouping of assets, is compared to the asset's carrying value to determine whether impairment exists. If the asset is determined to be impaired, the impairment loss is measured based on the excess of its carrying value over its fair value. Assets to be disposed of are reported at the lower of the carrying value or net realizable value. No indicators of impairment were identified during the years ended December 31, 2015, 2014, or 2013.

Software Development Costs

Software development costs are expensed as incurred until the point the Company establishes technological feasibility. Technological feasibility is established upon the completion of a working model. Costs incurred by the Company between establishment of technological feasibility and the point at which the product is ready for general release are capitalized, subject to their recoverability, and amortized over the economic life of the related products.

Because the Company believes its current process for developing its software products essentially results in the completion of a working product concurrent with the establishment of technological feasibility, no software development costs have been capitalized to date. There were no software development costs required to be capitalized under ASC 985-20, Costs of Software to be Sold, Leased or Marketed, and under ASC 350-40, Internal-Use Software.

Canadian Tax Credits

Canadian tax credits related to current expenses are accounted for as a reduction of the research and development costs. Such credits relate to the Company's operations in Canada and are not dependent upon taxable income. Credits are accrued in the year in which the research and development costs or the capital expenditures are incurred, provided the Company is reasonably certain that the credits will be received. The government credit must be examined and approved by the tax authorities, and it is possible that the amounts granted will differ from the amounts recorded.

Deferred Financing Costs

The Company capitalizes underwriting, legal, and other direct costs incurred related to the issuance of debt, which are recorded as deferred charges and amortized to interest expense over the term of the related debt using the effective interest rate method. Upon the extinguishment of the related debt, any unamortized capitalized deferred financing costs are recorded to interest expense. In 2014, the Company wrote off approximately \$0.4 million of deferred financing costs associated with a financing facility no longer required after the initial public offering. In 2013, the Company wrote off approximately \$0.2 million of deferred financing costs in connection with the refinancing of its debt facility. In 2015, the Company wrote off approximately \$0.2 million of deferred financing costs associated with its Comerica facility replaced by the new Wells Fargo facility.

Fair Value of Financial Instruments

The Company accounts for financial instruments in accordance with the authoritative guidance on fair value measurements and disclosures for financial assets and liabilities. This guidance defines fair value, establishes a framework for measuring fair value in accordance with GAAP, and expands disclosures about fair value measurements. The guidance also establishes a three-tier fair value hierarchy, which prioritizes the inputs used in measuring fair value.

These tiers include Level 1, defined as observable inputs, such as quoted prices in active markets; Level 2, defined as inputs other than quoted prices in active markets that are either directly or indirectly observable; and Level 3, defined as unobservable inputs in which little or no market data exists, therefore, requiring an entity to develop its own assumptions.

The Company's financial instruments consist principally of cash and cash equivalents, accounts receivable, and accounts payable, long-term debt and warrant liabilities. The carrying value of cash and cash equivalents, accounts receivable, and accounts payable approximate fair value, primarily due to short maturities. The carrying values of the Company's debt instruments approximated their fair value based on rates currently available to the Company. The carrying values of warrant liabilities are marked to the market at each reporting period.

Revenue Recognition

The Company derives revenue from product revenue, consisting of subscription, support and perpetual licenses, and professional services revenues. The Company recognizes revenue when all of the following criteria are met: persuasive evidence of an arrangement exists, delivery of the product or services has occurred, no Company obligations with regard to implementation considered essential to the functionality remain, the fee is fixed or determinable and collectability is probable.

Subscription and Support Revenue

The Company derives subscription revenues by providing its software-as-a-service solution to customers in which the customer does not have the right to take possession of the software, but can use the software for the contracted term. The Company accounts for these arrangements as service contracts. Subscription and support revenues are recognized on a straight-line basis over the term of the contractual arrangement, typically one to three years. Amounts that have been invoiced and that are due are recorded in deferred revenue or revenue, depending on when the criteria for revenue recognition are met. Revenue from usage-based services are recognized in the month in which such usage is reported.

The Company may provide hosting services to customers who purchased a perpetual license. Such hosting services are recognized ratably over the applicable term of the arrangement. These hosting arrangements are typically for a period of one to three years.

Software maintenance agreements provide technical support and the right to unspecified upgrades on an if-and-when-available basis. Revenue from maintenance agreements is recognized ratably over the life of the related agreement, which is typically one year.

Perpetual License Revenue

The Company also records revenue from the sales of proprietary software products under perpetual licenses. For license agreements in which customer acceptance is a condition to earning the license fees, revenue is not recognized until acceptance occurs. The Company's products do not require significant customization. Revenue on arrangements with customers who are not the ultimate users (primarily resellers) is not recognized until the product is delivered to the end user. Perpetual licenses are sold along with software maintenance and, sometimes, hosting agreements. When vendor specific objective evidence (VSOE) of fair value exists for the software maintenance and hosting agreement, the perpetual license is recognized under the residual method whereby the fair value of the undelivered software maintenance and hosting agreement is deferred and the remaining contract value is recognized immediately for the delivered perpetual license. When VSOE of fair value does not exist for either the software maintenance or hosting agreement, the entire contract value is recognized ratably over the underlying software maintenance and/or hosting period.

Professional Services Revenue

Professional services provided with perpetual licenses consist of implementation fees, data extraction, configuration, and training. The Company's implementation and configuration services do not involve significant customization of the software and are not considered essential to the functionality. Revenues from professional services are recognized as such services are provided when VSOE of fair value exists for such services and all undelivered elements such as software maintenance and/or hosting agreements. VSOE of fair value for services is based upon the price charged when these services are sold separately, and is typically an hourly rate. When VSOE of fair value does not exist for software maintenance and/or hosting agreements, revenues from professional services are recognized ratably over the underlying software maintenance and/or hosting period.

Professional services, when sold with the subscription arrangements, are accounted for separately when these services have value to the customer on a standalone basis and there is objective and reliable evidence of fair value for each deliverable. When accounted for separately, revenues are recognized as the services are rendered for time and material contracts. For those arrangements where the elements do not qualify as a separate unit of accounting, the Company recognizes professional services ratably over the contractual life of the related application subscription arrangement. Currently, all professional services are accounted for separately as all have value to the customer on a standalone basis.

Multiple Element Arrangements

The Company enters into arrangements with multiple-element that generally include subscriptions and implementation and other professional services.

For multiple-element arrangements, arrangement consideration is allocated to deliverables based on their relative selling price. In order to treat deliverables in a multiple-element arrangement as separate units of accounting, the elements must have standalone value upon delivery. If the elements have standalone value upon delivery, each element must be accounted for separately. The Company's subscription services have standalone value as such services are often sold separately. In determining whether implementation and other professional services have standalone value apart from the subscription services, the Company considers various factors including the availability of the services from other vendors. The Company has concluded that the implementation services included in multiple-element arrangements have standalone value. As a result, when implementation and other professional services are sold in a multiple-element arrangement, the arrangement consideration is allocated to the identified separate units based on a relative selling price hierarchy. The selling price for an element is based on its VSOE of selling price, if available, third-party evidence of selling price, or TPE, if VSOE is not available or best estimate of selling price, or BESP, if neither VSOE nor TPE is available. The Company has not established VSOE for its subscription services due to lack of pricing consistency, the introduction of new services and other factors. The Company has determined that TPE is not a practical alternative due to differences in its service offerings compared to other parties and the availability of relevant third-party pricing information. Accordingly, the Company uses BESP to determine the relative selling price.

The Company determined BESP by considering its overall pricing objectives and market conditions. Significant pricing practices taken into consideration include the Company's discounting practices, the size and volume of its transactions, customer characteristics, price lists, go-to-market strategy, historical standalone sales and agreement

prices. As the Company's go-to-market strategies evolve, it may modify its pricing practices in the future, which could result in changes in relative selling prices, and include both VSOE and BESP.

Deferred Revenue

Deferred revenue represents either customer advance payments or billings for which the aforementioned revenue recognition criteria have not yet been met.

Messaging-related Revenue

The Company recognizes subscription revenue for its digital engagement application which provides short code connectivity for its two-way SMS programs and campaigns. The Company evaluates whether it is appropriate to recognize revenue based on the gross amount billed to its customers for these services. Since the Company is primarily obligated in these transactions, has latitude in establishing prices associated with its messaging program management services, is responsible for fulfillment of the transaction, and has credit risk, revenue is recorded on a gross basis. While none of the factors individually are considered presumptive or determinative, in reaching conclusions on gross versus net revenue recognition, the Company places the most weight on the analysis of whether or not it is the primary obligor in the arrangement.

Cost of Revenue

Cost of revenue primarily consists of salaries and related expenses (e.g. bonuses, employee benefits, and payroll taxes) for personnel directly involved in the delivery of services and products directly to customers. Cost of revenue also includes the amortization of acquired technology.

Customer Contract Acquisition Costs

Costs associated with the acquisition or origination of customer contracts are expensed as incurred.

Customer Relationship Acquisition Costs

Costs associated with the acquisition or origination of customer relationships are capitalized as customer relationship assets as incurred and amortized over the life of the acquired contracts.

Advertising Costs

Advertising costs are expensed in the period incurred. Advertising expenses included in sales and marketing expense were \$347,000 \$283,000 and \$175,000 for the years ended December 31, 2015, 2014, or 2013, respectively.

Advertising costs are recorded in sales and marketing expenses in the accompanying consolidated statement of operations.

Income Taxes

The Company uses the asset and liability method of accounting for income taxes. Under this method, deferred tax assets and liabilities are recognized for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect of a change in tax rates on deferred tax assets and liabilities will be recognized in the period that includes the enactment date. A valuation allowance is established against the deferred tax assets to reduce their carrying value to an amount that is more likely than not to be realized.

The Company accounts for uncertainty of income taxes based on a "more likely than not" threshold for the recognition and derecognition of tax positions, which includes the accounting for interest and penalties.

Stock-Based Compensation

Stock options awarded to employees and directors are measured at fair value at each grant date. The Company accounts for stock-based compensation in accordance with authoritative accounting principles which require all

share-based compensation to employees, including grants of employee stock options, to be recognized in the financial statements based on their estimated fair value. Compensation expense is determined under the fair value method using the Black-Scholes option pricing model and recognized ratably over the period the awards vest. The Black-Scholes option pricing model used to compute share-based compensation expense requires extensive use of accounting judgment and financial estimates. Items requiring estimation include the expected term option holders will retain their vested stock options before exercising them, the estimated volatility of the Company's common stock price over the expected term of each stock option, and the number of stock options that will be forfeited prior to the completion of their vesting requirements. Application of alternative assumptions could result in significantly different share-based compensation amounts being recorded in the financial statements. The following table summarizes the weighted-average grant-date fair value of options granted in 2015, 2014, and 2013 and the assumptions used to develop their fair values. As there was no public market for its common stock prior to November 2014, the Company estimates the volatility of its common stock based on the volatility of publicly traded shares of comparable companies' common stock. The Company's decision to use the volatility of comparable stock was based upon the Company's assessment that this information is more representative of future stock price trends than the Company's historical volatility. The Company estimates the expected term using the simplified method, which calculates the expected term as the midpoint between the vesting date and the contractual termination date of each award. The dividend yield assumption is based on historical and expected future dividend payouts. The risk-free interest rate is based on observed market interest rates appropriate for the term of each options.

	Year Ended December 31,		
	2015	2014	2013
Weighted average grant-date fair value of options	\$3.01	\$3.76	\$0.91
Expected volatility	42.5% - 44.0%	54.1% - 55.2%	53.3%
Risk-free interest rate	1.7% - 1.9%	1.6% - 1.9%	1.6%
Expected life in years	5.93	6.29	6.29
Dividend yield	—	—	—
Comprehensive Loss			

The Company utilizes the guidance in Accounting Standards Codification (ASC) Topic 220, Comprehensive Income, for the reporting and display of comprehensive loss and its components in the consolidated financial statements.

