PROS Holdings, Inc.
Form 424B5
August 13, 2018
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This preliminary prospectus supplement relates to an effective registration statement under the Securities Act of 1933 but is not complete and may be changed. Neither this preliminary prospectus supplement nor the accompanying prospectus is an offer to sell these securities, and we and the selling stockholders are not soliciting an offer to buy these securities, in any jurisdiction where the offer or sale is not permitted.

Subject to completion, dated August 13, 2018

Preliminary prospectus supplement

(To prospectus dated August 13, 2018)

4,000,000 Shares

Common stock

We are offering 3,800,000 shares of our common stock, and the selling stockholders named in this prospectus supplement are offering 200,000 shares of our common stock. We will not receive any proceeds from the sale of any shares of common stock by the selling stockholders.

Our common stock is listed on the New York Stock Exchange, or NYSE, under the symbol   PRO.   On August 10, 2018, the last reported sale price of our common stock on the NYSE was $39.99 per share.

	Per share	Total
Public offering price	$	$
Underwriting discounts and commissions	$	$
Proceeds, before expenses, to us	$	$
Proceeds, before expenses, to the selling stockholders	$	$

The underwriters have an option for a period of up to 30 days from the date of this prospectus supplement to purchase up to 600,000 additional shares of common stock from us and the selling stockholders at the public offering price less underwriting discounts and commissions. If the underwriters exercise their option in full, the total underwriting discounts and commissions payable by us and the selling stockholders will be $, and the total proceeds to us and the selling stockholders, before expenses, will be $ ..

Investing in our common stock involves risks. See Risk factors beginning on page S-15 of this prospectus supplement and in the documents incorporated by reference into this prospectus supplement before making a decision to invest in our common stock.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or passed upon the adequacy or accuracy of this prospectus supplement or the accompanying prospectus. Any representation to the contrary is a criminal offense.

The underwriters expect to deliver the shares of common stock against payment in New York, New York to investors on or about   , 2018.

Joint book-running managers

J.P. Morgan   Morgan Stanley   RBC Capital Markets

Lead manager

Needham & Company

Co-managers

KeyBanc Capital Markets   Northland Capital Markets   JMP Securities Nomura

Prospectus supplement dated   , 2018.

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Prospectus supplement

Prospectus

We have not, and the underwriters and selling stockholders have not, authorized anyone to provide to you with information different from that contained in this prospectus supplement, the accompanying prospectus or any free writing prospectus prepared by us or on our behalf, and neither we, the selling stockholders nor the underwriters take responsibility for any other information others may give you. We are not, and the underwriters or selling stockholders are not, offering to sell shares of our common stock or seeking offers to buy shares of our common stock in any jurisdictions where such offers and sales are not permitted. The information contained in this prospectus supplement, the accompanying prospectus or any free writing prospectus that we may provide to you is accurate only as of the date of each document regardless of the time of delivery of this prospectus supplement and the accompanying prospectus or any sale of shares of our common stock. In case there are any differences or inconsistencies between this prospectus supplement, the accompanying prospectus or any free writing prospectus that we may provide to you and the information incorporated by reference in them, you should rely on the information in the document with the most recent date.

About this prospectus supplement

This document is in two parts. The first part is this prospectus supplement, which describes the terms of this offering of common stock and also adds to and updates information contained in the accompanying prospectus and the documents incorporated by reference into this prospectus supplement and the accompanying prospectus. The second part, the accompanying prospectus dated August 13, 2018, provides more general information about our common stock. To the extent the information contained in this prospectus supplement differs or varies from the information contained in the accompanying prospectus or the documents incorporated therein by reference, you should rely on the information in this prospectus supplement. Generally, when we refer to the prospectus, we are referring to this prospectus supplement and the accompanying prospectus combined. You should read both this prospectus supplement and the accompanying prospectus, together with the additional information described in the sections titled   Where you can find more information   and   Incorporation of certain information by reference   of this prospectus supplement, before investing in our common stock.

