## **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

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	FORM 8-K	
	CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934	<. aaaa
Date of Rep	ort (Date of earliest event reported): May	7 6, 2019
(Ex	Everbridge, Inc. act name of registrant as specified in its charter)	
Delaware (State or other jurisdiction of incorporation)	001-37874 (Commission File Number)	26-2919312 (IRS Employer Identification No.)
25 Corporate Drive, Suite 400, (Address of principal		01803 (Zip Code)
Registrant's	s telephone number, including area code: (818) 23	0-9700
ck the appropriate box below if the Form 8-K fili wing provisions:	ng is intended to simultaneously satisfy the filing ob	oligation of the registrant under any of the
Written communications pursuant to Rule 425	under the Securities Act (17 CFR 230.425)	
Soliciting material pursuant to Rule 14a-12 und	der the Exchange Act (17 CFR 240.14a-12)	
Pre-commencement communications pursuant	to Rule 14d-2(b) under the Exchange Act (17 CFR 2	240.14d-2(b))
Pre-commencement communications pursuant	to Rule 13e-4(c) under the Exchange Act (17 CFR 2	40.13e-4(c))
cate by check mark whether the registrant is an e ster) or Rule 12b-2 of the Securities Exchange Ad	merging growth company as defined in Rule 405 of et of 1934 (§240.12b-2 of this chapter).	the Securities Act of 1933 (§230.405 of this

Emerging growth company  $\square$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. □

Securities registered or to be registered pursuant to Section 12(b) of the Act.

Title of each class	Trading symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001 par value	EVBG	The Nasdaq Stock Market

#### Item 2.02 Results of Operations and Financial Condition.

On May 6, 2019, Everbridge, Inc. (the "Company") issued a press release announcing its financial results for the quarter March 31, 2019. The Company's press release is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information included in Item 2.02 of this Current Report on Form 8-K and Exhibit 99.1 attached hereto is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act") or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, regardless of any general incorporation language in such filing.

#### Item 7.01 Regulation FD Disclosure.

On May 6, 2019, the Company issued a press release announcing its financial results for the quarter ended March 31, 2019.

The information included in Item 7.01 of this Current Report on Form 8-K and Exhibit 99.1 attached hereto is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Exchange Act or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, regardless of any general incorporation language in such filing.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.

No. Description

99.1 Press release dated May 6, 2019

### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Everbridge, Inc.

By: /s/ Elliot J. Mark

Dated: May 6, 2019

Elliot J. Mark

Senior Vice President, General Counsel and Secretary

#### **Everbridge Announces First Quarter 2019 Financial Results**

#### First Quarter Revenue Increased 40% Year-over-Year

Burlington, Mass – May 6, 2019 – Everbridge, Inc. (NASDAQ: EVBG), the global leader in critical event management and enterprise safety software applications to help keep people safe and businesses running, today announced its financial results for the first quarter ended March 31, 2019.

"We delivered a strong start to 2019 with results that were above our guidance ranges for both revenue and profitability, and generating 40% revenue growth," said Jaime Ellertson, Chief Executive Officer and Chairman of Everbridge. "In the first quarter we saw continued momentum and expansion with our most strategic product suite – Critical Event Management – as well as significant wins across all our key solutions and geographies. We believe that with our industry-leading solutions to protect people and assets across organizations – from companies to entire countries – we are well-positioned to continue delivering strong growth as we further penetrate this multi-billion dollar market."

#### First Quarter 2019 Financial Highlights

- Total revenue was \$42.8 million, an increase of 40% compared to \$30.5 million for the first quarter of 2018.
- GAAP operating loss was \$(13.3) million, compared to a GAAP operating loss of \$(10.9) million for the first quarter of 2018.
- Non-GAAP operating loss was \$(3.9) million, compared to non-GAAP operating loss of \$(3.4) million for the first quarter of 2018. Non-GAAP operating loss/income excludes stock-based compensation and amortization of intangible assets related to acquisitions.
- GAAP net loss was \$(14.1) million, compared to \$(12.3) million for the first quarter of 2018. GAAP net loss per share was \$(0.44), based on 32.3 million basic and diluted weighted average common shares outstanding, compared to \$(0.43) for the first quarter of 2018, based on 28.4 million basic and diluted weighted average common shares outstanding.
- Non-GAAP net loss was \$(4.7) million, compared to \$(4.8) million in the first quarter of 2018. Non-GAAP net loss per share was \$(0.15), based on 32.3 million basic and diluted weighted average common shares outstanding, compared to \$(0.17) for the first quarter of 2018, based on 28.4 million basic and diluted weighted average common shares outstanding. Non-GAAP net loss excludes stock-based compensation and amortization of intangible assets related to acquisitions.
- Adjusted EBITDA was a loss of \$(1.9) million, compared to a loss of \$(1.8) million in the first quarter of 2018. Adjusted EBITDA represents net loss before interest income and interest expense, income tax expense and benefit, depreciation and amortization expense and stock-based compensation expense.
- Cash flow from operations was an inflow of \$8.7 million compared to an inflow of \$7.5 million for the first quarter of 2018.

• Free cash flow was an inflow of \$3.9 million compared to an inflow of \$5.3 million for the first quarter of 2018. Free cash flow is cash flow from operations, less cash used for capital expenditures and additions to capitalized software development costs.