Comprehensive loss comprises net loss and cumulative foreign currency translation adjustments. The accumulated comprehensive loss as of December 31, 2015, 2014, and 2013 was due to foreign currency translation adjustments.

Foreign Currency Transactions

Results of operations for foreign subsidiaries are translated in United State dollars using the average exchange rates on a monthly basis during the year. The assets and liabilities of those subsidiaries are translated into United States dollars using the exchange rates at the balance sheet date. The related translation adjustments are recorded in a separate component of stockholders' equity in accumulated other comprehensive loss. Foreign currency transaction gains and losses are included in the statements of operations and include the impact of revaluation of certain foreign currency denominated net assets or liabilities held internationally. For the years ended December 31, 2015, 2014, and 2013, foreign currency transaction losses were \$515,000, \$2,000 and \$550,000, respectively.

Basic and Diluted Net Loss per Common Share

The Company uses the two-class method to compute net loss per common share because the Company has issued securities, other than common stock, that contractually entitle the holders to participate in dividends and earnings of the Company. The two-class method requires earnings for the period to be allocated between common stock and participating securities based upon their respective rights to receive distributed and undistributed earnings. Holders

of the Company's Series A, B, B-1, B-2 and C preferred stock are entitled, on a pari passu basis, to receive dividends when, as, and if declared by the board of directors, prior and in preference to any declaration or payment of any dividend on the common stock until such time as the total dividends paid on each share of Series A, B, B-1, B-2 and C preferred stock is equal to the original issue price of the shares. As a result, all series of the Company's preferred stock are considered participating securities. All of the outstanding preferred stock was converted to common stock upon the Company's initial public offering in November 2014.

Under the two-class method, for periods with net income, basic net income per common share is computed by dividing the net income attributable to common stockholders by the weighted-average number shares of common stock outstanding during the period. Net income attributable to common stockholders is computed by subtracting from net income the portion of current year earnings that the participating securities would have been entitled to receive pursuant to their dividend rights had all of the year's earnings been distributed. No such adjustment to earnings is made during periods with a net loss, as the holders of the participating securities have no obligation to fund losses. Diluted net loss per common share is computed under the two-class method by using the weighted-average number of shares of common stock outstanding plus, for periods with net income attributable to common stockholders, the potential dilutive effects of stock options and warrants. In addition, the Company analyzes the potential dilutive effect of the outstanding participating securities under the if-converted method when calculating diluted earnings per share, in which it is assumed that the outstanding participating securities convert into common stock at the beginning of the period. The Company reports the more dilutive of the approaches as its diluted net income per share during the period. Due to net losses for the years ended December 31, 2015, 2014, and 2013, basic and diluted net loss per share were the same, as the effect of all potentially dilutive securities would have been anti-dilutive.

Recent Accounting Pronouncements

In May 2014, the FASB issued FASB ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), which supersedes the revenue recognition requirements in ASC 605, Revenue Recognition. The core principle of ASU 2014-09 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The guidance provides a five-step process to achieve that core principle. ASU 2014-09 requires disclosures enabling users of financial statements to understand the nature, amount, timing and uncertainty of revenue and cash flows arising from contracts with customers. Additionally, qualitative and quantitative disclosures are required about contracts with customers, significant judgments and changes in judgments, and assets recognized from the costs to obtain or fulfill a contract. In August 2015, the FASB issued FASB ASU No. 2015-14, Revenue from Contracts with Customers (Topic 606): Deferral of the Effective Date, which deferred the effective date of ASU 2014-09 by one year. ASU 2014-09 is now effective for annual reporting periods beginning after December 15, 2017, including interim periods within that reporting period, using one of two retrospective application methods. Early application is permitted only as of annual reporting periods beginning after December 15, 2016, including interim reporting periods within that reporting period. The Company is currently evaluating the effect that the adoption of ASU 2014-09 and ASU 2015-14 will have on its financial statements.

In August 2014, the FASB issued FASB ASU No. 2014-15, Presentation of Financial Statements - Going Concern (Subtopic 205-40): Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern. The new standard provides guidance around management's responsibility to evaluate whether there is substantial doubt about an entity's ability to continue as a going concern and to provide related footnote disclosures. The new standard is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2016, with early adoption permitted. The adoption of this standard is not expected to have a material impact on the Company's financial statements.

In April 2015, the FASB issued FASB ASU No. 2015-03 Interest—Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs. Under this revised guidance, debt issuance costs should be presented in the balance sheet as a direct deduction from the carrying value of the associated debt, consistent with the presentation of a debt discount. The recognition and measurement guidance for debt issuance costs are not affected by the amendments in this update. This revised guidance is effective for annual periods beginning after December 15, 2015, and interim periods within those fiscal years, with early adoption permitted.

The Company has adopted this standard in the second quarter of 2015. The December 31, 2014 balance sheet was retrospectively adjusted to reclassify \$0.1 million from Other non-current assets to a reduction of the Notes payable liability.

In September 2015, the FASB issued ASU 2015-16, Business Combinations (Topic 805): Simplifying the Accounting for Measurement-Period Adjustments. ASU 2015-16 eliminates the requirement that an acquirer in a business combination account for measurement-period adjustments retrospectively. Instead, an acquirer will recognize a measurement-period adjustment during the period in which it determines the amount of the adjustment. The guidance is effective for public business entities for fiscal years beginning after December 15, 2015, and interim periods within those fiscal years, with early adoption permitted. The Company has adopted this standard as of January 1, 2015 and such adoption did not have a significant effect on the Company's financial statements.

In November 2015, the FASB issued ASU 2015-17, Income Taxes (Topic 740): Balance Sheet Classification of Deferred Taxes. ASU 2015-17 eliminates the requirement for an entity to separate deferred income taxes and liabilities into current and noncurrent amounts in a classified statement of financial position. To simplify the presentation of deferred income taxes, the amendments in this Update require that deferred tax liabilities and assets be classified as noncurrent in a classified statement of financial position. The guidance is effective for public business entities for fiscal years beginning after December 15, 2016, and interim periods within those fiscal years, with early adoption permitted. The Company is currently evaluating the effect that the adoption of ASU 2015-17 will have on its financial statements.

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). The core change with ASU 2016-2 is the requirement for the recognition of lease assets and lease liabilities by lessees for those leases classified as operating leases under previous GAAP. The new standard is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2018, with early adoption permitted. The Company is currently evaluating the effect that the adoption of ASU 2016-02 will have on its financial statements.

3. Acquisitions

2013 Acquisitions

On May 16, 2013, the Company acquired 100% of the outstanding capital of FileBound Solutions, Inc. and Marex Group, Inc. (together FileBound) for total purchase consideration of \$14.7 million, which includes cash at closing of \$182,000, notes payable to the seller of \$3,500,000 (at present rate) and 106,572 shares of the Company's series B-1 preferred stock with a fair value of \$624,000. FileBound provides cloud-based enterprise content management software products that enable customers to automate document-based workflows and control access and distribution of their content to boost productivity, encourage collaboration and improve compliance. Revenues recorded since the acquisition date for the year ended December 31, 2013 were approximately \$4,959,000.

On November 7, 2013, the Company acquired 100% of the outstanding interest of ComSci, LLC. (ComSci) for total purchase consideration of \$7.6 million, which includes cash at closing of \$104,000, 155,599 shares of the Company's common stock, 155,598 shares of the company's B-2 preferred stock with a fair value of \$949,000, and \$750,000 to be paid in November 2014. ComSci provides cloud-based financial management software products that enable organizations to have visibility into the cost, quality, and value of internal services delivered within their organizations. Revenues recorded since the acquisition date for the year ended December 31, 2013 were approximately \$937,000.

On December 23, 2013, the Company acquired 100% of the outstanding capital of Clickability, Inc. (Clickability) for total purchase consideration of \$12.3 million. Clickability provides cloud-based enterprise content management software products that are used by enterprise marketers and media companies to create, maintain and deliver web sites that shape visitor experiences and empower nontechnical staff to create, manage, publish, analyze and refine content and social media assets without IT intervention. For accounting purposes, the acquisition of Clickability was recorded on December 31, 2013 and, accordingly, the operations of Clickability had no impact on the Company's statement of operations. The operations of Clickability from

December 23, 2013 to December 31, 2013 were not material.

2014 Acquisitions

On November 21, 2014, the Company acquired 100% of the outstanding capital of Solution Q Inc. (Solution Q) for total purchase consideration of \$6.1 million, which includes cash of \$4.5 million, net of \$0.4 million of cash acquired, and 150,977 shares of the Company's common stock with a fair value of \$1.6 million. Solution Q provides mid-market organizations an easy-to-use, turnkey solution for their project management and portfolio visibility needs. Revenues recorded since the acquisition date for the year ended December 31, 2014 were approximately \$0.3 million.

On December 10, 2014, the Company acquired 100% of the outstanding capital of Mobile Commons, Inc. (Mobile Commons) for total purchase consideration of \$10.2 million including cash of \$5.7 million, net of \$0.3 million of cash acquired, 386,253 shares of common stock valued at \$4.5 million and excluding potential additional consideration for incremental additional revenue described below. The Company agreed to pay additional consideration of up to \$1.5 million in both cash and common stock to the selling shareholders of Mobile Commons based on the achievement of certain incremental revenue targets during fiscal 2015. The acquisition-date fair value of the contingent payment was measured based on the probability-adjusted present value of the consideration expected to be transferred, which amounted to \$0.5 million. Mobile Commons' enterprise-class application drives and manages digital engagement through two-way SMS programs and campaigns. Revenues recorded since the acquisition date for the year ended December 31, 2014 were approximately \$0.5 million.

2015 Acquisitions

On November 13, 2015, the Company acquired 100% of the outstanding capital of Ultriva, Inc. (Ultriva) for total purchase consideration of \$7.2 million, which includes cash of \$5.6 million, net of \$0.4 million of cash acquired, 179,298 shares of the Company's common stock with a fair value of \$1.4 million, and an additional \$200,000 in shares of common stock, subject to indemnification claims, one year from the date of the acquisition. Ultriva provides cloud-based supply chain work management software. Revenues recorded since the acquisition date for the year ended December 31, 2015 were approximately \$0.5 million.

The Company recorded the purchase of the acquisitions described above using the acquisition method of accounting and, accordingly, recognized the assets acquired and liabilities assumed at their fair values as of the date of the acquisition. The results of operations of the acquisitions are included in the Company's consolidated results of operations beginning with the date of the acquisition. The purchase price allocations for the 2015 acquisitions are preliminary as the Company has not obtained and evaluated all of the detailed information necessary to finalize the opening balance sheet amounts, including an analysis of acquired accounts receivable, accrued expenses and deferred revenue balances. Management has recorded the purchase price allocations based upon acquired company information that is currently available. Management expects to finalize its purchase price allocations in mid-2016.

