



Non-GAAP Reconciliations

In Thousands

Reconciliation to Adjusted EBITDA								
	Quarter Ended							
	<u>6/30/17</u>	<u>9/30/17</u>	<u>12/31/17</u>	<u>3/31/18</u>	<u>6/30/18</u>	<u>9/30/18</u>	<u>12/31/18</u>	<u>3/31/19</u>
Net loss	\$ (1,273)	\$ (1,582)	\$ (436)	\$ (2,052)	\$ (2,466)	\$ (2,710)	\$ (2,250)	\$ (2,894)
Provision (benefit) for income tax	(395)	(111)	(1,099)	42	(295)	5	(84)	2
Other (expense) income, net	(12)	3	(133)	(69)	338	244	32	104
Gain (loss) on embedded derivative	-	-	-	-	453	(27)	(26)	(25)
Depreciation & amortization	202	204	205	191	201	240	260	227
Non-cash stock compensation	175	200	209	237	239	235	254	304
Acquisition related charges	30	38	2	-	-	-	-	-
Non-employee stock issuance expense	-	-	-	-	-	509	-	-
Restructuring charges	-	-	-	-	-	-	252	133
Franchise tax settlement	-	-	-	-	-	-	-	318
Adjusted EBITDA	\$ (1,273)	\$ (1,248)	\$ (1,252)	\$ (1,651)	\$ (1,530)	\$ (1,504)	\$ (1,562)	\$ (1,831)

Reconciliation to Core Net Loss and Core Net Loss Per Share								
	Quarter Ended							
	<u>6/30/17</u>	<u>9/30/17</u>	<u>12/31/17</u>	<u>3/31/18</u>	<u>6/30/18</u>	<u>9/30/18</u>	<u>12/31/18</u>	<u>3/31/19</u>
Net loss	\$ (1,273)	\$ (1,582)	\$ (436)	\$ (2,052)	\$ (2,466)	\$ (2,710)	\$ (2,250)	\$ (2,894)
Amortization of intangible assets	132	132	132	115	115	115	115	95
Non-cash stock compensation	175	200	209	237	239	235	254	304
Gain (loss) on embedded derivative	-	-	-	-	453	(27)	(26)	(25)
Acquisition related charges	30	38	2	-	-	-	-	-
Non-employee stock issuance expense	-	-	-	-	-	509	-	-
Restructuring charges	-	-	-	-	-	-	252	133
Franchise tax settlement	-	-	-	-	-	-	-	318
Tax adjustment	(79)	(23)	(225)	7	(86)	2	(10)	1
Core net loss	\$ (1,015)	\$ (1,235)	\$ (318)	\$ (1,693)	\$ (1,745)	\$ (1,876)	\$ (1,665)	\$ (2,068)
Core net loss per share	\$ (0.12)	\$ (0.15)	\$ (0.04)	\$ (0.20)	\$ (0.21)	\$ (0.22)	\$ (0.19)	\$ (0.23)
Weighted average common shares outstanding	8,382	8,400	8,430	8,443	8,475	8,531	8,600	8,840

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