### **Recent Business Highlights**

- Ended the first quarter with 4,532 global enterprise customers, up from 3,539 at the end of the first quarter of 2018.
- Launched Crisis Management, a new software application designed to help organizations dynamically manage the lifecycle of a critical event and
  accelerate response and recovery times. Crisis Management, which is fully integrated with the Everbridge Critical Event Management (CEM)
  suite, centralizes incident response tasks, activities and resources through a common operating picture and accompanying mobile application.
  Crisis, business continuity, security and resiliency teams can utilize the solution to create and launch response plans, add tasks on the fly, and
  collaborate with all stakeholders, no matter their location, to quickly restore operations, mitigate brand and financial impacts, and help ensure
  employee safety.
- Announced the integration of IT Alerting with IBM security intelligence technology to enable joint customers to automate communications, collaboration, and orchestration tasks to streamline the overall information security incident response process. The Everbridge IT Alerting integration for the IBM QRadar Security Intelligence Platform helps InfoSec teams to automatically identify the required IT personnel and engage with them in a matter of minutes, wherever they might be.
- Closed a public offering of 2,645,000 shares of common stock in January at a price to the public of \$55.25 per share. All of the shares were
  offered by Everbridge.
- Promoted Patrick Brickley, formerly Everbridge Vice President of Finance & Accounting, to the role of Senior Vice President & Chief Financial Officer in a planned succession upon the retirement of Kenneth Goldman.

#### **Business Outlook**

Based on information available as of today, Everbridge is issuing guidance for the second quarter and full year 2019 as indicated below.

	Second Qua	rter 2019	Full Year 2019		
Total Revenue	\$ 47.8 to	\$ 48.1	\$196.4	to \$197.4	
GAAP net income/(loss)	\$(14.0)	\$(13.7)	\$ (53.3)	\$ (52.3)	
GAAP net income/(loss) per share	\$(0.42)	\$(0.41)	\$ (1.60)	\$ (1.57)	
Non-GAAP net income/(loss)	\$ (3.0)	\$ (2.7)	\$ (9.4)	\$ (8.4)	
Non-GAAP net income/(loss) per share	\$(0.09)	\$(0.08)	\$ (0.28)	\$ (0.25)	
Basic and diluted weighted average shares outstanding	33.2	33.2	33.4	33.4	
Adjusted EBITDA	\$ (0.1)	\$ 0.2	\$ 4.2	\$ 5.2	

(All figures in millions, except per share data)

#### **Conference Call Information**

What: Everbridge First Quarter 2019 Financial Results Conference Call

When: Monday, May 6, 2019

Time: 4:30 p.m. ET

Live Call: (866) 439-5043, domestic (409) 220-9843, international

(855) 859-2056, passcode 3868405, domestic

(404) 537-3406, passcode 3688405, international

Webcast (live & replay): <a href="https://edge.media-server.com/m6/p/508idjjt">https://edge.media-server.com/m6/p/508idjjt</a>

#### About Everbridge, Inc.

Replay:

Everbridge, Inc. (NASDAQ: EVBG) is a global software company that provides enterprise software applications that automate and accelerate organizations' operational response to critical events in order to keep people safe and businesses running. During public safety threats such as active shooter situations, terrorist attacks or severe weather conditions, as well as critical business events including IT outages, cyber-attacks or other incidents such as product recalls or supply-chain interruptions, over 4,500 global customers rely on the company's Critical Event Management Platform to quickly and reliably aggregate and assess threat data, locate people at risk and responders able to assist, automate the execution of pre-defined communications processes through the secure delivery to over 100 different communication devices, and track progress on executing response plans. The company's platform sent over 2.8 billion messages in 2018 and offers the ability to reach 500 million people in more than 200 countries and territories including the entire mobile populations on a country-wide scale in Sweden, the Netherlands, the Bahamas, Singapore, Greece, and a number of the largest states in India. The company's critical communications and enterprise safety applications include Mass Notification, Incident Management, Safety Connection™, IT Alerting, Visual Command Center®, Population Alerting, Crisis Management, Community Engagement™ and Secure Messaging. Everbridge serves 9 of the 10 largest U.S. cities, 9 of the 10 largest U.S.-based investment banks, all 25 of the 25 busiest North American airports, six of the 10 largest global consulting firms, four of the 10 largest U.S.-based health insurers. Everbridge is based in Boston and Los Angeles

#### **Non-GAAP Financial Measures**

This press release contains the following non-GAAP financial measures: non-GAAP cost of revenue, non-GAAP gross profit, non-GAAP gross margin, non-GAAP sales and marketing, non-GAAP research and development, non-GAAP general and administrative, non-GAAP operating expenses, non-GAAP operating income/(loss), non-GAAP net income/(loss), non-GAAP net income/(loss) per share, adjusted EBITDA, and free cash flow.

We believe that these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to Everbridge's financial condition and results of operations. We use these non-GAAP measures for financial, operational and budgetary decision-making purposes, to understand and evaluate our core operating performance and trends, and to generate future operating plans. We believe that these non-GAAP financial measures provide useful information regarding past financial performance and future prospects, and permit us to more thoroughly analyze key financial metrics used to make operational decisions. We believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial measures with other software companies, many of which present similar non-GAAP financial measures to investors.