This prospectus supplement and the information incorporated herein by reference include trademarks, service marks, and trade names owned by us or other companies. All trademarks, service marks and trade names included or incorporated by reference into this prospectus supplement, the accompanying prospectus or any related free writing prospectus are the property of their respective owners.

Glossary of certain definitions

All references in this prospectus supplement to   we,   us,   our,   PROS,   the   Company   and similar designations refer to PROS Holdings, Inc. and consolidated subsidiaries, unless otherwise indicated or as context otherwise requires. All references to   you   are to the purchasers of our common stock in this offering.

We have included below the definitions for certain terms used in this prospectus supplement:

  AI   means artificial intelligence.

  B2B   means business-to-business.

  B2C   means business-to-consumer.

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CRM   means customer relationship management.

SaaS   means software as a service.

Statement regarding industry and market data

Market data and industry statistics and forecasts, as well as our general expectations and market position, market opportunity and market size used or referred to in this prospectus supplement and in the information incorporated herein by reference are based on independent industry publications and other publicly available information as well as our own internal estimates. In presenting this information, we have also made assumptions based on such data and other similar sources, and on our knowledge of, and in our experience to date in, the markets for our services. Although we believe that these sources and estimates are reliable, we do not guarantee the accuracy or completeness of this information and we have not independently verified this information. We obtained this information and these statistics from various third-party sources and our own internal estimates. The estimates in such information involve risks and uncertainties and are subject to change based on various factors, including those discussed under the heading Risk factors. These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by us. Accordingly, investors should not place undue reliance on this information.

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Prospectus supplement summary

This summary highlights selected information appearing elsewhere or incorporated by reference in this prospectus supplement and the accompanying prospectus and does not contain all of the information that you need to consider in making your investment decision. This prospectus supplement and the accompanying prospectus include or incorporate by reference information about the shares we are offering as well as information regarding our business and detailed financial data. You should carefully read this prospectus supplement, the accompanying prospectus and the information incorporated by reference into this prospectus supplement and the accompanying prospectus in their entirety, including especially the   Risk factors   section, as well as the documents to which we have referred you under   Where you can find additional information   below, before making an investment decision.

Overview

PROS provides end-to-end AI-powered solutions that enable fast, frictionless and personalized buying experiences for businesses to compete in today s digital economy. With the rise of digital commerce, consumers today have been trained to expect a more dynamic buying experience   they want to buy what they want, when they want, and they want to be able to move seamlessly across channels. Our solutions provide actionable intelligence that enables these dynamic buying experiences for both B2B and B2C companies across industry verticals. Our end-to-end solutions drive pricing optimization, sales effectiveness and revenue management by enabling companies to create data-driven, personalized buying experiences. Companies can use our solutions to assess the market environment in real time to deliver customized prices and offers. Our solutions enable buyers to move fluidly across our customers   direct sales, online, mobile and partner channels and have personalized experiences however they choose to buy. Our data science and AI are designed to reduce time and complexity and add actionable intelligence to help our customers outperform in their markets.

We initiated our   cloud first   strategy in May 2015 and rapidly transformed how we create, sell and deliver our solutions. Today, we are a   cloud first   business. In the 12 months ended June 30, 2018, approximately 95% of our software bookings came from our SaaS offerings, which fueled rapid growth in our subscription revenue and recurring revenue. Recurring revenue as a percentage of total revenue grew from 55% in the year ended December 31, 2015 to 79% in the 12 months ending June 30, 2018, and we achieved a 32% increase in deal volume (excluding renewals) in the six months ended June 30, 2018 compared to the six months ended June 30, 2017. We offer both single-tenant and multi-tenant solutions under our SaaS model, generally via three-year subscriptions, with pricing generally based on the number of users, data volume and revenue managed by our software.

Market opportunity

The rise of the digital economy has raised the buying expectations of B2C and B2B buyers, requiring businesses to deploy AI and data science to break down the barriers that make B2B sales processes lengthy, labor-intensive and largely offline.