The following condensed table presents the acquisition-date fair value of the assets acquired and liabilities assumed for the acquisitions (in thousands):

	Ultriva	Solution Q	Mobile Commons	FileBound	ComSci	Clickability
Year Acquired	2015	2014	2014	2013	2013	2013
Cash	\$383	\$352	\$286	\$182	\$104	\$—
Accounts receivable	737	893	1,242	1,940	951	1,773
Other current assets	41	24	147	153	47	297
Canadian tax credit receivable	—	71	—	—	—	—
Property and equipment	16	28	54	927	61	1,519
Customer relationships	1,820	2,230	1,620	3,600	2,000	4,400
Trade name	140	100	130	320	180	250
Technology	960	540	1,150	2,040	810	2,500
Goodwill	4,700	5,206	7,244	7,188	3,851	3,401
Other assets	32	14	47	21	8	—
Total assets acquired	8,829	9,458	11,920	16,371	8,012	14,140
Accounts payable	(197)	(52)	(313)	(113)	(260)	(154)
Accrued expense and other	(284)	(223)	(463)	(266)	(106)	(100)
Deferred tax liabilities	—	(428)	—	—	—	—
Deferred revenue	(760)	(2,242)	(144)	(1,342)	(78)	(1,605)
Canadian tax credit liability to seller	—	(39)	—	—	—	—
Total liabilities assumed	(1,241)	(2,984)	(920)	(1,721)	(444)	(1,859)
Total consideration	\$7,588	\$6,474	\$11,000	\$14,650	\$7,568	\$12,281

Tangible assets were valued at their respective carrying amounts, which approximates their estimated fair value. The valuation of identifiable intangible assets reflects management's estimates based on, among other factors, use of established valuation methods. Customer relationships were valued using an income approach, which estimates fair value based on the earnings and cash flow capacity of the subject asset. The value of the marketing-related intangibles was determined using a relief-from-royalty method, which estimates fair value based on the value the owner of the asset receives from not having to pay a royalty to use the asset. Developed technology was valued using a cost-to-recreate approach.

Goodwill for FileBound, and ComSci is deductible for tax purposes.

4. Fair Value Measurements

Fair value is defined as the exit price, or the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants as of the measurement date.

	Fair Value Measurements at December 31, 2014			
	Level 1	Level 2	Level 3	Total
Liabilities:				
Earnout consideration liability	\$—	\$—	\$500	\$500
	Fair Value Measurements at December 31, 2015			
	Level 1	Level 2	Level 3	Total
Liabilities:				
Earnout consideration liability	\$—	\$—	\$500	\$500

In November 2014, the outstanding warrants were converted to preferred stock, then the preferred stock was converted to common stock and the fair value of the corresponding liability was reclassified to additional paid-in capital. The following table presents additional information about liabilities measured at fair value on a recurring basis and for which we have utilized significant unobservable (Level 3) inputs to determine fair value:

Ending balance at December 31, 2013	\$525	
Change in fair value of preferred stock warrants	83	
Conversion of preferred stock warrants to common warrants and to common stock	(608)
Earnout consideration liability	500	
Ending balance at December 31, 2014	500	
Ending balance at December 31, 2015	\$500	

The fair value of the earnout consideration was determined using the Binary Option model based on the present value of the probability-weighted earnout consideration.

Debt

The Company believes the carrying value of its long-term debt at December 31, 2015 approximates its fair value based on the variable interest rate feature or based upon interest rates currently available to the Company.”

The estimated fair value of our debt at December 31, 2015 and 2014 is \$24,874 and \$23,446, respectively, based on valuation methodologies using interest rates currently available to the Company which are Level 2 inputs.

5. Goodwill and Other Intangible Assets

Changes in the Company’s goodwill balance for each of the two years ended December 31, 2015 are summarized in the table below (in thousands):

Balance at December 31, 2013	\$33,630	
Acquired in business combinations	12,313	
Foreign currency translation adjustment	(797)
Balance at December 31, 2014	\$45,146	
Acquired in business combinations	4,700	
Adjustment due to finalization of 2014 business combination	(120)
Foreign currency translation adjustment	(2,304)
Balance at December 31, 2015	\$47,422	

Intangible assets, net, include the estimated acquisition-date fair values of customer relationships, marketing-related assets, and developed technology that the Company recorded as part of its business acquisitions purchases and from acquisitions of customer relationships. The following is a summary of the Company’s intangible assets, net (in thousands):

	Estimated Useful Life (Years)	Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
December 31, 2015				
Customer relationships	1-10	\$31,848	\$9,054	\$22,794
Trade name	1-3	2,909	2,476	433
Developed technology	4-7	13,808	5,509	8,299
Total intangible assets		\$48,565	\$17,039	\$31,526

	Estimated Useful Life (Years)	Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
December 31, 2014				
Customer relationships	10	\$30,053	\$5,813	\$24,240
Trade name	1-3	2,812	2,027	785
Developed technology	4-7	13,305	3,579	9,726
Total intangible assets		\$46,170	\$11,419	\$34,751

The following table summarizes the Company's weighted-average amortization period, in total and by major finite-lived intangible asset class, by acquisition during the year ended December 31 (in years):

	2015	2014
Customer relationships	9.3	9.7
Trade name	2.9	2.8
Developed technology	6.4	6.4
Total weighted-average amortization period	8.1	8.4

The Company periodically reviews the estimated useful lives of its identifiable intangible assets, taking into consideration any events or circumstances that might result in either a diminished fair value or revised useful life. In 2013, management changed its intention to use the PowerSteering trade name on a Company-wide basis and, accordingly, changed the useful life of such trade name from indefinite to a definite life of three years. As a result, the Company recorded an amortization charge of \$1.1 million in 2013 related to the PowerSteering trade name.

Management has determined there have been no other indicators of impairment or change in the useful life during the years ended December 31, 2015, 2014, and 2013. Total amortization expense was \$6.1 million, \$5.2 million, and \$4.8 million during the years ended December 31, 2015, 2014, and 2013, respectively.

Estimated annual amortization expense for the next five years and thereafter is as follows (in thousands):

Year ending December 31:	Amortization Expense
2016	\$6,626
2017	5,537
2018	5,228
2019	4,389
2020	3,394
2021 and thereafter	6,352
Total	\$31,526

6. Income Taxes

The Company's loss from continuing operations before income taxes for the years ended December 31, was as follows (in thousands):

	2015	2014	2013
Income (loss) before provision for income taxes:			
United States	\$(13,254	) \$(18,455	) \$(9,267
Foreign	629	(1,740	) 1,420
	\$(12,625	) \$(20,195	) \$(7,847

The components of the provision (benefit) for income taxes attributable to continuing operations are as follows (in thousands):

	2015	2014	2013
Current			
Federal	\$—	\$—	\$—
State	(100	) 54	18
Foreign	932	163	1,136
Total Current	\$832	\$217	\$1,154
Deferred			
Federal	\$293	\$300	\$(417
State	31	10	(67
Foreign	(117	) (605	) 38
Total Deferred	207	(295	) (446
	\$1,039	\$(78	) \$708

As of December 31, 2015, the Company had federal net operating loss carryforwards of approximately \$70 million, and research and development credit carryforwards of approximately \$1.2 million. The net operating loss and credit carryforwards will expire beginning in 2017, if not utilized. Utilization of the net operating losses and tax credits may be subject to substantial annual limitation due to the “change of ownership” provisions of the Internal Revenue Code of 1986. The annual limitation will result in the expiration of approximately \$16.2 million of net operating losses and \$0.8 million of credit carryforwards before utilization.

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Significant components of the Company’s deferred taxes as of December 31 are as follows (in thousands):

	2015		2014	
Deferred tax assets:				
Current deferred tax assets:				
Accrued expenses and allowances	\$793		\$733	
Deferred revenue	671		549	
Other	22		62	
Valuation allowance for current deferred tax assets	(1,183	)	(964)
Net current deferred tax assets	303		380	
Noncurrent deferred tax assets:				
Intangible assets			—	
Stock compensation	582		350	
Net operating loss and tax credit carryforwards	20,871		16,755	
Other	174		61	
Valuation allowance for noncurrent deferred tax assets	(17,324	)	(12,143)
Net noncurrent deferred tax assets	\$4,303		\$5,023	
Deferred tax liabilities:				
Current deferred tax liabilities:				
Prepaid expenses	\$(1	)	\$(1)
Total current deferred tax liabilities	(1	)	(1)
Noncurrent deferred tax liabilities:				
Stock compensation	—		—	
Capital expenses	(2	)	(202)
Intangible assets	(6,481	)	(7,217)
Goodwill	(561	)	(252)
Tax credit carryforwards	(379	)	(737)
Total noncurrent deferred tax liabilities	(7,423	)	(8,408)
Net current deferred tax asset	\$302		\$379	
Net noncurrent deferred tax liability	\$(3,120	)	\$(3,385)
Net deferred taxes	\$(2,818	)	\$(3,006)

Due to the uncertainty surrounding the timing of realizing the benefits of its domestic favorable tax attributes in future tax returns, the Company has placed a valuation allowance against its domestic net deferred tax asset, exclusive of goodwill. During the year ended December 31, 2015 and 2014, the valuation allowance increased by approximately \$5.4 million and \$7.5 million, respectively, due primarily to operations and acquisitions.

The Company's provision for income taxes differs from the expected tax expense (benefit) amount computed by applying the statutory federal income tax rate of 34% to income before taxes due to the following:

	2015		2014		2013	
Federal statutory rate	34.0		% 34.0		% 34.0	%
State taxes, net of federal benefit	3.5		3.5		4.3	
Tax credits	(0.2	)	(1.1	)	(5.3)
Effect of foreign operations	(2.2	)	0.1		2.0	
Stock compensation	(2.9)	—		—	
Permanent items and other	(3.3	)	(1.7	)	(13.7)
Tax carryforwards not benefited	(37.1	)	(34.4	)	(30.3)
	(8.2	)%	0.4		% (9.0)%

Under ASC 740-10, Income Taxes - Overall, the Company periodically reviews the uncertainties and judgments related to the application of complex income tax regulations to determine income tax liabilities in several jurisdictions. The Company uses a "more likely than not" criterion for recognizing an asset for unrecognized income tax benefits or a liability for uncertain tax positions. The Company has determined it has the following unrecognized assets or liabilities related to uncertain tax positions as of December 31, 2015. The Company does not anticipate any significant changes in such uncertainties and judgments during the next 12 months. To the extent the Company is required to recognize interest and penalties related to unrecognized tax liabilities, this amount will be recorded as an accrued liability, (in thousands).

In the fourth quarter of 2015, the Company recorded approximately \$399,000 of additional income tax expense for tax matters that related to prior periods. The Company has concluded that the correction of the error in prior period amounts is not material to the current period or any previously reported periods.

Balance at January 1, 2013	\$70
Additional based on tax positions related to the current year	—
Additions for tax positions of prior years	—
Reductions for tax positions of prior years	(7
Settlements)
Balance at December 31, 2013	—
Additional based on tax positions related to the current year	\$63
Additions for tax positions of prior years	—
Reductions for tax positions of prior years	(10
Settlements)
Balance at December 31, 2014	—
Additional based on tax positions related to the current year	\$53
Additions for tax positions of prior years	—
Reductions for tax positions of prior years	568
Settlements	—
Balance at December 31, 2015	—
	\$621

Due to the existence of the valuation allowance, future changes in our unrecognized tax benefits will not materially impact the Company's effective tax rate. If the Company were to recognize unrecognized tax benefits as of December 31, 2015, \$399,000 would impact the effective tax rate.

The Company's assessment of its unrecognized tax benefits is subject to change as a function of the Company's financial statement audit.

The Company recognizes interest and penalties related to uncertain tax positions in income tax expense. As of December 31, 2015, the Company had no accrued interest or penalties related to uncertain tax positions.

The Company and its subsidiaries file tax returns in the U.S. federal jurisdiction and in several state and foreign jurisdictions. The Company is no longer subject to U.S. federal income tax examinations for years ending before December 31, 2012 and is no longer subject to state and local or foreign income tax examinations by tax authorities for years ending before December 31, 2011. The Company is not currently under audit for federal, state or any foreign jurisdictions.