We do not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in the Company's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by management about which expenses and income are excluded or included in determining these non-GAAP financial measures. In order to compensate for these limitations, management presents non-GAAP financial measures in connection with GAAP results. We urge investors to review the reconciliation of our non-GAAP financial measures to the comparable GAAP financial measures, which are included in this press release, and not to rely on any single financial measure to evaluate our business

#### **Cautionary Language Concerning Forward-Looking Statements**

This press release contains "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding the anticipated opportunity and trends for growth in our critical communications and enterprise safety applications and our overall business, our market opportunity, our expectations regarding sales of our products, our goal to maintain market leadership and extend the markets in which we compete for customers, and our expected financial results for the second quarter of 2019 and the full fiscal year 2019. These forward-looking statements are made as of the date of this press release and were based on current expectations, estimates, forecasts and projections as well as the beliefs and

assumptions of management. Words such as "expect," "anticipate," "should," "believe," "target," "project," "goals," "estimate," "potential," "predict," "may," "will," "could," "intend," variations of these terms or the negative of these terms and similar expressions are intended to identify these forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. Our actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to: the ability of our products and services to perform as intended and meet our customers' expectations; our ability to attract new customers and retain and increase sales to existing customers; our ability to increase sales of our Mass Notification application and/or ability to increase sales of our other applications; developments in the market for targeted and contextually relevant critical communications or the associated regulatory environment; our estimates of market opportunity and forecasts of market growth may prove to be inaccurate; we have not been profitable on a consistent basis historically and may not achieve or maintain profitability in the future; the lengthy and unpredictable sales cycles for new customers; nature of our business exposes us to inherent liability risks; our ability to attract, integrate and retain qualified personnel; our ability to successfully integrate businesses and assets that we have acquired or may acquire in the future; our ability to maintain successful relationships with our channel partners and technology partners; our ability to manage our growth effectively; our ability to respond to competitive pressures; potential liability related to privacy and security of personally identifiable information; our ability to protect our intellectual property rights, and the other risks detailed in our risk factors discussed in filings with the U.S. Securities and Exchange Commission ("SEC"), including but not limited to our Annual Report on Form 10-K for the year ended December 31, 2018 filed with the SEC on March 1, 2019. The forward-looking statements included in this press release represent our views as of the date of this press release. We undertake no intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this press release.

#### **Investor Contact:**

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### **Consolidated Balance Sheets**

(in thousands) (unaudited)

	March 31, 2019	December 31, 2018
Current assets:		
Cash and cash equivalents	\$ 235,256	\$ 59,978
Restricted cash	93	90
Short-term investments	22,955	45,541
Accounts receivable, net	35,416	41,107
Prepaid expenses	9,123	4,890
Deferred costs	6,822	6,503
Other current assets	2,771	4,406
Total current assets	312,436	162,515
Property and equipment, net	5,977	4,650
Capitalized software development costs, net	13,442	12,893
Goodwill	48,395	48,382
Intangible assets, net	21,577	23,197
Deferred costs	10,575	10,265
Other assets	14,221	278
Total assets	\$ 426,623	\$ 262,180
Current liabilities:		
Accounts payable	\$ 5,927	\$ 2,719
Accrued payroll and employee related liabilities	18,313	17,108
Accrued expenses	4,500	5,565
Deferred revenue	95,325	92,738
Note payable	367	427
Other current liabilities	4,829	1,490
Total current liabilities	129,261	120,047
Long-term liabilities:		
Deferred revenue, noncurrent	3,078	2,898
Convertible debt	95,298	94,097
Deferred tax liabilities	1,057	1,032
Other long term liabilities	13,499	1,948
Total liabilities	\$ 242,193	\$ 220,022
Stockholders' equity:		
Common stock	33	30
Additional paid-in capital	351,247	194,866
Accumulated deficit	(161,804)	(147,670)
Accumulated other comprehensive loss	(5,046)	(5,068)
Total stockholders' equity	184,430	42,158
Total liabilities and stockholders' equity	\$ 426,623	\$ 262,180

Consolidated Statements of Operations and Comprehensive Loss (in thousands, except share and per share data) (unaudited)

		Three months ended March 31,			
	2019	2018			
Revenue	\$ 42,819	\$ 30,519			
Cost of revenue	13,981	9,660			
Gross profit	28,838	20,859			
	67.35%	68.35%			
Operating expenses:					
Sales and marketing	20,071	15,776			
Research and development	11,485	8,171			
General and administrative	10,558	7,844			
Total operating expenses	42,114	31,791			
Operating loss	(13,276)	(10,932)			
Other income (expense):					
Interest and investment income	1,177	456			
Interest expense	(1,635)	(1,572)			
Other income (expense), net	(106)	(198)			
Total other income (expense), net	(564)	(1,314)			
Loss before income taxes	(13,840)	(12,246)			
Income taxes, net	(294)	(96)			
Net loss	\$ (14,134)	\$ (12,342)			
Net loss per share attributable to common stockholders:					
Basic	\$ (0.44)	\$ (0.43)			
Diluted	\$ (0.44)	\$ (0.43)			
Weighted-average common shares outstanding:					
Basic	32,271,067	28,434,678			
Diluted	32,271,067	28,434,678			
Other comprehensive income (loss):					
Foreign currency translation adjustment, net of tax	22	(267)			
Total comprehensive loss	\$ (14,112)	\$ (12,609)			
•					

Stock-based compensation expense included in the above: (in thousands)

		Three months ended March 31.		
	2019	2018		
Cost of revenue	\$ 435	\$ 625		
Sales and marketing	2,368	2,435		
Research and development	1,410	1,310		
General and administrative	3,572	\$ 6,694		
Total stock-based compensation	\$ 7,785	\$ 6,694		

## **Consolidated Statements of Cash Flows**

(in thousands) (unaudited)

