



Non-GAAP Reconciliations

In Thousands

Reconciliation to Adjusted EBITDA								
	Quarter Ended							
	<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>	<u>6/30/19</u>
Net loss	\$ (1,582)	\$ (436)	\$ (2,052)	\$ (2,466)	\$ (2,710)	\$ (2,250)	\$ (2,894)	\$ (4,238)
Provision (benefit) for income tax	(111)	(1,099)	42	(295)	5	(84)	2	1
Other (expense) income, net	3	(133)	(69)	338	244	32	104	42
Non-cash gain (loss) on embedded derivative	-	-	-	453	(27)	(26)	(24)	(190)
Non-cash gain (loss) on induced conversion	-	-	-	-	-	-	-	2,163
Depreciation & amortization	204	205	191	201	240	260	228	244
Non-cash stock compensation	200	209	237	239	235	254	304	262
Acquisition related charges	38	2	-	-	-	-	-	-
Non-employee stock issuance expense	-	-	-	-	509	-	-	-
Restructuring charges	-	-	-	-	-	252	133	-
Franchise tax settlement	-	-	-	-	-	-	318	-
Adjusted EBITDA	\$ (1,248)	\$ (1,252)	\$ (1,651)	\$ (1,530)	\$ (1,504)	\$ (1,562)	\$ (1,829)	\$ (1,716)

Reconciliation to Core Net Loss and Core Net Loss Per Share								
	Quarter Ended							
	<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>	<u>6/30/19</u>
Net loss	\$ (1,582)	\$ (436)	\$ (2,052)	\$ (2,466)	\$ (2,710)	\$ (2,250)	\$ (2,894)	\$ (4,238)
Amortization of intangible assets	132	132	115	115	115	115	95	95
Non-cash stock compensation	200	209	237	239	235	254	304	262
Non-cash gain (loss) on embedded derivative	-	-	-	453	(27)	(26)	(24)	(190)
Non-cash gain (loss) on induced conversion	-	-	-	-	-	-	-	2,163
Acquisition related charges	38	2	-	-	-	-	-	-
Non-employee stock issuance expense	-	-	-	-	509	-	-	-
Restructuring charges	-	-	-	-	-	252	133	-
Franchise tax settlement	-	-	-	-	-	-	318	-
Tax adjustment	(23)	(225)	7	(86)	2	(10)	1	-
Core net loss	\$ (1,235)	\$ (318)	\$ (1,693)	\$ (1,745)	\$ (1,876)	\$ (1,665)	\$ (2,067)	\$ (1,908)
Core net loss per share	\$ (0.15)	\$ (0.04)	\$ (0.20)	\$ (0.21)	\$ (0.22)	\$ (0.19)	\$ (0.23)	\$ (0.19)
Weighted average common shares outstanding	8,400	8,430	8,443	8,475	8,531	8,600	8,840	10,296

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