7. Debt

Long-term debt consisted of the following at December 31, 2015 and 2014 (in thousands):

	December 31,	
	2015	2014
Senior secured loans (includes unamortized discount of \$1,008 and \$155 at December 31, 2015 and December 31, 2014, respectively, based on imputed interest rate of 6.6%)	\$23,366	\$16,791
Revolving credit facility	—	3,000
Seller notes due 2015	—	3,000
Seller notes due 2016	500	500
	23,866	23,291
Less current maturities	(1,500	) (10,964
Total long-term debt	\$22,366	\$12,327

Loan and Security Agreements

Loan and Security Agreements

On May 14, 2015, Upland Software, Inc. (the “Company”) entered into a Credit Agreement (the “Credit Agreement”) with a consortium of lenders (the “Lenders”), Wells Fargo Capital Finance, as agent, providing for a secured credit facility (the “Loan Facility”) that replaces and refinances (i) the Company’s existing Loan and Security Agreement dated March 5, 2012 between the Company and Comerica Bank, as amended (the “U.S. Comerica Agreement”) and (ii) an existing Canadian Loan and Security Agreement dated February 10, 2012 with Comerica Bank, as amended (the “Canadian Comerica Agreement”).

As of December 31, 2015, there was (i) \$0.0 million in U.S. revolving loans outstanding under the Credit Agreement, (ii) \$0.0 million drawn on the Canadian revolving credit facility, (iii) \$18.5 million in U.S. term loans outstanding under the Credit Agreement; and (iv) \$5.9 million in Canadian term loans outstanding under the Credit Agreement.

Loans

The Credit Agreement provides for up to \$60.0 million of financing credit as outlined below.

The Credit Agreement provides (i) a U.S. revolving credit facility in an aggregate principal amount of up to \$9.0 million (the “U.S. Revolver”), (ii) a U.S. term loan facility in an aggregate principal amount of up to \$19.0 million (the “U.S. Term Loan”), (iii) a delayed draw term loan facility in an aggregate principal amount of up to \$10.0 million (the “DDTL”). (iv) a Canadian revolving credit facility in an aggregate principal amount of up to \$1.0 million (the “Canadian Revolver” and, together with the U.S. Revolver, the “Revolver”); and (ii) a Canadian term loan facility in an aggregate principal amount of up to \$6.0 million (the “Canadian Term Loan” and, together with the U.S. Term Loan, the “Term Loan”).

The Credit Agreement also includes provisions for optional, uncommitted increases in the maximum size of the loan facility available under the Credit Agreement by an aggregate principal amount of \$15.0 million upon the

satisfaction of the terms and conditions set forth in the Credit Agreement.

In addition, the Credit Agreement permits the Borrowers to incur subordinated, unsecured indebtedness owing to sellers in connection with the consummation of one or more permitted acquisitions upon the satisfaction of the terms and conditions set forth in the Credit Agreement so long as the aggregate principal amount for all such subordinated, unsecured indebtedness does not exceed \$10.0 million at any one time outstanding.

Terms of Revolver

Loans under the Revolver are available up to the lesser of (i) \$10.0 million (the "Maximum Revolver Amount") or (ii) the result of (a) 0.80 multiplied by (subject to step-downs beginning June 30, 2016) of certain subsidiaries' recurring revenues on a trailing twelve month basis, minus (b) the outstanding balance of the Term Loans and any swing line loans made under the Credit Agreement (such amount, the "Credit Amount"). The Revolver provides a subfacility whereby Borrowers may request letters of credit (the "Letters of Credit") in an aggregate amount not to exceed, at any one time outstanding, \$0.5 million and \$0.25 million, from the U.S. & Canadian facilities, respectively. The aggregate amount of outstanding Letters of Credit are reserved against the credit availability under the Maximum Revolver Amount and the Credit Amount.

Loans under the Revolver may be borrowed, repaid and reborrowed until May 14, 2020 (the "Maturity Date"), at which time all amounts borrowed under the Credit Agreement must be repaid.

Terms of Term Loans

The Term Loans are repayable, on a quarterly basis beginning September 30, 2015, by an amount equal to 5.0% per annum of the original principal amount of such loan. Any amount remaining unpaid is due and payable in full on the Maturity Date.

Terms of Delay Draw Term Loan

Pursuant to the terms of the Credit Agreement, the DDTL is to be used to finance acquisitions. The DDTL can be drawn upon until May 14, 2017. The DDTL is repayable, on a quarterly basis, by an amount equal to 5.0% per annum of the original funded amount of the DDTL. Any amount remaining unpaid would be due and payable in full on the Maturity Date.

Other Terms of Loan Facility

At the option of the Company, U.S. loans accrue interest at a per annum rate based on (i) the U.S. base rate plus a margin ranging from 3.0% to 4.0% depending on the leverage ratio or (ii) the LIBOR rate determined in accordance with the Credit Agreement (based on 1, 2, 3 or 6-month interest periods) plus a margin ranging from 4.0% to 5.0% depending on the leverage ratio. The U.S. base rate is a rate equal to the highest of the federal funds rate plus a margin equal to 0.5%, the LIBOR rate for a 1-month interest period plus 1.0% and Wells Fargo Capital Finance's prime rate. At the option of the Company, the Canadian loans accrue interest at a per annum rate based on (i) the Canadian prime rate or the U.S. base rate plus a margin ranging from 3.0% to 4.0% depending on the leverage ratio or (ii) the LIBOR rate determined in accordance with the Credit Agreement (based on 1, 2, 3 or 6-month interest periods) (or the Canadian BA rate determined in accordance with the Credit Agreement for obligations in Canadian dollars) plus a margin ranging from 4.0% to 5.0% depending on the leverage ratio.

Accrued interest on the loans will be paid monthly, or, with respect to loans that are accruing interest based on the LIBOR rate or Canadian BA rate, at the end of the applicable LIBOR or Canadian BA interest rate period.

Lenders are entitled to a premium (the "Prepayment Premium") in the event of certain prepayments of the loans in an amount equal to (i) from May 14, 2015 to May 14, 2016, 2.0% times the sum of (a) the Maximum Revolver Amount plus (b) the outstanding principal amount of the Term Loan and DDTL on the date immediately prior to the date of the prepayment (such sum, the "Prepayment Amount") (ii) from May 14, 2016 to May 14, 2017, 1.0% times the Prepayment Amount and (iii) during the period from and after May 14, 2017 to the Maturity Date, 0.0% times the Prepayment Amount. The Company may also be subject to prepayment fees in the case of commitment

reductions of the Revolver and also may be obligated to prepay loans upon the occurrence of certain events. The Company is also obligated to pay other customary servicing fees, letter of credit fees and unused credit facility fees.

The Loan Facility contains customary affirmative and negative covenants. The negative covenants limit the ability of the Company and its subsidiaries to, among other things (in each case subject to customary exceptions for a credit facility of this size and type):

• Incur additional indebtedness or guarantee indebtedness of others;

• Create liens on their assets;

• Make investments, including certain acquisitions;

• Enter into mergers or consolidations;

• Dispose of assets;

• Pay dividends and make other distributions on the Company's capital stock, and redeem and repurchase the Company's capital stock;

• Enter into transactions with affiliates; and

• Prepay indebtedness or make changes to certain agreements.

The Loan Facility also contains financial covenants that require certain subsidiaries to maintain (i) a minimum liquidity of \$10.0 million (which shall be \$8.0 million once the Company achieves trailing four quarters adjusted EBITDA of at least \$8.0 million) at all times. This covenant is subsequently replaced by certain other financial covenants that are required to be met based on various levels of operating results of the U.S. and Canadian subsidiaries. These financial covenants become more restrictive starting September 30, 2017. If an event of default occurs, at the election of the Lenders, a default interest rate shall apply on all obligations during an event of default, at a rate per annum equal to 2.00% above the applicable interest rate.

The Loan Facility limits the Company's ability to buyback its capital stock, subject to restrictions including a minimum liquidity requirement of \$20.0 million before and after any such buyback.

Termination of Prior Credit Agreements

On May 14, 2015, the Company terminated the U.S. Comerica Agreement and the Canadian Comerica Agreement. In conjunction with the terminations, the Company expensed unamortized deferred financing costs of \$0.2 million.

Interest Rate and Financing Costs

Cash interest costs averaged 5.2% under the new Credit Agreement for the year ended December 31, 2015. In addition, the Company incurred \$1.2 million of financing costs associated with the Credit Agreement in the year ended December 31, 2015. These financing costs will be amortized to non-cash interest expense over the term of the Credit Agreement.

Seller Notes

In May 2013, the Company issued seller notes payable in connection with the acquisition of FileBound. The notes have an aggregate principal amount of \$3.5 million with 5% stated interest. \$3.0 million of the notes were paid in May 2015 and \$500,000 of the notes are due in May 2016.

Debt Maturities

Future debt maturities of long-term debt excluding debt discounts at December 31, 2015 are as follows, (in thousands):

Year ending December 31:

2016	\$1,750
2017	1,250
2018	1,250
2019	1,250
2020	19,374
Thereafter	—
	\$24,874

Convertible Promissory Notes

In October 2013, the Company issued \$4.9 million of promissory notes to investors bearing interest at 5% per annum with a maturity date of October 2014. Such promissory notes are automatically converted into shares of preferred stock upon the occurrence of a qualified financing. The conversion price for the shares of preferred stock is 80% of the price paid by other investors in the qualified financing. Such conversion price represents a beneficial conversion feature in the amount of \$1.2 million which was recorded as interest expense. In December 2013, all of the promissory notes were converted into shares of Series C preferred stock. Immediately prior to the closing of the Company's initial public offering on November 12, 2014, all outstanding shares of preferred stock were converted to shares of the Company's common stock.

8. Net Loss Per Share

The following table sets for the computations of loss per share (in thousands, except share and per share amounts):

	December 31,		
	2015	2014	2013
Numerators:			
Loss from continuing operations attributable to common stockholders	\$(13,664	) \$(20,117	) \$(8,555
Income (loss) from discontinued operations attributable to common stockholders	—	—	(642
Preferred stock dividends and accretion	—	(1,524	) (98
Net loss attributable to common stockholders	\$(13,664	) \$(21,641	) \$(9,295
Denominator:			
Weighted-average common shares outstanding, basic and diluted	14,939,601	4,889,901	1,196,668
Loss from continuing operations per share, basic and diluted	\$(0.91	) \$(4.43	) \$(7.23
Loss from discontinued operations per share, basic and diluted	—	—	(0.54
Net loss per common share, basic and diluted	\$(0.91	) \$(4.43	) \$(7.77

Due to the net losses for the years ended December 31, 2015, 2014, and 2013, basic and diluted loss per share were the same, as the effect of all potentially dilutive securities would have been anti-dilutive. The following table sets forth the anti-dilutive common share equivalents:

	December 31,		
	2015	2014	2013
Redeemable convertible preferred stock:			
Series A preferred stock	—	—	2,821,181
Series B preferred stock	—	—	1,701,909
Series B-1 preferred stock	—	—	237,740
Series B-2 preferred stock	—	—	155,598
Series C preferred stock	—	—	1,918,048
Stock options	778,385	665,216	357,991
Restricted stock	513,943	438,939	240,280
Total anti-dilutive common share equivalents	1,292,328	1,104,155	7,432,747

9. Commitments and Contingencies

Operating Leases

The Company leases office space under operating leases that expire between 2016 and 2020.

Future minimum lease payments under operating and capital lease obligations are as follows (in thousands):

	Capital Leases	Operating Leases	Purchase Commitments
2016	\$ 1,845	\$ 1,874	\$ 2,308
2017	1,378	1,439	—
2018	1,069	972	—
2019	477	733	—
2020	13	211	—
Thereafter	—	—	—
Total minimum lease payments	4,782	\$ 5,229	\$ 2,308
Less amount representing interest	(549)	
Present value of capital lease obligations	4,233		
Less current portion of capital lease obligations	(1,654)	
Long-term capital lease obligations	\$ 2,579		

The Company has an outstanding purchase commitment in 2016 for software development services pursuant to a technology services agreement in the amount of \$2.3 million. The agreement has an initial term that expires on December 31, 2017, with an option for either party to renew annually for up to five years. For years after 2016, the purchase commitment amount for software development services will be equal to the prior year purchase commitment increased (decreased) by the percentage change in total revenue for the prior year as compared to the preceding year. For example, if 2016 total revenues increase by 10% as compared to 2015 total revenues, then the 2017 purchase commitment will increase by approximately \$230,000 from the 2016 purchase commitment amount to approximately \$2.5 million.