Amortization of deferred costs         1,598         1,233           Loss on disposal of assets         —         84           Deferred income taxes         1,10         1,13           Non-cash investment income         (1,89)         (1,58)           Provision for (benefit from) doubribal accounts and sales return reserve         148         (1,98)           Stock-based compensation         7,785         6,588           Increase (decrease) in operating assets and liabilities:			nths ended ch 31, 2018
Adjustments to reconcile net loss to net cash provided by operating activities:   Depreciation and amortization   3,705   2,638   Amortization of deferred costs   1,598   1,233   Loss on disposal of assets   — 84   34   41   34   41   43   42   42   42   43   43   43   44   43   44   43   44   43   44   43   44   43   44			
Depreciation and amortization of deferred costs   1,598   1,233     Loss on disposal of assets		\$ (14,134)	\$ (12,342)
Amortization of deferred costs         1,598         1,233           Loss on disposal of assets         —         84           Deferred income taxes         1,10         1,13           Non-cash investment income         (1,89)         (1,58)           Provision for (benefit from) doubribal accounts and sales return reserve         148         (1,98)           Stock-based compensation         7,785         6,588           Increase (decrease) in operating assets and liabilities:			
Loss on disposal of assets			2,638
Deferred income taxes		1,598	
Accretion of interest on convertible senior notes         1,20         1,13           Non-cash investment income         (189)         (155)           Provision for (benefit from) doubtful accounts and sales return reserve         148         (192)           Stock-based compensation         7,85         6,386           Increase (decrease) in operating assets and liabilities:         5,543         5,959           Prepaid expenses         (4,233)         (1,651)           Deferred costs         (2,227)         (2,223)           Other assets         2,153         (2,018)           Accounts payable         4,112         700           Accrued payroll and employee related liabilities         1,205         4,402           Accrued payroll and employee related liabilities         2,767         (2,072           Other liabilities         2,767         (2,072           Other liabilities         2,767         (2,072           Other liabilities         2,767         (2,073)           Additions to intagibles         2         (2,073)         (2,53           Additions to capitalized software development costs         (2,018)         (1,995)         (3,93           Purchase of sort investment         1,25         (3,08)         (2,173)         (2,53			
Non-eash investment income         (189)         (155           Provision for (benefit from) doubtful accounts and sales return reserve         148         (192           Stock-based compensation         7.785         6,586           Increase (decrease) in operating assets and liabilities:         5,543         9,595           Prepaid expenses         (4,233)         (1,651)           Deferred costs         (2,227)         (2,223)           Other assets         2,153         (2,018           Accounts payable         4,112         702           Accrued payroll and employee related liabilities         1,205         4,402           Accrued expenses         (1,065)         1,384           Deferred revenue         2,767         (2,072)           Other Itabilities         277         373           Net cash provided by operating activities         (2,773)         (253           Cash flows from investing activities:         (2,773)         (253           Additions to capitalized software development costs         (2,018)         (1,995           Additions to intangibles         —         (136           Durchase of short-term investments         (2,173)         (253           Durchase of short-term investments         (2,175)         (3,933			
Provision for (benefit from) doubtful accounts and sales return reserve         148         (192           Stock-based compensation         7,785         6,586           Increase (decrease) in operating assets and liabilities:         39,995           Prepaid expenses         (4,233)         (1,651)           Deferred costs         (2,227)         (2,222)           Other assets         2,153         (2,018)           Accounts payable         4,112         700           Accrued payroll and employee related liabilities         1,205         4,402           Accrued payroll and employee related liabilities         2,767         (2,072           Other liabilities         2,767         (2,073)           Net eash provided by operating activities         2,767         (2,073)           Net eash provided by operating activities         (2,773)         (253           Additions to capitalized software development costs         (2,018)         (1,995           Additions to intangibles         —         (136           Purchase of short-term investments         (2,018)         (1,995           Additions to intangibles         —         (136           Purchase of short-term investments         (1,975)         (3,932           Maturities of short-term investments <td< td=""><td></td><td></td><td></td></td<>			
Stock-based compensation         7,785         6,586           Increase (decrease) in operating assets and liabilities:         5,543         9,595           Prepaid expenses         (4,233)         (1,651)           Deferred costs         (2,227)         (2,223)           Other assets         2,153         (2,018           Accounts payable         4,112         700           Accrude approll and employee related liabilities         1,205         4,402           Accrude expenses         (1,065)         1,384           Deferred revenue         2,767         (2,073)           Other liabilities         2,77         373           Net cash provided by operating activities         2,77         373           Cash flows from investing activities:         (2,773)         (2,52           Cabital expenditures         (2,773)         (2,53           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to intangibles         —         (136           Purchase of cost investment         —         (308           Purchase of short-term investments         (1,275)         (3,595) <t< td=""><td></td><td>· /</td><td></td></t<>		· /	
Increase (decrease) in operating assets and liabilities:   Accounts receivable, net			
Accounts receivable, net         5,543         9,595           Prepaid expenses         (4,233)         (1,651)           Deferred costs         (2,227)         (2,222)           Other assets         2,153         (2,018)           Accounts payable         4,112         700           Accrued payroll and employee related liabilities         1,205         4,402           Accrued expenses         (1,065)         1,384           Deferred revenue         2,767         (2,072           Other liabilities         27,7         373           Net cash provided by operating activities         (2,773)         (253)           Cash flows from investing activities         (2,773)         (253)           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to intangibles         —         (136           Purchase of cost investment         —         (30           Purchase of short-term investments         (2,018)         (1,975)           Net cash provided by (used in) investing activities         1,975         (30,932)           Maturities of short-term investments         (2,18)         (3,128)		7,785	6,586
Prepaid expenses         (4.23)         (1.65)           Deferred costs         (2.227)         (2.227)           Other assets         (2.15)         (2.018)           Accounts payable         4.112         700           Accrued apyroll and employee related liabilities         1,205         4,402           Accrued expenses         (1,065)         1,388           Deferred revenue         2,767         (2.077           Other liabilities         2,277         373           Net cash provided by operating activities         2,773         (2.53           Capital expenditures         (2,773)         (2.53           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to intangibles         —         (136           Purchase of cost investment         —         (306           Purchase of short-term investments         (1,975)         (3,932)           Maturities of short-term investments         (1,975)         (3,932)           More tash provided by (used in) investing activities         24,750         25,500           Cash flows from financing activities:         24,750         25,500           Cash flows from financing activities:         333         (1,022		10	0.505
Deferred costs         (2,227)         (2,223)           Other assets         2,153         (2,018)           Accounts payable         4,112         700           Accrued payroll and employee related liabilities         1,205         4,402           Accrued expenses         (1,065)         1,384           Deferred revenue         2,767         (2,077)           Other liabilities         277         373           Net eash provided by operating activities         8,687         7,508           Cash flows from investing activities:         (2,773)         (253           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to intangibles         —         (136           Purchase of cost investment         —         (308           Purchase of soft-term investments         (1,975)         (30,932)           Maturities of short-term investments         (1,975)         (30,932)           Maturities of short-term investments         (3,082)         (3,082)           Met cash provided by (used in) investing activities         17,984         (8,128)           Cash flows from financing activities         17,984         (8,128)           Cash flows from financing activities         1,082         - <td></td> <td>the state of the s</td> <td></td>		the state of the s	