We believe the total addressable market for our solutions is approximately $30 billion. We estimate that as of August 10, 2018, there are approximately 86,000 companies globally where our solutions are applicable with annual revenue of $250 million or more, which is comparable to the revenue profile of our current customer base. We calculate the size of our addressable market by multiplying the relevant average selling prices of our solutions, which may vary depending on the size of the target company, by the total number of these companies

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that we believe are potential purchasers of our solutions. We focus our go-to-market efforts on a subset of strategic industries and geographies in which we have a proven track record of success, which narrows our target market to $9 billion. These strategic industries are automotive and industrial; B2B services; cargo, freight and logistics; chemicals and energy; food and consumables; healthcare; technology and travel. We believe that our market is highly underpenetrated and that we are well positioned to capture the market for several reasons.

Our customers include many of the market leaders and well-known businesses from each of our target industries. We believe that as other companies in our target industries look to compete with industry leaders that use our products, our proven track record of driving value with those leaders will help us further penetrate these industries.

We have decades of experience refining our data science and training our AI to drive better sales decisions. We have infused our AI with deep domain knowledge of the industries that we serve to analyze industry-specific information that affects selling. Our data science and AI predict, prescribe, learn and recalibrate in areas such as commodity pricing, technology lifecycles, competition, regulation and external forces.

The use of data science and AI is becoming more mainstream in business. The rise of digital selling has created a need for data science and AI to enhance sales activities and business performance. We believe these market trends will help accelerate our growth.

Our solutions

Our solutions deliver advanced data science and AI that make it possible for companies to provide fast, frictionless and personalized buying experiences for their customers. Our algorithms mine historic sales transactions, market and other data to uncover customer buying patterns and preferences, and our solutions are designed to use this intelligence to help companies deliver winning offer, price and experiences to customers purchasing across their channels. The data science and AI embedded in our solutions also provide our customers with predictive and prescriptive guidance on key business decisions that drive improved growth and profitability, including offer optimization, product mix optimization, demand forecasting, price optimization, product configuration recommendations, cross-sell and upsell recommendations, attrition detection, and willingness to pay.

Our software operates in large, complex and demanding information technology environments. Our high-performance software architecture supports real-time, high-volume transaction processing and handles the processing and database requirements of global enterprise customers, including those who need to respond to their customers with sub-second electronic response requirements. We provide standardized configurations of our software based on the industries we serve and offer professional services to configure these solutions to meet the specific needs of each customer.

Our solutions enable a consistent buyer experience across channels and include SellingPRO, PricingPRO and RevenuePRO.

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Solutions for selling

Our SellingPRO solutions deliver simplicity combined with the power of AI to deliver a comprehensive set of quoting, configuration and eCommerce applications.

PROS Deal Desk accelerates responsiveness to customers by providing instant analytics that highlight responsive product and pricing opportunities to improve the profitability of each deal. Powered by AI, Deal Desk provides the tools needed to quickly analyze and model large, complex opportunities or requests and instantly create proposals with responsive products, services, terms and pricing. Deal Desk also simplifies deal approval processes and accelerates responsiveness by automating quote generation and approval workflows.

PROS Smart CPQ automates and simplifies the configuration, pricing and quoting process for sales teams, empowering them to instantly create accurate, personalized solutions for each customer. What makes Smart CPQ different is the combination of AI and guided selling with configuration and quoting capabilities.

PROS eCommerce provides offer and pricing intelligence through personalized and consistent customer experiences across sales channels such as customer partner internet portals and eCommerce websites. SellingPRO eCommerce edition also enables companies to reach new sales markets and add new sales channels from a single product and configuration repository.

PROS Opportunity Detection applies machine learning to analyze transaction activity, uncover buying behavior trends and identify new opportunities. Using techniques such as outlier detection, churn forecasting and clustering algorithms, it finds inconsistent, declining and gap purchasing behaviors at the product level for each customer. These sales opportunity recommendations are then presented to sales representatives, partners or directly to customer via digital commerce to drive instant evaluation and action.