Total rent expense for the years ended December 31, 2015, 2014, and 2013 were approximately \$2.1 million, \$1.9 million, and \$0.8 million, respectively. The current and long-term portion of capital lease obligations are recorded

in other current liabilities and other long-term liabilities line items on the balance sheet, respectively. Capital lease agreements are generally for four years and contain a bargain purchase option at the end of the lease term.

Litigation

In the normal course of business, the Company may become involved in various lawsuits and legal proceedings. While the ultimate results of these matters cannot be predicted with certainty, management does not expect them to have a material adverse effect on the consolidated financial position or results of operations of the Company.

10. Property and Equipment, Net

Property and equipment consisted of the following (in thousands) at:

	December 31, 2015	December 31, 2014
Equipment (including equipment under capital lease of \$6,199 and \$3,028, respectively)	\$11,599	\$7,712
Furniture and fixtures (including furniture under capital lease of \$143 and \$0 at December 31, 2015 and 2014, respectively)	484	502
Leasehold improvements	819	574
Accumulated depreciation (including for equipment and furniture under capital lease of \$2,218 and \$1,194 at December 31, 2015 and 2014, respectively)	(6,901	) (4,858)
Property and equipment, net	\$6,001	\$3,930

Amortization of assets recorded under capital leases is included with depreciation expense. Depreciation and amortization expense on property and equipment was \$2.3 million, \$2.3 million and \$791,000 for the years ended December 31, 2015, 2014, and 2013, respectively. The Company recorded no impairment of property and equipment and recorded no gains or losses on the disposal of property and equipment during the years ended December 31, 2015, 2014, and 2013.

11. Stockholders' Equity

Common Stock

All share and per share information for all periods presented has been adjusted to reflect the effect of a 6.099-for-one reverse stock split in November 2014. Our certificate of incorporation authorizes shares of stock as follows: 50,000,000 shares of common stock and 5,000,000 shares of preferred stock. The common and preferred stock have a par value of \$0.0001 per share.

Each share of common stock is entitled to one vote at all meetings of stockholders. The number of authorized shares of common stock may be increased or decreased (but not below the number of shares thereof then outstanding) by the affirmative vote of the holders of shares of capital stock of the Company representing a majority of the votes represented by all outstanding shares of capital stock of the Company entitled to vote. The holders of common stock are also entitled to receive dividends, when, if and as declared by our board of directors, whenever funds are legally available therefore, subject to the priority rights of any outstanding preferred stock.

In July and October 2010, the Company issued 1,582,635 shares of restricted stock to three stockholders of the Company at \$0.0001 per share for aggregate proceeds of \$965. In October 2012, the Company issued 113,085 shares of restricted stock to an employee of the Company at \$1.22 per share for aggregate proceeds of \$138,000. These shares are subject to a repurchase option. If the holder's status as an employee or service provider to the Company terminates, then the Company shall have the option to repurchase any shares that have not yet been released from the repurchase option at a price per share equal to the original purchase price.

- In November 2013, the Company issued 155,599 shares of common stock valued at \$275,000 in connection with the acquisition of ComSci.

In January 2014, the Company issued 1,803,574 shares of common stock to this company in connection with the amendment of such technology services agreement and took a noncash charge of \$11.2 million recorded in research and development expenses.

In September 2014, the Company granted 294,010 shares of restricted stock with a grant-date fair value of \$8.73. The restricted stock has restrictions which vest over three years from date of grant for 40,990 shares and over four years from the date of grant for 253,020 shares. The grant-date fair value of the shares is recognized over the requisite vesting period. If vesting periods are not achieved, the shares will be forfeited by the employee.

In November 2014, the Company granted 41,664 shares of restricted stock with a grant-date fair value of \$12.00 to members of the Board of Directors. The restricted stock has restrictions which vest fully after twelve months from date of grant. The grant-date fair value of the shares is recognized over the requisite vesting period. If vesting periods are not achieved, the shares will be forfeited by the respective Director.

In November, 2014, the Company issued 3,846,154 shares of common stock, at a price of \$12.00 per share, before underwriting discounts and commissions. The IPO generated net proceeds of approximately \$42.9 million, after deducting underwriting discounts and commissions. Expenses incurred by us for the IPO were approximately \$4.1 million and will be recorded against the proceeds received from the IPO.

In November 2014, the Company issued 6,834,476 share of common stock for conversion of all outstanding shares of preferred stock on a one-to-one basis in connection with the Company's IPO.

In November 2014, the Company issued 150,977 shares of common stock valued at \$1.6 million in connection with the acquisition of Solution Q. In addition, the company issued 65,570 shares of common stock to two employees valued at \$0.7 million. The restricted stock has restrictions which vest fully two years from date of grant. The grant-date fair value of the shares is recognized over the requisite vesting period. If vesting periods are not achieved, the shares will be forfeited by the respective employee.

In December 2014, the Company agreed to issue 386,253 shares of common stock valued at \$4.5 million in connection with the acquisition of Mobile Commons. As of December 31, 2014, 316,747 shares of common stock were issued to certain former shareholders of Mobile Commons, 44,192 shares were being held in escrow for eighteen (18) months and subject to indemnification claims by the Company and an additional 25,314 shares were reserved for issuance upon the completion of certain documentation by certain former shareholders of Mobile Commons.

In November 2015, the Company agreed to issue 179,298 shares of common stock valued at approximately \$1,388,000 in connection with the acquisition of Ultriva. In addition, the company issued 45,767 shares of common stock to an employee valued at approximately \$0.4 million. The restricted stock has restrictions which vest at three different events during the year following the acquisition. The grant-date fair value of the shares is recognized over the requisite vesting period. If vesting periods are not achieved, the shares will be forfeited by the respective employee.

Stock Compensation Plans

The Company maintains two stock-based compensation plans, the 2010 Stock Option Plan (the "2010 Plan") and the 2014 Stock Option Plan (the "2014 Plan"), which are described below.

2010 Plan

At December 31, 2015, there were 383,073 options outstanding under the 2010 Plan. Following the effectiveness of the Company's 2014 Plan (the "2014 Plan") in November 2014, no further awards have been made under the 2010 Plan, although each option previously granted under the 2010 Plan will remain outstanding subject to its terms. Any such shares of common stock that are subject to awards under the 2010 Plan which are forfeited or lapse unexercised and would otherwise have been returned to the share reserve under the 2010 Plan instead will be available for issuance under the 2014 Plan.

2014 Plan

In November 2014, the Company adopted the 2014 Plan, providing for the granting of incentive stock options, as defined by the Internal Revenue Code, to employees and for the grant of non-statutory stock options, stock appreciation rights, restricted stock, restricted stock units, performance units and performance shares to employees, directors and consultants. The 2014 Plan also provides for the automatic grant of option awards to our non-employee directors. As of December 31, 2015, there were 395,312 options outstanding under the 2014 Plan and shares of common stock reserved for issuance under the 2014 Plan consist of 184,513 shares of common stock. In addition, the number of shares available for issuance under the 2014 Plan will be increased annually in an amount equal to the least of (i) 4% of the outstanding Shares on the last day of the immediately preceding Fiscal Year or (ii) such number of Shares determined by the Board. At December 31, 2015, there were 195,834 restricted stock units outstanding under the 2014 Plan.

Shares issued upon any stock option exercise under the 2010 Plan or 2014 Plan will be issued from the Company's authorized but unissued shares.

Stock Option Activity

A summary of the Company's stock option activity under all Plans is as follows:

	Number of Options Outstanding	Weighted- Average Exercise Price	Weighted- Average Remaining Contractual Life (In Years)	Weighted- Average Fair Value per Share
Outstanding at December 31, 2012	187,622	\$1.04	9.65	\$0.67
Options granted	191,045	1.77		0.91
Options forfeited	(20,676)	1.28		0.79
Outstanding at December 31, 2013	357,991	\$1.40	9.16	\$0.79
Options granted	386,797	7.03		3.76
Options exercised	(435)	1.77		0.93
Options forfeited	(79,143)	3.87		2.09
Outstanding at December 31, 2014	665,210	\$4.39	8.78	\$2.37
Options granted	420,616	6.93		6.93
Options exercised	(106,338)	2.17		2.24
Options forfeited	(201,100)	5.62		4.99
Outstanding at December 31, 2015	778,388	\$5.75	8.39	\$5.75
Options vested and expected to vest at December 31, 2013	59,106	\$0.79	8.04	
Options vested and exercisable at December 31, 2013	56,675	\$0.79	8.04	
Options vested and expected to vest at December 31, 2014	149,907	\$1.58	7.81	
Options vested and exercisable at December 31, 2014	149,907	\$1.58	7.81	
Options vested and expected to vest at December 31, 2015	769,142	\$5.72	8.37	
Options vested and exercisable at December 31, 2015	244,631	\$3.78	6.91	

The aggregate intrinsic value of options vested during the years ended December 31, 2015 and 2014, was approximately \$0.6 million and \$1.2 million, respectively. The aggregate intrinsic value of options outstanding at December 31, 2015 and 2014, was approximately \$1.3 million and \$3.4 million, respectively. The aggregate intrinsic value of options exercised at December 31, 2015 and 2014, was approximately \$0.6 million and \$6 thousand, respectively. The aggregate intrinsic value of options exercisable, vested and expected to vest at December 31, 2015 and 2014 was approximately \$1.3 million and \$1.2 million. The total fair value of employee options vested during the years ended December 31, 2015 and 2014 was approximately \$804,000 and \$106,000, respectively. Unvested shares as of December 31, 2015 and 2014 have a weighted-average grant date fair value of \$3.53 and \$2.79 per share, respectively.

Total stock-based compensation was approximately \$2.7 million, \$1.1 million and \$0.5 million for the years ended December 31, 2015, 2014 and 2013, respectively. As of December 31, 2015, \$1.3 million of unrecognized compensation cost related to stock options is expected to be recognized over a weighted-average period of 2.13 years. The Company received approximately \$106,000 in cash from option exercises under the respective Plans in 2015. The Company issued shares from amounts reserved under the respective Plans upon the exercise of these stock options. The Company does not currently expect to repurchase shares from any source to satisfy such obligation under any of the Company's stock option Plans. The exercise of stock options during the year ended December 31, 2015 resulted in an excess tax deduction of approximately \$45,000. The expected tax benefits of approximately \$16,000 associated with this excess tax deduction will be recorded in additional paid-in capital on the Company's consolidated balance sheet upon utilization of the net operating losses in which these deductions are included.

Restricted Stock Awards

A summary of the Company's restricted stock activity under the 2010 and 2014 Plan is as follows:

	Number of Restricted Shares Outstanding
Unvested balances at December 31, 2012	739,544
Awards granted	—
Awards vested	(499,265)
Unvested balances at December 31, 2013	240,279
Awards granted	401,244
Awards vested	(202,584)
Unvested balances at December 31, 2014	438,939
Awards granted	242,500
Awards vested	(144,268)
Awards forfeited	(23,228)
Unvested balances at December 31, 2015	513,943

During 2015 and 2014, restricted stock awards had a weighted average grant date fair of \$7.53 and \$1.22 per share, respectively.

Share-based Compensation

The Company recognized share-based compensation expense from all awards in the following expense categories (in thousands):

	Year Ended December 31,		
	2015	2014	2013
Cost of subscription and support revenue	\$47	\$30	\$9
Cost of professional services revenue	(5	) 19	8
Sales and marketing	65	39	15
Research and development	203	61	12
General and administrative	2,431	929	454
Total	\$2,741	\$1,078	\$498

12. Redeemable Convertible Preferred Stock

In 2011, the Company issued 2,652,110 shares of Series A redeemable convertible preferred stock for aggregate proceeds of \$16.0 million, net of issuance costs of \$199,000.

