



Non-GAAP Reconciliations

In Thousands

	Reconciliation to Adjusted EBITDA								Year to Date 12/31/18
	Quarter Ended								
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18	12/31/18	
Net loss	\$ (1,379)	\$ (1,273)	\$ (1,582)	\$ (436)	\$ (2,052)	\$ (2,466)	\$ (2,710)	\$ (2,250)	\$ (9,479)
Provision (benefit) for income tax	(499)	(395)	(111)	(1,099)	42	(295)	5	(84)	(331)
Other (expense) income, net	(67)	(12)	3	(133)	(69)	338	244	32	545
Gain (loss) on embedded derivative	-	-	-	-	-	453	(27)	(26)	400
Depreciation & amortization	197	202	204	205	191	201	240	260	892
Non-cash stock compensation	184	175	200	209	237	239	235	254	965
Acquisition related charges	-	30	38	2	-	-	-	-	-
Non-employee stock issuance expense	-	-	-	-	-	-	509	-	509
Restructuring charges	-	-	-	-	-	-	-	252	252
Adjusted EBITDA	\$ (1,564)	\$ (1,273)	\$ (1,248)	\$ (1,252)	\$ (1,651)	\$ (1,530)	\$ (1,504)	\$ (1,562)	\$ (6,247)

	Reconciliation to Core Net Loss and Core Net Loss Per Share								Year to Date 12/31/18
	Quarter Ended								
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18	12/31/18	
Net loss	\$ (1,379)	\$ (1,273)	\$ (1,582)	\$ (436)	\$ (2,052)	\$ (2,466)	\$ (2,710)	\$ (2,250)	\$ (9,479)
Amortization of intangible assets	132	132	132	132	115	115	115	115	460
Non-cash stock compensation	184	175	200	209	237	239	235	254	965
Gain (loss) on embedded derivative	-	-	-	-	-	453	(27)	(26)	400
Acquisition related charges	-	30	38	2	-	-	-	-	-
Non-employee stock issuance expense	-	-	-	-	-	-	509	-	509
Restructuring charges	-	-	-	-	-	-	-	252	252
Tax adjustment	(79)	(79)	(23)	(225)	7	(86)	2	(10)	(87)
Core net loss	\$ (1,142)	\$ (1,015)	\$ (1,235)	\$ (318)	\$ (1,693)	\$ (1,745)	\$ (1,876)	\$ (1,665)	\$ (6,980)
Core net loss per share	\$ (0.14)	\$ (0.12)	\$ (0.15)	\$ (0.04)	\$ (0.20)	\$ (0.21)	\$ (0.22)	\$ (0.19)	\$ (0.82)
Weighted average common shares outstanding	8,369	8,382	8,400	8,430	8,443	8,475	8,531	8,600	8,512

Note: The 2017 figures above have been adjusted to reflect the adoption of ASC 340-40, which impacts commissions expense and was applied retroactively.