Solutions for pricing

Our PricingPRO solutions deliver insight into pricing practices, enhance control over pricing execution and provide prescriptive pricing recommendations to the sales team. PricingPRO includes the following solutions:

PROS Control helps companies replace spreadsheets and manual updates with a single system of record for comprehensive and centralized price management, pricing strategy and execution. With this real-time solution, companies can identify revenue and margin leakages, manage and enforce pricing policies, quickly change strategies, and eliminate pricing errors.

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PROS Guidance provides AI-driven, market-based pricing and offers guidance to help sales teams confidently negotiate pricing on each deal.

Solutions for revenue management

Our RevenuePRO solutions are a set of integrated software solutions that enable enterprises in the travel industry, including the airline, hotel and cruise industries, to pursue revenue and profit-maximizing business strategies through the application of advanced forecasting, optimization technologies and offer-creation capabilities. These solutions are designed to empower companies to quickly adapt to changing market conditions, differentiate customers by market and sales channel, monitor pricing and revenue management performance, and increase customer loyalty by providing the right products and services to the right customer at the right time. Our RevenuePRO suite of products includes the following solutions:

PROS Revenue Management delivers algorithmic forecasting and network optimization for the travel industry. Companies leverage our demand management and forecasting capabilities to determine overbooking levels and manage fare values as pricing updates become available.

PROS Group Sales Optimizer is a comprehensive group revenue optimization solution powered by dynamic pricing science that enables companies to manage group bookings, contracts and policies in one location across all users.

PROS Real-Time Dynamic Pricing is a scalable solution that offers accurate availability across all channels, while keeping the rules, fares and other data in sync. The solution computes availability in real time and dynamically applies biases, or strategies, to seat availability so that airlines can maximize revenue and enable offer optimization.

PROS Shopping delivers fast, accurate and comprehensive flight search results to travelers.

PROS Merchandising helps airlines to increase conversion and revenues per passenger by selling extra baggage, legroom and other ancillary services dynamically. Airlines can upsell at any time in the customer journey using rich content for a superior shopping experience across direct distribution channels.

Technology

Software Architecture. Our software architecture is based on open standards such as Java, C/C++, HTML5, JavaScript, XML, and HTTP. We have created a component-based design in a service-oriented architecture to develop a flexible, layered framework. This framework supports parallel and independent evolution and innovation in technologies and product features.

Micro-services Architecture. A comprehensive web services interface is at the heart of our architecture. This interface enables extension onto other platforms and the creation of rich integrated solutions.

Embedded Science. Our robust science-based capabilities such as forecasting, optimization, segmentation and price guidance allow us to leverage the deep expertise and research of our science and research group in our solutions. These capabilities are industry-independent and are validated using our proprietary verification and testing processes.

Scalability. We leverage modern big-data technologies such as MapReduce and Hadoop®, NoSQL databases such as Cassandra and MongoDB®, and in-memory and column-oriented data stores to scale to large data volumes

and high user request rates. The scalability of our software solutions has been tested and validated in conjunction with third-party vendors.

Data Integration. The data needed to execute and optimize sales, quoting, pricing, rebate and revenue management functionality typically resides in multiple sources, such as a company s enterprise resource planning, supply chain management, CRM reservations and inventory systems, third-party data sources and industry-specific transaction systems. Our data integration capabilities utilize web services and file-based data interfacing to bring data from disparate sources together into a single cohesive database, both in real time and through scheduled batch tasks. We also provide certified content for integration with SAP as well as integration development services using industry standard tools.

User Interface. Our technology provides a rich, browser-based interface that supports both local and remote users. This interface supports a wide variety of interactive charts and other data views, and provides a comprehensive data security model based on user role and scope of responsibility. We also offer capabilities for multiple mobile devices, tablets, CRM systems and client applications.

Cloud Infrastructure. Our SaaS solutions are fully architected, scaled and managed to meet enterprise-class data demands. We currently deliver our solutions from enterprise cloud computing platform providers, including Microsoft Azure and IBM Bluemix, as well as from secure co-location data centers operated by third parties. Our infrastructure is designed to achieve high levels of security, scalability, performance and availability. We provide a highly secure computing environment as well as high application availability.