In January 2012, the Company issued 169,054 shares of Series A redeemable convertible preferred stock for aggregate proceeds of \$1.0 million, net of issuance costs of \$24,000.

In January 2012, the Company issued 1,701,909 shares of Series B redeemable convertible preferred stock for aggregate proceeds of \$10.4 million, net of issuance costs of \$22,000.

In November 2012, the Company issued 131,168 shares of Series B-1 redeemable convertible preferred stock valued at \$800,000 in connection with the acquisition of EPM Live. Such shares are subject to forfeiture obligations based upon continued employment over a 24-month period. The Company is accounting for such shares as compensation as the shares vest. At December 31, 2014, all shares are now fully amortized.

In May 2013, the Company issued 106,572 shares of B-1 redeemable convertible preferred stock valued at \$624,000 in connection with the acquisition of FileBound.

In November 2013, the Company issued 155,598 shares of Series B-2 redeemable convertible preferred stock valued at \$949,000 in connection with the acquisition of ComSci.

In December 2013, the Company issued 1,918,048 shares of Series C redeemable convertible preferred stock for aggregate proceeds of \$19.7 million, net of issuance costs of \$82,000. The proceeds from the issuance of Series C preferred stock included the conversion of \$4.9 million of convertible promissory bridge notes and accrued interest payable.

In November 2014, all of the shares of preferred stock were converted into 6,834,476 shares of common stock on a one-to-one basis in connection with the Company's IPO.

Dividends

Dividends on shares of Series C redeemable convertible preferred stock shall begin to accrue on a daily basis at a rate of 8% per annum, shall be cumulative, and shall compound on an annual basis. Series C redeemable convertible preferred stock dividends shall be due and payable upon the earliest of (i) any liquidation, dissolution, or winding up of the Company; (ii) the redemption of the Series C redeemable convertible preferred stock; or (iii) the payment of any dividends with respect to common stock or Series A, B, B-1 redeemable convertible Preferred Stock. Cumulative dividends on shares of Series C redeemable convertible preferred stock shall cease to accrue and all accrued and unpaid cumulative dividends shall be canceled and any rights to such dividends shall terminate at the time such share of Series C redeemable convertible preferred stock is converted to common stock.

The holders of outstanding shares of Series A, B, B-1, and B-2 redeemable convertible preferred stock shall be entitled to receive dividends, when, as, and if declared by the Board of Directors, out of any assets legally available at the annual rate of \$0.49 per share payable in preference and priority to any declaration or payment of any distribution on common stock. No dividends shall be made with respect to the common stock unless dividends on the Preferred Stock have been declared and paid or set aside for payment to the preferred stockholders. The right to receive dividends on shares of Series A, B, B-1 and B-2 redeemable convertible preferred stock shall not be cumulative, and no right to dividends shall accrue to holders of Series A, B, B-1 and B-2 redeemable convertible preferred stock by reason of the fact that dividends on said shares are not declared or paid. Payment of any dividends to the holders of Series A, B, B-1, and B-2 redeemable convertible preferred stock shall be on a pro rata basis.

13. Preferred Stock Warrants

The Company had 19,675 Series A preferred stock warrants and 56,839 Series B redeemable convertible preferred stock warrants outstanding as of December 31, 2013 with an exercise price of \$6.10 per share. All of these warrants were issued in connection with the Comerica loan agreements described in Note 7. The warrants were converted to warrants to purchase common stock in November 2014. See Note 4.

The fair value of warrants to purchase convertible preferred stock was determined using the Black-Scholes option pricing model.

14. Employee Benefit Plans

The Company has established two voluntary defined contribution retirement plans qualifying under Section 401(k) of the Internal Revenue Code. The Company made no contributions to the 401(k) plans for the years ended December 31, 2015, 2014, and 2013.

15. Discontinued Operations

On November 6, 2013, the Company distributed all of the shares of its Visionael subsidiary to the Company's stockholders in a spin-off. Since all shares of the subsidiary were distributed in 2013, the Company's consolidated statements of operations have been presented to show the discontinued operations of the subsidiary separately from continuing operations for all periods presented. Since the transaction was between entities under common control, the distribution of the shares of the subsidiary did not result in a gain or loss on distribution as it was recorded at historical carrying values.

16. Domestic and Foreign Operations

Revenue by geography is based on the ship-to address of the customer, which is intended to approximate where the customers' users are located. The ship-to country is generally the same as the billing country. The Company has operations in the U.S., Canada and Europe. Information about these operations is presented below (in thousands):

	December 31,		
	2015	2014	2013
Revenues:			
U.S.	\$56,778	\$50,661	\$31,166
Canada	4,280	3,713	3,509
Other International	8,853	10,200	6,518
Total Revenues	\$69,911	\$64,574	\$41,193

	December 31, 2015	2014	2013
Identifiable long-lived assets:			
U.S.	\$5,501	\$3,330	\$3,310
Canada	469	600	632
Other International	31	—	—
Total identifiable long-lived assets	\$6,001	\$3,930	\$3,942

17. Related Party Transactions

In 2013, the Company borrowed and repaid monies from and to an investor in the Company pursuant to promissory notes (see Note 7). During the fiscal years ended December 31, 2015, 2014, and 2013, the Company purchased software development services pursuant to a technology services agreement with a company controlled by a non-management investor in the Company in the amount of \$2.1 million, \$2.1 million, and \$2.1 million, respectively. In January 2014, the Company issued 1,803,574 shares of common stock to this company in connection with the amendment of such technology services agreement and took a noncash charge of \$11.2 million recorded in research and development expenses. The Company has an outstanding purchase commitment for software development services pursuant to a technology services agreement in 2016 in the amount of \$2.3 million. For years after 2016, the purchase commitment amount for software development services will be equal to the prior year purchase commitment increased (decreased) by the percentage change in total revenue for the prior year as compared to the preceding year. For example, if 2016 total revenues increase by 10% as compared to 2015 total revenues, then the 2017 purchase commitment will increase by approximately \$230,000 from the 2016 purchase commitment amount to approximately \$2.5 million. At December 31, 2015 and 2014, amounts included in accounts payable owed to this company totaled \$0.7 million and \$0.4 million, respectively.

When the Company receives requested services as detailed by statements of work pursuant to the software development agreement, it determines whether such software development costs should be capitalized as either internally-used software or software to be sold or otherwise marketed. If such costs are not capitalizable, the Company expenses such costs as the services are received. If the Company anticipates that it will not utilize the full amount of the annual minimum fee, the estimated unused portion of the annual minimum fee is expensed at that time.

The Company also purchased approximately \$6,000 in services from a company controlled by a non-management investor in the Company. There are no purchase commitments with this company, and the Company continues to use their services in 2016.

The Company has an arrangement with a former subsidiary to provide management, human resource/payroll and administrative services, the fees for which during 2015 totaled \$360,000 and are expected to be similar in 2016.

18. Subsequent Events

The Company has evaluated subsequent events through the date the consolidated financial statements were available for issuance.

On January 7, 2016, Upland completed its purchase of substantially all of the assets of a California-based website analytics provider. The purchase price consideration paid was approximately \$8.2 million in cash payable at closing (net of \$0.2 million of cash acquired) and a \$1.2 million cash holdback payable in 12 months (subject to indemnification claims). The foregoing excludes additional potential earnout payments tied to performance-based conditions.

In addition to the cash consideration described above, the Asset Purchase Agreement included a contingent share consideration component pursuant to which Upland expects to issue an aggregate of approximately \$2.4 million in common stock (to be determined on trigger date) of its common stock to the seller after July 7, 2016 based on certain minimal post-closing performance-based conditions.

On March 14, 2016, Upland completed its purchase of substantially all of the assets of Hipcricket, Inc., a cloud-based mobile messaging software provider. The consideration paid to the seller consisted of our issuance of one million shares of our common stock and the transfer of our EPM Live product business. The value of the shares on the closing date of the transaction was approximately \$6.2 million and the residual value of our EPM Live product business was approximately \$6.0 million. The Company is currently evaluating whether a gain or loss will be recognized in conjunction with the EPM Live net asset value. Prior to the transaction, Hipcricket was owned by an affiliate of ESW Capital, LLC, which is a shareholder of Upland. Raymond James & Co. provided a fairness opinion to Upland in connection with the transaction.

The Company recorded the purchase of the acquisitions described above using the acquisition method of accounting and, accordingly, recognized the assets acquired and liabilities assumed at their fair values as of the date of the acquisition. The purchase price allocations for the 2016 acquisitions are preliminary as the Company has not obtained and evaluated all of the detailed information necessary to finalize the opening balance sheet amounts in all respects. Management has recorded the purchase price allocations based upon acquired company information that is currently available. Management expects to finalize its purchase price allocations in mid-2016.

19. Quarterly Results (Unaudited)

The following table sets forth our unaudited quarterly condensed consolidated statements of operations data for each of the last eight quarters through December 31, 2015. The data has been prepared on the same basis as the audited consolidated financial statements and related notes included elsewhere in this Annual Report and you should read the following tables together with such financial statements. The quarterly results of operations include all normal recurring adjustments necessary for a fair presentation of this data. Results of interim periods are not necessarily indicative of results for the entire year and are not necessarily indicative of future results.

	3/31/14	6/30/14	9/30/14	12/31/14	3/31/15	6/30/15	9/30/15	12/31/15
Consolidated Statements of Operations Data:								
Revenue:								
Subscription and support	\$ 11,737	\$ 11,805	\$ 12,368	\$ 12,715	\$ 14,322	\$ 14,023	\$ 14,129	\$ 14,719
Perpetual license	440	657	850	840	811	846	540	608
Total product revenue	12,177	12,462	13,218	13,555	15,133	14,869	14,669	15,327
Professional services	3,436	3,749	3,057	2,920	2,395	2,809	2,436	2,273
Total revenue	15,613	16,211	16,275	16,475	17,528	17,678	17,105	17,600
Cost of revenue:								
Subscription and support ⁽¹⁾⁽²⁾	3,258	3,346	3,488	3,950	4,732	4,841	4,771	5,242
Professional services ⁽¹⁾	2,397	2,340	2,305	2,037	1,908	1,732	1,677	1,768
Total cost of revenue	5,655	5,686	5,793	5,987	6,640	6,573	6,448	7,010
Gross profit	9,958	10,525	10,482	10,488	10,888	11,105	10,657	10,590
Operating expenses:								
Sales and marketing ⁽¹⁾	3,136	4,015	3,767	3,752	3,532	3,446	2,929	3,058
Research and development ⁽¹⁾	14,899	3,494	3,793	3,979	3,926	4,152	3,852	3,848
Refundable Canadian tax credits	(136)	(138)	(138)	(682)	(121)	(122)	(115)	(112)
General and administrative ⁽¹⁾	2,623	3,053	3,555	4,330	5,119	4,714	4,494	3,874
Depreciation and amortization	1,055	1,066	1,067	1,122	1,014	1,063	1,130	1,327
Acquisition-related expenses	290	231	108	1,557	545	360	176	1,374
Total operating expenses	21,867	11,721	12,152	14,058	14,015	13,613	12,466	13,369
Income (loss) from operations	(11,909)	(1,196)	(1,670)	(3,570)	(3,127)	(2,508)	(1,809)	(2,779)
Other expense:								
Interest expense, net	(415)	(419)	(397)	(720)	(347)	(576)	(462)	(473)
Other expense, net	114	(482)	60	409	(512)	(12)	137	(157)
Total other expense	(301)	(901)	(337)	(311)	(859)	(588)	(325)	(630)
Loss before provision for income taxes	(12,210)	(2,097)	(2,007)	(3,881)	(3,986)	(3,096)	(2,134)	(3,409)
Provision for income taxes	(410)	(280)	(438)	1,206	243	(238)	(190)	(854)
Loss from continuing operations	(12,620)	(2,377)	(2,445)	(2,675)	(3,743)	(3,334)	(2,324)	(4,263)
Income (loss) from discontinued operations	—	—	—	—	—	—	—	—
Net income (loss)	(12,620)	(2,377)	(2,445)	(2,675)	(3,743)	(3,334)	(2,324)	(4,263)
Preferred stock dividends and accretion	(435)	(440)	(445)	(204)	—	—	—	—
Net loss attributable to common shareholders	\$(13,055)	\$(2,817)	\$(2,890)	\$(2,879)	\$(3,743)	\$(3,334)	\$(2,324)	\$(4,263)
Net loss per common share:								
Loss from continuing operations per common share,	\$(4.48)	\$(0.80)	\$(0.80)	\$(0.30)	\$(0.25)	\$(0.22)	\$(0.16)	\$(0.28)

Explanation of Responses:

basic and diluted

(1) includes stock-based
compensation

(2) Includes depreciation and
amortization

111

PART III

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None.