Other assets         2,153         (2,018           Accounts payable         4,112         702           Accrued payroll and employee related liabilities         1,205         4,402           Accrued expenses         (1,065)         1,384           Deferred revenue         2,767         (2,077         377           Other liabilities         277         373           Net cash provided by operating activities         8,687         7,508           Cash flows from investing activities         (2,773)         (253           Additions to intangibles of cost investment of cost investment         -         (306           Purchase of cost investment         -         (306           Purchase of short-term investments         (1,975)         (30,932           Maturities of short-term investments         (1,975)         (30,932           Mutarities of short-term investments         (1,975)         (30,932           Mutarities of short-term investments         (3,750)         (8,125)           Study withheld to settle employee tax withholding liability         (333)         (1,022)           Payments on notes payable         (52)         -           Payments on finance lease obligations         (21)         -           Issuance of common stock, cet of costs </td <td></td> <td></td> <td></td>			
Accounts payable         4,112         702           Accrued payroll and employee related liabilities         1,205         4,402           Accrued expenses         (1,065)         1,388           Deferred revenue         2,767         (2,072           Other liabilities         277         373           Net cash provided by operating activities         8,687         7,508           Cash flows from investing activities:         (2,773)         (253           Additions to capitalized software development costs         (2,018)         (1,995           Additions to intangibles         —         (136           Purchase of cost investment         —         (306           Purchase of short-term investments         (1,975)         (3,932           Maturities of short-term investments         24,750         25,500           Net cash provided by (used in) investing activities         17,984         (8,128           Cash flows from financing activities:         —         (333)         (1,022           Payments on on notes payable         (52)         —           Payments on notes payable         (52)         —           Payments on finance lease obligations         (121)         —           Issance of common stock, net of costs         13,115			
Accrued payroll and employee related liabilities       1,205       4,402         Accrued expenses       (1,065)       1,384         Deferred revenue       2,767       (2,073         Other liabilities       277       373         Net eash provided by operating activities       8,687       7,508         Cash flows from investing activities:       (2,773)       (253         Additions to capitalized software development costs       (2,018)       (1,995)         Additions to intangibles       —       (136         Purchase of cost investment       —       (308         Purchase of short-term investments       (1,975)       (30,932         Maturities of short-term investments       (1,975)       (30,932         Met cash provided by (used in) investing activities       17,984       (8,128         Cash flows from financing activities:       —       (308         RSUs withheld to settle employee tax withholding liability       (333)       (1,022         Payments on notes payable       (52)       —         Payments on finance lease obligations       (121)       —         Issuance of common stock, net of costs       139,115       —         Payments of debt issuance costs       —       (84         Proceeds from employee			
Accrued expenses         (1,065)         1,384           Deferred revenue         2,767         (2,077           Other liabilities         277         373           Net cash provided by operating activities         8,687         7,508           Cash flows from investing activities:         2         2           Capital expenditures         (2,773)         (253           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to intangibles         —         (136           Purchase of cost investment         —         (30           Purchase of short-term investments         (1,975)         (30,932)           Maturities of short-term investments         24,750         25,500           Net cash provided by (used in) investing activities         17,984         (8,128           Cash flows from financing activities:         8         24,750         25,500           RSUs withheld to settle employee tax withholding liability         (333)         (1,022           Payments on notes payable         (52)         —           RSUs withheld to settle employee stock purchase plan         (121)         —           Payments of debt issuance costs         —         (84           Proceeds from employee stock purchase			
Deferred revenue         2,767         (2,072           Other liabilities         277         373           Net cash provided by operating activities         8,687         7,508           Cash flows from investing activities:         2,773         (253           Additions to capitalized software development costs         (2,018)         (1,995           Additions to intangibles         —         (136           Purchase of cost investment         —         (308           Purchase of short-term investments         (1,975)         (30,932           Auturities of short-term investments         24,750         25,500           Net cash provided by (used in) investing activities         17,984         (8,128           Cash flows from financing activities         3333         (1,022           Payments on notes payable         (52)         —           Payments on finance lease obligations         (331)         (1,022           Payments on finance lease obligations         (121)         —           Issuance of common stock, net of costs         139,115         —           Payments of debt issuance costs         (84         Proceeds from employee stock purchase plan         1,283         881           Proceeds from employee stock purchase plan         1,283         881		The state of the s	
Other liabilities         277         373           Net cash provided by operating activities         8,687         7,508           Cash flows from investing activities:         2,773         (253           Additions to capitalized software development costs         (2,018)         (1,995           Additions to intangibles         —         (136           Purchase of cost investment         —         (308           Purchase of short-term investments         (1,975)         (3,932)           Maturities of short-term investments         24,750         25,500           Net cash provided by (used in) investing activities         17,984         (8,128           Cash flows from financing activities:         8         24,750         25,500           Net cash provided by (used in) investing activities         17,984         (8,128           Cash flows from financing activities:         8         24           RSUs withheld to settle employee tax withholding liability         (333)         (1,022           Payments on finance lease obligations         (121)         —           Issuance of common stock, net of costs         139,115         —           Payments of flobt issuance costs         (28)         (34           Proceeds from stock option exercises         8,746         1,466<			
Net cash provided by operating activities:         8,687         7,508           Cash flows from investing activities:         (2,773)         (253)           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to intangibles         —         (136)           Purchase of cost investment         —         (308)           Purchase of short-term investments         (1,975)         (30,932)           Maturities of short-term investments         (24,750)         25,500           Net cash provided by (used in) investing activities         17,984         (8,128)           Cash flows from financing activities:         8         8           RSUs withheld to settle employee tax withholding liability         (333)         (1,022)           Payments on notes payable         (52)         —           Payments on finance lease obligations         (121)         —           Issuance of common stock, net of costs         139,115         —           Payments on finance lease obligations         (21)         —           Payments on finance lease obligations         (121)         —           Issuance of common stock, net of costs         139,115         —           Payments on finance lease obligations         (121)         —			
Cash flows from investing activities:       (2,773)       (253)         Additions to capitalized software development costs       (2,018)       (1,996)         Additions to intangibles       —       (136)         Purchase of cost investment       —       (308)         Purchase of short-term investments       (1,975)       (30,932)         Maturities of short-term investments       (24,750)       25,500         Net cash provided by (used in) investing activities       17,984       (8,128)         Cash flows from financing activities:       ***         RSUs withheld to settle employee tax withholding liability       (333)       (1,022)         Payments on notes payable       (52)       —         Payments on finance lease obligations       (121)       —         Issuance of common stock, net of costs       139,115       —         Payments of debt issuance costs       —       (84)         Proceeds from employee stock purchase plan       1,283       881         Proceeds from stock option exercises       8,746       1,466         Net cash provided by financing activities       148,638       1,241         Effect of exchange rates on cash, cash equivalents and restricted cash       (28)       (35)         Net increase in cash, cash equivalents and restricted cash </td <td></td> <td></td> <td></td>			
Capital expenditures         (2,773)         (253)           Additions to capitalized software development costs         (2,018)         (1,995)           Additions to intangibles         —         (136)           Purchase of cost investment         —         (308)           Purchase of short-term investments         (1,975)         (30,932)           Maturities of short-term investments         24,750         25,500           Net cash provided by (used in) investing activities         17,984         (8,128)           Cash flows from financing activities:         8         (8,128)           RSUs withheld to settle employee tax withholding liability         (333)         (1,022)           Payments on notes payable         (52)         —           Payments on finance lease obligations         (121)         —           Issuance of common stock, net of costs         139,115         —           Payments of debt issuance costs         —         (84)           Proceeds from employee stock purchase plan         1,283         881           Proceeds from stock option exercises         8,746         1,466           Net cash provided by financing activities         148,638         1,241           Effect of exchange rates on cash, cash equivalents and restricted cash         (28)         (35)<	Net cash provided by operating activities	8,687	7,508