Subscription services

Our subscription services provide customers with access to our software within a cloud-based IT environment that we manage and offer to customers on a subscription basis and allow our customers to benefit from our latest cloud innovations and to reduce infrastructure, installation and ongoing administration requirements. We also offer cloud-based services to existing customers who previously purchased licenses to our software to access that software within a cloud-based IT environment that we manage. This allows those customers to reduce infrastructure and ongoing administration requirements as an alternative to their on-premises deployment of our software. We generally offer these services via 24- to 60-month contracts with pricing based on the data volumes, number of users and service levels requested.

Sales and marketing

We sell and market our software solutions primarily through our direct global sales force and indirectly through resellers and systems integrators. Our sales force is organized by our target markets, including automotive and industrial, cargo and logistics, chemicals and energy, food and beverage, healthcare, high tech and travel. Our sales force is responsible for the worldwide sale of our solutions to new and existing customers.

Our marketing activities consist of a variety of programs designed to generate sales leads and build awareness of our solutions. We host conferences for sales, pricing, and revenue management professionals, host informational webinars and participate in and sponsor other industry and trade conferences and organizations. We also increasingly use digital channels including search and content syndication to reach our target market.

Professional services

We provide software-related professional services, including implementation and configuration services, consulting and training.

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Implementation and configuration

Our software solution implementations have a standardized and tested implementation process developed through years of experience implementing our software solutions in global enterprises across multiple industries. Our professional services team works closely with our customers to develop an integrated project plan to help them accelerate time to value. Pursuant to these plans, we provide configuration services related to our solutions. In addition to our own internal professional services team, we also work with a team of globally diverse partners who have been certified to implement our software.

Strategic services

Our strategic services include discovery and insight consulting to analyze a customer s current pricing processes and data, identifying and prioritizing specific high-value pricing opportunities, and recommending pricing best practices and strategic pricing services. We also offer change management, pricing process redesign, pricing organizational design, opportunity assessment and performance management consulting. These strategic services enhance our partnerships with our customers and help them achieve their specific pricing goals.

Training

We offer training to both our customers and partners to increase the knowledge and skills to deploy and use the full functionality of our software solutions. We offer an array of live and virtual classroom training, as well as tailored, private on-site classroom training. Our courses include training on all aspects of our software solutions, from introductory on-demand mini-courses to multi-day hands-on deep technical classroom sessions.

Maintenance and support

We offer ongoing maintenance and support services for our software solutions using a global model to support our customers across major geographies. Maintenance enrollment entitles a customer to solicit support through a web-based interface which allows the customer to submit and track issues, access our online knowledge base and receive unspecified upgrades, maintenance releases and bug fixes during the term of the support period on a when-and-if-available basis. In addition, our customer support personnel respond to customer issues using an escalation process that prioritizes reported issues based on a defined set of severity levels, as well as assists customers in deploying our standard releases for each software solution by providing release web seminars and documentation. Maintenance fees are an important source of recurring revenue, and we invest significant resources in providing these services. Revenue from maintenance and support services comprised 41%, 45%, and 38% of our total revenue in 2017, 2016 and 2015, respectively. We expect our maintenance revenue will decrease over time as a result of existing customers migrating from our on-premises solutions to our cloud solutions and customers purchasing fewer licenses to our software as a result of our cloud strategy.

Customers

We sell our software solutions to customers across many industries, including manufacturing, distribution, and services industries, including automotive and industrial; B2B services; cargo, freight and logistics; chemicals and energy; consumer goods; insurance; food and consumables; healthcare; technology; and travel. Our customers are generally large global enterprises, although we also have customers that are much smaller in scope of operations. In each of 2017, 2016 and 2015, we had no single customer that accounted for 10% or more of revenue.