Item 9A. Controls and Procedures

Evaluation of Disclosure Controls and Procedures

Under the supervision and with the participation of our management, including our Chief Executive Officer and our Chief Financial Officer (our principal executive officer and principal financial officer, respectively), we have evaluated our disclosure controls and procedures as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934 as of December 31, 2015. Based upon that evaluation, the Chief Executive Officer and the Chief Financial Officer have concluded that, as of December 31, 2015, the Company's disclosure controls and procedures were effective in ensuring information required to be disclosed by the Company in reports that it files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in the rules and forms of the SEC and is accumulated and communicated to the Company's management, including the Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

Management's Annual Report on Internal Control Over Financial Reporting

Our management is responsible for establishing and maintaining adequate internal control over financial reporting, as such term is defined in Exchange Act Rules 13a-15(f) and 15d-15(f). Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with policies or procedures may deteriorate. Our management, with the participation of our Chief Executive Officer and Chief Financial Officer, assessed the effectiveness of our internal control over financial reporting as of December 31, 2015. In making this assessment, our management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission, or COSO, in Internal Control - Integrated Framework (2013).

Based on our evaluation using those criteria, our management has concluded that, as of December 31, 2015, our internal control over financial reporting was effective to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles.

This Annual Report on Form 10-K does not include an attestation report of our registered public accounting firm on our internal control over financial reporting due to an exemption established by the JOBS Act for "emerging growth companies."

Changes in Internal Control over Financial Reporting

There have been no changes in our internal control over financial reporting during the fourth quarter of fiscal 2015 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Item 9B. Other Information

None.

Item 10. Directors, Officers and Corporate Governance

We have adopted a code of ethics that applies to the Company's directors, officers and employees, including the Chief Executive Officer and the Chief Financial Officer and any other persons performing similar functions. The text of our code of ethics, "Code of Business Conduct and Ethics," has been posted on our website at

<http://investor.uplandsoftware.com/code-of-conduct>. We will provide a copy of the code of ethics without charge upon request to Corporate Secretary, Upland Software, Inc., 401 Congress Ave., Suite 1850, Austin, Texas 78701. Additional information required by this item is incorporated by reference from our definitive proxy statement for the 2016 Annual Meeting of Stockholders under the headings "Proposal One: Election of Directors," "Section 16(a) Beneficial Ownership Reporting Compliance," "Directors and Corporate Governance" and "Executive Officers."

Item 11. Executive Compensation

The information required by this item is incorporated by reference from our definitive proxy statement for the 2016 Annual Meeting of Stockholders, under the headings "Executive Compensation" and "Directors and Corporate Governance-Compensation Committee Interlocks and Insider Participation."

Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters

The information required by this item is incorporated by reference from our definitive proxy statement for the 2016 Annual Meeting of Stockholders under the headings "Equity Compensation Plan Information" and "Security Ownership of Certain Beneficial Owners and Management."

Item 13. Certain Relationships, and Related Transactions, and Director Independence

The information required by this item is incorporated by reference from our definitive proxy statement for the 2016 Annual Meeting of Stockholders under the headings "Certain Relationships and Related Party Transactions" and "Directors and Corporate Governance-Director Independence."

Item 14. Principal Accounting Fees and Services

The information required by this item is incorporated by reference from our definitive proxy statement for the 2016 Annual Meeting of Stockholders under the heading "Proposal Two: Ratification of Selection of Independent Registered Public Accounting Firm."

PART IV

Item 15. Exhibits and Financial Statement Schedules

(a) Financial Statements

The financial statements filed as part of this Annual Report on Form 10-K are listed on the "Index to Consolidated Financial Statements" included in Item 8 herein.

(b) Exhibits

See Exhibit Index at the end of this Annual Report on Form 10-K, which is incorporated by reference.

(c) Financial Statement Schedules

The following schedule is filed as part of this Annual Report on Form 10-K:

Schedule II-Valuation and Qualifying Accounts

This schedule has been omitted as the required information has been included in the notes to the consolidated financial statements.

SIGNATURES

Pursuant to the requirement of Sections 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: March 30, 2016

Upland Software, Inc.

By: /s/ John T. McDonald
John T. McDonald
Chief Executive Officer and Chairman

POWER OF ATTORNEY

KNOW ALL PERSONS BY THESE PRESENTS, that each person whose signature appears below hereby constitutes and appoints John T. McDonald and Michael D. Hill and each of them, as his true and lawful attorney-in-fact and agent with full power of substitution, for him in any and all capacities, to sign any and all amendments to this Annual Report on Form 10-K, and to file the same, with all exhibits thereto and other documents in connection therewith, with the Securities and Exchange Commission, granting unto said attorney-in-fact and agent the full power and authority to do and perform each and every act and thing requisite and necessary to be done in connection therewith, as fully for all intents and purposes as he might or could do in person, hereby ratifying and confirming all that said attorney-in-fact and agent, or his substitute, may lawfully do or cause to be done by virtue thereof.

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated:

Signature	Title	Date
/s/ John T. McDonald John T. McDonald	Chief Executive Officer and Chairman (Principal Executive Officer)	March 30, 2016
/s/ Michael D. Hill Michael D. Hill	Chief Financial Officer, Secretary and Treasurer (Principal Financial Officer and Principal Accounting Officer)	March 30, 2016
/s/ John D. Thornton John D. Thornton	Director	March 30, 2016
/s/ Steven Sarracino Steven Sarracino	Director	March 30, 2016
/s/ Stephen E. Courter Stephen E. Courter	Director	March 30, 2016
/s/ Rodney C. Favaron Rodney C. Favaron	Director	March 30, 2016

EXHIBIT INDEX

Note regarding removal of exhibits: Regulation S-K allows you to remove Item 10 exhibits entered into more than 2 years ago for which performance has been completed (and which are not material for some other reason). Additionally, if an executive has been gone for the last fiscal year, there is no need to his his/her contract in the exhibits. Please consider whether any of your material contracts (Item 10 contracts) should be removed. Please note this rule does NOT apply to other items like Item 2 or Item 4. There is no clear guidance for Items 2 and 4, but the general thinking is that if those agreements have terminated and there are no outstanding obligations under them, and they are not referenced in the 10-K, they can be removed.

Exhibit No.	Description of Exhibit	Incorporated by Reference			
		Form	File No.	Exhibit	Filing Date
2.1	Agreement and Plan of Merger by and among the Registrant, Steering Wheel Acquisition Corp., PowerSteering Software, Inc. and Michael Pehl, as Stockholder representative, dated February 3, 2012	S-1	333-198574	2.1	September 4, 2014
2.2	Stock Purchase Agreement by and among the Registrant, Tenrox Inc., the stockholders named therein and Novacap II, L.P. and Aramazd Israilian, as representatives, dated February 10, 2012	S-1	333-198574	2.2	September 4, 2014
2.3	Membership Interest Purchase Agreement by and among the Registrant, LMR Solutions, LLC, Joseph Larscheid and Cheryl Larscheid, dated November 13, 2012	S-1	333-198574	2.3	September 4, 2014
2.4	Stock Purchase Agreement by and among the Registrant, Marex Group Inc., FileBound Solutions, Inc., the Selling Stockholders (as defined therein) and Rex Lamb, as representative of the Selling Stockholders, dated May 16, 2013	S-1	333-198574	2.4	September 4, 2014
2.5	Membership Interest Purchase Agreement by and among the Registrant, Upland Software, Inc., ComSci, LLC and Robert Svec, dated November 7, 2013	S-1	333-198574	2.5	September 4, 2014
2.6	Stock Purchase Agreement by and among the Registrant, Clickability, Inc. and Limelight Networks, Inc. dated December 23, 2013	S-1	333-198574	2.6	September 4, 2014
3.1*	Amended and Restated Certificate of Incorporation, as currently in effect				
3.2*	Amended and Restated Bylaws, as currently in effect				
4.1	Amended and Restated Investors' Rights Agreement among the Registrant and certain stockholders, dated December 20, 2013	S-1	333-198574	4.1	September 4, 2014
4.2	Restricted Stock Agreement between the Registrant, Joseph Larscheid and Cheryl Larscheid, dated November 14, 2012	S-1	333-198574	4.4	September 4, 2014
4.3	Market Standoff Agreement between the Registrant and Robert Svec, dated November 6, 2013	S-1	333-198574	4.5	September 4, 2014
4.4	Warrant to Purchase Series A Preferred Stock issued to Comerica Bank dated February 10, 2012	S-1	333-198574	4.8	September 4, 2014
4.5	Warrant to Purchase Series B Preferred Stock issued to Comerica Bank dated March 5, 2012	S-1	333-198574	4.9	September 4, 2014

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4.6	Warrant to Purchase Series B Preferred Stock issued to Comerica Bank dated April 11, 2013	S-1	333-198574	4.10	September 4, 2014
4.7	Warrant to Purchase Common Stock issued to Entrepreneurs Foundation of Central Texas dated November 6, 2013	S-1	333-198574	4.11	September 4, 2014