Additions to capitalized software development costs         (2,018)         (1,995)           Additions to intangibles         — (136)         (30,932)           Purchase of cost investment         — (308)         (30,932)           Maturities of short-term investments         24,750         25,500           Net cash provided by (used in) investing activities         17,984         (8,128)           Cash flows from financing activities:         Strange of common stock and activities of short-term investments         (333)         (1,022)           Payments on financing activities:         Strange of common stock active employee tax withholding liability         (333)         (1,022)           Payments on notes payable         (52)         —           Payments on finance lease obligations         (121)         —           Issuance of common stock, net of costs         139,115         —           Payments of debt issuance costs         — (84)           Proceeds from employee stock purchase plan         1,283         881           Proceeds from stock option exercises         8,746         1,466           Net cash provided by financing activities         148,638         1,241           Effect of exchange rates on cash, cash equivalents and restricted cash         (28)         (35)           Net increase in cash, cash equivalents and res			
Additions to intangibles       —       (136         Purchase of cost investment       —       (308         Purchase of short-term investments       (1,975)       (30,932         Maturities of short-term investments       24,750       25,500         Net cash provided by (used in) investing activities       17,984       (8,128         Cash flows from financing activities:       8       17,984       (8,128         RSUs withheld to settle employee tax withholding liability       (333)       (1,022       1,022	Capital expenditures	(2,773)	(253
Purchase of cost investment         —         (308 Purchase of short-term investments         —         (308 Op.932 Maturities of short-term investments         (1,975)         (30,932 Op.932	Additions to capitalized software development costs	(2,018)	(1,999
Purchase of short-term investments         (1,975)         (30,932 bits of short-term investments)         (24,750 bits of short-term investments)         (81,280 bits of short-term investments)         (83,290 bits of short-term investments)         (84,280 bits of short-term investments)         (84,290	Additions to intangibles	_	(136
Maturities of short-term investments         24,750         25,500           Net cash provided by (used in) investing activities         17,984         (8,128)           Cash flows from financing activities:         8           RSUs withheld to settle employee tax withholding liability         (333)         (1,022)           Payments on notes payable         (52)         —           Payments on finance lease obligations         (121)         —           Issuance of common stock, net of costs         139,115         —           Payments of debt issuance costs         —         (84           Proceeds from employee stock purchase plan         1,283         881           Proceeds from stock option exercises         8,746         1,466           Net cash provided by financing activities         148,638         1,241           Effect of exchange rates on cash, cash equivalents and restricted cash         (28)         (39)           Net increase in cash, cash equivalents and restricted cash         175,281         582           Cash, cash equivalents and restricted cash, beginning of period         60,068         103,051	Purchase of cost investment	_	(308
Net cash provided by (used in) investing activities  Cash flows from financing activities:  RSUs withheld to settle employee tax withholding liability Payments on notes payable Payments on finance lease obligations Issuance of common stock, net of costs Payments of debt issuance costs Payments of debt issuance costs Proceeds from employee stock purchase plan Proceeds from stock option exercises Reffect of exchange rates on cash, cash equivalents and restricted cash Net increase in cash, cash equivalents and restricted cash Cash, cash equivalents and restricted cash, beginning of period  175,281  175,281  175,281  175,281  175,281  175,281  175,281  175,281	Purchase of short-term investments	(1,975)	(30,932
Cash flows from financing activities:  RSUs withheld to settle employee tax withholding liability  Payments on notes payable  Payments on finance lease obligations  (121) —  Issuance of common stock, net of costs  139,115 —  Payments of debt issuance costs  Proceeds from employee stock purchase plan  Proceeds from stock option exercises  Net cash provided by financing activities  Effect of exchange rates on cash, cash equivalents and restricted cash  Net increase in cash, cash equivalents and restricted cash  Cash, cash equivalents and restricted cash, beginning of period  (333) (1,022)  (333) (1,022)  (421) —  (52) —  (84)  (84	Maturities of short-term investments	24,750	25,500
RSUs withheld to settle employee tax withholding liability  Payments on notes payable  Payments on finance lease obligations  (121) —  Issuance of common stock, net of costs  Payments of debt issuance costs  Proceeds from employee stock purchase plan  Proceeds from stock option exercises  Net cash provided by financing activities  Effect of exchange rates on cash, cash equivalents and restricted cash  Net increase in cash, cash equivalents and restricted cash  Cash, cash equivalents and restricted cash, beginning of period  (333) (1,022)  (84)  (85)  (84)  (84)  (84)  (84)  (85)  (84)  (84)  (84)  (85)  (84)  (84)  (85)  (84)  (84)  (84)  (85)  (84)  (85)  (86)  (86)  (87)  (86)  (87)  (86)  (87)  (86)  (87)  (86)  (87)  (87)  (87)  (88)  (	Net cash provided by (used in) investing activities	17,984	(8,128
Payments on notes payable(52)—Payments on finance lease obligations(121)—Issuance of common stock, net of costs139,115—Payments of debt issuance costs—(84Proceeds from employee stock purchase plan1,283881Proceeds from stock option exercises8,7461,466Net cash provided by financing activities148,6381,241Effect of exchange rates on cash, cash equivalents and restricted cash(28)(39Net increase in cash, cash equivalents and restricted cash175,281582Cash, cash equivalents and restricted cash, beginning of period60,068103,051	Cash flows from financing activities:		
Payments on finance lease obligations (121) — Issuance of common stock, net of costs 139,115 — Payments of debt issuance costs — (84 Proceeds from employee stock purchase plan 1,283 881 Proceeds from stock option exercises 8,746 1,466 Net cash provided by financing activities 148,638 1,241  Effect of exchange rates on cash, cash equivalents and restricted cash (28) (39) Net increase in cash, cash equivalents and restricted cash (28) (39) Cash, cash equivalents and restricted cash, beginning of period (50,068 103,051)	RSUs withheld to settle employee tax withholding liability	(333)	(1,022
Issuance of common stock, net of costs139,115—Payments of debt issuance costs—(84Proceeds from employee stock purchase plan1,283881Proceeds from stock option exercises8,7461,466Net cash provided by financing activities148,6381,241Effect of exchange rates on cash, cash equivalents and restricted cash(28)(39Net increase in cash, cash equivalents and restricted cash175,281582Cash, cash equivalents and restricted cash, beginning of period60,068103,051		(52)	_
Payments of debt issuance costs Proceeds from employee stock purchase plan Proceeds from stock option exercises Proceeds from stock option exercises Net cash provided by financing activities  Effect of exchange rates on cash, cash equivalents and restricted cash Net increase in cash, cash equivalents and restricted cash Cash, cash equivalents and restricted cash, beginning of period  Proceeds from employee stock purchase plan 1,283 881 1,446 1,46	Payments on finance lease obligations	(121)	_
Proceeds from employee stock purchase plan1,283881Proceeds from stock option exercises8,7461,466Net cash provided by financing activities148,6381,241Effect of exchange rates on cash, cash equivalents and restricted cash(28)(39)Net increase in cash, cash equivalents and restricted cash175,281582Cash, cash equivalents and restricted cash, beginning of period60,068103,051	Issuance of common stock, net of costs	139,115	
Proceeds from stock option exercises8,7461,466Net cash provided by financing activities148,6381,241Effect of exchange rates on cash, cash equivalents and restricted cash(28)(39)Net increase in cash, cash equivalents and restricted cash175,281582Cash, cash equivalents and restricted cash, beginning of period60,068103,051	Payments of debt issuance costs	<u> </u>	(84
Net cash provided by financing activities148,6381,241Effect of exchange rates on cash, cash equivalents and restricted cash(28)(39)Net increase in cash, cash equivalents and restricted cash175,281582Cash, cash equivalents and restricted cash, beginning of period60,068103,051	Proceeds from employee stock purchase plan	1,283	881
Effect of exchange rates on cash, cash equivalents and restricted cash Net increase in cash, cash equivalents and restricted cash  Cash, cash equivalents and restricted cash, beginning of period  (28) (39) (39) (39) (39) (40) (50) (60) (60) (60) (60) (60) (60) (60) (6	Proceeds from stock option exercises	8,746	1,466
Net increase in cash, cash equivalents and restricted cash  Cash, cash equivalents and restricted cash, beginning of period  175,281  582  60,068  103,051	Net cash provided by financing activities	148,638	1,241
Cash, cash equivalents and restricted cash, beginning of period 60,068 103,051	Effect of exchange rates on cash, cash equivalents and restricted cash	(28)	(39
	Net increase in cash, cash equivalents and restricted cash	175,281	582
	Cash, cash equivalents and restricted cash, beginning of period	60,068	103,051
	Cash, cash equivalents and restricted cash, end of period	\$235,349	\$103,633