1

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Incorporated by Reference

4.8	Restricted Stock Agreement between the Registrant, Craig MacInnis, Karen Smiley-MacInnis, and John David MacInnis, dated November 20, 2014	10-K	001-36720	4.8	March 31, 2015
4.9	Restricted Stock Agreement between the Registrant, Bradley Robbins, Carla Robbins, and Debbie-Anne Michelle Dias, dated November 20, 2014	10-K	001-36720	4.9	March 31, 2015
4.10	Specimen Common Stock Certificate	10-Q	001-36720	4.1	May 15, 2015
10.1+	Form of Indemnification Agreement for directors and officers	S-1	333-198574	10.2	October 27, 2014
10.2+	Amended and Restated 2010 Stock Plan, as amended September 2, 2014	S-1	333-198574	10.3.1	September 4, 2014
10.3+	Form of Stock Option Agreement under Amended and Restated 2010 Stock Plan (Standard)	S-1	333-198574	10.4	September 4, 2014
10.3.1+	Form of Stock Option Agreement under Amended and Restated 2010 Stock Plan (Former ComSci, LLC S-1 Employees)	S-1	333-198574	10.4.1	September 4, 2014
10.3.2+	Form of Stock Option Agreement under Amended and Restated 2010 Stock Plan (Executive)	S-1	333-198574	10.4.2	September 4, 2014
10.3.3+	Form of Amendment to Stock Option Agreement under Amended and Restated 2010 Stock Plan with Certain Executives	S-1	333-198574	10.4.3	September 4, 2014
10.4+	Form of Restricted Stock Purchase Agreement under Amended and Restated 2010 Stock Plan	S-1	333-198574	10.5	September 4, 2014
10.4.1+	Form of Amendment to Restricted Stock Purchase Agreement under Amended and Restated 2010 Stock Plan	S-1	333-198574	10.5.1	September 4, 2014
10.5+	2014 Equity Incentive Plan	S-1	333-198574	10.6	October 27, 2014
10.6+	Form of Stock Option Award Agreement under 2014 Equity Incentive Plan	S-1	333-198574	10.7	October 27, 2014
10.6.1+	Form of Stock Option Award Agreement under 2014 Equity Incentive Plan (Executive)	S-1	333-198574	10.7.1	October 27, 2014
10.7+	Form of Restricted Stock Purchase Agreement under 2014 Equity Incentive Plan	S-1	333-198574	10.8	October 27, 2014
10.7.1+	Form of Restricted Stock Purchase Agreement under 2014 Equity Incentive Plan (Executive)	S-1	333-198574	10.8.1	October 27, 2014
10.8+	Form of Restricted Stock Unit Award Agreement under 2014 Equity Incentive Plan	S-1	333-198574	10.9	October 27, 2014
10.8.1+	Form of Restricted Stock Unit Award Agreement under 2014 Equity Incentive Plan (Executive)	S-1	333-198574	10.9.1	October 27, 2014
10.9+	Offer of Employment between the Registrant and John T. McDonald, dated July 23, 2010	S-1	333-198574	10.10	September 4, 2014
10.10+	Employment Agreement between the Registrant and John T. McDonald, dated May 9, 2014	S-1	333-198574	10.12	September 4, 2014
10.11+	Offer of Employment between the Registrant and R. Brian Henley, dated January 10, 2013	S-1	333-198574	10.11	September 4, 2014
10.12+	Employment Agreement between the Registrant and R. Brian Henley, dated July 25, 2014	S-1	333-198574	10.11.1	September 4, 2014
10.13+	Offer of Employment between the Registrant and Timothy Mattox, dated July 7, 2014	10-K	001-36720	10.13	March 31, 2015

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10.14+	Restricted Stock Purchase Agreement between the Registrant and John T. McDonald, dated July 23, 2010	S-1	333-198574	10.14	September 4, 2014
10.15+	Restricted Stock Purchase Agreement between the Registrant and John T. McDonald, dated October 18, 2010	S-1	333-198574	10.15	September 4, 2014

2

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Incorporated by Reference

10.16+	Restricted Stock Purchase Agreement between the Registrant and John T. McDonald, dated September 2, 2014	S-1	333-198574	10.16	September 4, 2014
10.17+	Restricted Stock Purchase Agreement between the Registrant and R. Brian Henley, dated September 2, 2014	S-1	333-198574	10.16.1	September 4, 2014
10.18+	Restricted Stock Purchase Agreement between the Registrant and Timothy Mattox, dated September 2, 2014	10-K	001-36720	10.18	March 31, 2015
10.19	Office Lease between the Registrant and TPG-401 Congress LLC, dated February 27, 2014	S-1	333-198574	10.17	September 4, 2014
10.20	First Amendment to Office Lease between Registrant and TPG-401 Congress LLC	S-1	333-198574	10.17.1	September 4, 2014
10.21	Lease Agreement between Tenrox Inc. and A.R.E. Quebec, dated November 5, 2012, as amended	S-1	333-198574	10.18	September 4, 2014
10.22	Sublease Agreement between Marex Properties, LLC and Marex Group Inc., dated May 10, 2013	S-1	333-198574	10.19	September 4, 2014
10.23	Loan and Security Agreement and Joinder between the Registrant, Visionael Corporation, PowerSteering Software, Inc., LMR Solutions LLC, Marex Group, Inc., FileBound Solutions, Inc., ComSci, LLC, ComSci, Inc. and Comerica Bank, dated March 5, 2012, as amended through December 6, 2013	S-1	333-198574	10.20	September 4, 2014
10.23.1	Ninth Amendment to Loan and Security Agreement, Joinder and Consent between Registrant, Upland Software I, Inc., Upland Software III, Inc., Upland Software IV, Inc., Upland Software V, Inc., Upland Software VI, LLC, Upland Software VII, Inc., Upland IX, LLC and Comerica Bank, dated March 23, 2015	10-K	001-36720	10.23.1	March 31, 2015
10.24	Security Agreement between Tenrox Inc. and Comerica Bank, dated March 5, 2012, as amended	S-1	333-198574	10.21	September 4, 2014
10.25	Unconditional Guaranty by Tenrox Inc., dated March 5, 2012	S-1	333-198574	10.22	September 4, 2014
10.26	Affirmation of Guaranty Documents by Tenrox Inc. for the benefit of Comerica Bank, dated December 3, 2012, as amended through May 16, 2013	S-1	333-198574	10.23	September 4, 2014
10.26.1	Amendment to and Affirmation of Guaranty Documents between Upland Software II, Inc. and Comerica Bank, dated March 23, 2015	10-K	001-36720	10.26.1	March 31, 2015
10.27	Loan and Security Agreement between Tenrox, Inc., successor to Silverback Two Canada Merger Corporation, and Comerica Bank, dated February 10, 2012, as amended through December 6, 2013	S-1	333-198574	10.24	September 4, 2014
10.27.1	Eighth Amendment to Loan and Security Agreement, Joinder and Consent between Upland Software Inc., Solution Q Inc. and Comerica Bank, dated March 23, 2015	10-K	001-36720	10.27.1	March 31, 2015
10.28		S-1	333-198574	10.25	September 4, 2014

	Pledge and Security Agreement between the Registrant and Comerica Bank, dated February 10, 2012, as amended through May 16, 2013			
	Amendment No. 6 to Pledge and Security Agreement			
10.28.1	between Registrant and Comerica Bank, dated March 23, 2015	10-K	001-36720	10.28.1 March 31, 2015
	Security Agreement between Marex Group, Inc. and Comerica Bank, dated May 16, 2013, as amended through December 6, 2013			
10.29		S-1	333-198574	10.26 September 4, 2014
	Amendment No. 3 to Security Agreement between Upland Software IV, Inc. and Comerica Bank, dated March 23, 2015			
10.29.1		10-K	001-36720	10.29.1 March 31, 2015

3

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Incorporated by Reference

10.30	Security Agreement between LMR Solutions LLC and Comerica Bank, dated December 3, 2012, as amended through December 6, 2013	S-1	333-198574	10.27	September 4, 2014
10.30.1	Amendment No. 5 to Security Agreement between Upland Software III, LLC and Comerica Bank, dated March 23, 2015	10-K	001-36720	10.30.1	March 31, 2015
10.31	Security Agreement between PowerSteering Software Inc. and Comerica Bank, dated February 10, 2012, as amended through March 19, 2014	S-1	333-198574	10.28	October 27, 2014
10.31.1	Amendment No. 6 to Security Agreement between Upland Software I, Inc. and Comerica Bank, dated March 23, 2015	10-K	001-36720	10.31.1	March 31, 2015
10.32	Security Agreement between Tenrox Inc. and Comerica Bank, dated February 10, 2012, as amended through December 6, 2013	S-1	333-198574	10.29	October 27, 2014
10.32.1	Amendment No. 6 to Security Agreement between Upland Software II, Inc. and Comerica Bank, dated March 23, 2015	10-K	001-36720	10.32.1	March 31, 2015
10.33	Unconditional Guaranty by Marex Group, Inc., dated May 16, 2013	S-1	333-198574	10.30	September 4, 2014
10.34	Unconditional Guaranty by LMR Solutions LLC, dated December 3, 2012	S-1	333-198574	10.31	September 4, 2014
10.35	Unconditional Guaranty by PowerSteering Software Inc., dated February 10, 2012	S-1	333-198574	10.32	September 4, 2014
10.36	Unconditional Guaranty by Tenrox Inc., dated February 10, 2012	S-1	333-198574	10.33	September 4, 2014
10.37	Unconditional Guaranty by the Registrant, dated February 10, 2012	S-1	333-198574	10.34	September 4, 2014
10.38	Amendment to and Affirmation of Guaranty Documents and Waiver by Tenrox Inc. for the benefit of Comerica Bank, dated April 11, 2013	S-1	333-198574	10.35	September 4, 2014
10.39	Note Purchase Agreement between the Registrant and the Investors listed on Schedule I thereto, dated October 9, 2013, as amended	S-1	333-198574	10.40	September 4, 2014
10.40	Series C Preferred Stock Purchase Agreement among the Registrant and the Investors listed on the Schedule of Investors thereto, dated December 20, 2013	S-1	333-198574	10.36	September 4, 2014
10.41	Amended and Restated Technology Services Agreement between the Registrant and DevFactory FZ-LLC, dated January 1, 2014	S-1	333-198574	10.37	October 27, 2014
10.42	Letter Agreement between the Registrant and DevFactory FZ-LLC, dated January 1, 2014	S-1	333-198574	10.38	September 4, 2014
10.43	Stock Purchase Agreement between the Registrant and DevFactory FZ-LLC, dated January 27, 2014	S-1	333-198574	10.39	September 4, 2014
10.44	Unconditional Guaranty by Upland IX, LLC, dated March 23, 2015	10-K	001-36720	10.44	March 31, 2015
10.45	Security Agreement between Upland IX, LLC and Comerica Bank, dated March 23, 2015	10-K	001-36720	10.45	March 31, 2015

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10.46	Lease by and between Lincoln One, LLC and the Registrant dated June 19, 2015	8-K	001-36720	10.1	June 22, 2015
10.47	Credit Agreement by and between the Registrant and Wells Fargo Finance, dated May 14, 2015	10-Q	001-36720	10.1	August 14, 2015
10.48	Guaranty and Security Agreement by and between the Registrant and Wells Fargo Capital Finance, dated May 14, 2015	10-Q	001-36720	10.2	August 14, 2015

4

Incorporated by Reference

10.49	Canadian Guarantee and Security Agreement by and between the Registrant and Wells Fargo Capital Finance, dated May 14, 2015	10-Q	001-36720	10.3	August 14, 2015
21.1	List of subsidiaries of Upland Software, Inc.	10-K	001-36720	21.1	August 14, 2015
23.1*	Consent of Ernst & Young LLP, Independent Registered Public Accounting Firm				
24.1*	Power of Attorney (included on signature pages hereto)				
31.1*	Certification of the Principal Executive Officer Required Under Rules 13a-14(a) and 15d-14(a) of the Securities Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002				
31.2*	Certification of the Principal Financial Officer Required Under Rules 13a-14(a) and 15d-14(a) of the Securities Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002				
32.1*(1)	Certification of Principal Executive Officer Required Under Rules 13a-14(a) and 15d-14(a) of the Securities Exchange Act of 1934, as amended, and 18 U.S.C. Section 1350 as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002				
32.2*(1)	Certification of Principal Financial Officer Required Under Rules 13a-14(a) and 15d-14(a) of the Securities Exchange Act of 1934, as amended, and 18 U.S.C. Section 1350 as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002				
101.INS	XBRL Instance Document				
101.SCH	XBRL Taxonomy Extension Schema				
101.CAL	XBRL Taxonomy Extension Calculation Linkbase				
101.LAB	XBRL Taxonomy Extension Label Linkbase				
101.PRE	XBRL Taxonomy Extension Presentation Linkbase				
101.DEF	XBRL Taxonomy Extension Definition Linkbase				

+ Indicates management contract, compensatory plan or arrangement.

* Filed herewith.

(1) The material contained in Exhibit 32.1 and Exhibit 32.2 is not deemed “filed” with the SEC and is not to be incorporated by reference into any filing of the Company under the Securities Act of 1933 or the Securities Exchange Act of 1934, whether made before or after the date hereof and irrespective of any general incorporation language contained in such filing, except to the extent that the Company specifically incorporates it by reference.