Reconciliation of GAAP measures to non-GAAP measures (in thousands, except share and per share data) (unaudited)

	Ma	onths ended arch 31,
Cost of revenue	2019 \$ 13,981	$\frac{2018}{\$}$ 9,660
Amortization of acquired intangibles	(333)	(252)
Stock-based compensation	(435)	(625)
Non-GAAP cost of revenue	13,213	8,783
Gross profit	28,838	20,859
Amortization of acquired intangibles	333	252
Stock-based compensation	435	625
Non-GAAP gross profit	29,606	21,736
Non-GAAP gross margin	69.14%	71.22%
Sales and marketing	20,071	15,776
Stock-based compensation	(2,368)	(2,435)
Non-GAAP sales and marketing	17,703	13,341
Research and development	11,485	8,171
Stock-based compensation	(1,410)	(1,310)
Non-GAAP research and development	10,075	6,861
General and administrative	10,558	7,844
Amortization of acquired intangibles	(1,297)	(571)
Stock-based compensation	(3,572)	(2,324)
Non-GAAP general and administrative	5,689	4,949
Total operating expenses	42,114	31,791
Amortization of acquired intangibles	(1,297)	(571)
Stock-based compensation	(7,350)	(6,069)
Non-GAAP operating expenses	\$ 33,467	\$ 25,151
Operating loss	\$ (13,276)	\$ (10,932)
Amortization of acquired intangibles	1,630	823
Stock-based compensation	7,785	6,694
Non-GAAP operating loss	\$ (3,861)	\$ (3,415)
Net loss	\$ (14,134)	\$ (12,342)
Amortization of acquired intangibles	1,630	823
Stock-based compensation	7,785	6,694
Non-GAAP net loss	\$ (4,719)	\$ (4,825)
Weighted average common shares outstanding, basic and diluted	32,271,067	28,434,678
Non-GAAP net loss per share	\$ (0.15)	\$ (0.17)
Net loss	\$ (14,134)	\$ (12,342)
Interest (income) expense, net	458	1,116
Income taxes, net	294	96
Depreciation and amortization	3,705	2,638
EBITDA	(9,677)	(8,492)
Stock-based compensation	7,785	6,694
Adjusted EBITDA	\$ (1,892)	\$ (1,798)
Net cash provided by operating activities	\$ 8,687	\$ 7,508
Capital expenditures	(2,773)	(253)
Additions to capitalized software development costs	(2,018)	(1,999)
Free cash flow	\$ 3,896	\$ 5,256

# (Continued) Reconciliation of GAAP measures to non-GAAP measures (in millions, except share and per share data) (unaudited)

Business outlook:		Three months ended June 30, 2019				Year ended December 31, 2019			
	L	ow end	Hi	igh end	L	ow end	H	igh end	
Net loss	\$	(14.0)	\$	(13.7)	\$	(53.3)	\$	(52.3)	
Amortization of acquired intangibles		1.8		1.8		5.9		5.9	
Stock-based compensation		9.2		9.2		38.0		38.0	
Non-GAAP net loss	\$	(3.0)	\$	(2.7)	\$	(9.4)	\$	(8.4)	
Weighted average common shares outstanding, basic and diluted	33,	,200,000	33,	200,000	33,	,400,000	33	,400,000	
Net loss per share	\$	(0.42)	\$	(0.41)	\$	(1.60)	\$	(1.57)	
Non-GAAP net loss per share	\$	(0.09)	\$	(0.08)	\$	(0.28)	\$	(0.25)	
Net loss	\$	(14.0)	\$	(13.7)	\$	(53.3)	\$	(52.3)	
Interest (income) expense, net		0.6		0.6		3.8		3.8	
Income taxes, net		0.2		0.2		0.6		0.6	
Depreciation and amortization		3.9		3.9		15.1		15.1	
EBITDA	· <u> </u>	(9.3)	· <u> </u>	(9.0)	· ·	(33.8)	·	(32.8)	
Stock-based compensation		9.2		9.2		38.0		38.0	
Adjusted EBITDA	\$	(0.1)	\$	0.2	\$	4.2	\$	5.2	