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International operations

We are a global company that conducts sales, sales support, professional services, product development and support, and marketing around the world. Our headquarters is located in Houston, Texas, and we have additional field operations through our operating subsidiaries in Australia, Bulgaria, Canada, France, Germany, Ireland, United Arab Emirates, United Kingdom and the United States. We conduct development activities predominantly in Bulgaria, France and the United States, and also utilize third-party contractors in Bolivia, Colombia and India. We plan to continue to expand our operations in international locations to meet the strategic objectives of our business.

Approximately 63%, 63% and 62% of our total revenue came from customers outside the U.S. for the years ended December 31, 2017, 2016 and 2015, respectively.

Employees

As of June 30, 2018, we had 1,097 full-time personnel, including employees and outsourced personnel.

Corporate information

We were incorporated in Texas in 1985. We reincorporated as a Delaware corporation in 1998. In 2002, we reorganized as a holding company in Delaware. Our principal executive offices are located at 3100 Main Street, Suite 900, Houston, Texas 77002. We report as one operating segment with our Chief Executive Officer acting as our chief operating decision maker. Our telephone number is (713) 335-5151. Our website is www.pros.com. Our website and the information contained therein or connected thereto are not intended to be incorporated into this prospectus.

The offering

Issuer	PROS Holdings, Inc.
Common stock offered by us	3,800,000 shares (or 4,200,000 shares if the underwriters exercise their option to purchase additional shares in full)
Common stock offered by the selling stockholders	200,000 shares (or 400,000 shares if the underwriters exercise their option to purchase additional shares in full)
Common stock to be outstanding after this offering	36,511,339 shares (or 36,911,339 shares if the underwriters exercise their option to purchase additional shares in full)
Option to purchase additional shares of common stock	We and the selling stockholders have granted the underwriters an option to purchase up to 600,000 additional shares of our common stock. This option is exercisable, in whole or in part, for a period of 30 days from the date of this prospectus supplement.

Use of proceeds

We estimate that the net proceeds from this offering to us will be approximately $144.9 million, or $160.2 million if the underwriters exercise in full their option to purchase additional shares, based on an assumed public offering price of $39.99 per share, which is the last reported sale price of our common stock on the NYSE on August 10, 2018, in each case after deducting underwriting discounts and commissions and estimated offering expenses payable by us.

We intend to use the net proceeds to us from this offering for general corporate purposes, including research and development, acquisitions, the development of our products, sales and marketing initiatives, expansion of our commercial organization, general administrative expenses, working capital and capital expenditures. We may also use a portion of the net proceeds to us of this offering to repay certain of our outstanding 2.00% Convertible Senior Notes due December 1, 2019. See   Use of proceeds.

We will not receive any proceeds from the sale of shares of our common stock by the selling stockholders.

Risk factors	Investing in our common stock involves a high degree of risk. See Risk factors beginning on page S-15 and in the documents incorporated by reference into this prospectus supplement and accompanying prospectus for a discussion of some of the factors you should carefully consider before deciding to invest in shares of our common stock.
NYSE symbol	PRO

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Unless otherwise indicated, all information in this prospectus supplement relating to the number of shares of common stock that will be outstanding after this offering is based on 32,711,339 shares of common stock outstanding at June 30, 2018, and excludes any securities convertible into or exercisable for our common stock. See Note 2 to our unaudited condensed consolidated financial statements included in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2018, which is incorporated by reference into this prospectus supplement, along with the other documents to which we have referred you under Where you can find additional information, for more information regarding outstanding securities convertible into or exercisable for our common stock as well as the number of shares of common stock reserved for future issuance under our equity incentive plans.

Unless otherwise noted, the information in this prospectus supplement assumes the underwriters do not exercise their option to purchase additional shares and no settlement of any securities convertible into our common stock.

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Summary consolidated financial and other data

The following tables summarize our consolidated financial and other data. We have derived the consolidated statements of operations data for the years ended December 31, 2015, 2016 and 2017 and the consolidated balance sheet data as of December 31, 2015, 2016 and 2017 from our audited consolidated financial statements incorporated by reference into this prospectus supplement. The summary consolidated statement of operations data for the six months ended June 30, 2018 and the summary consolidated balance sheet data as of June 30, 2018 have been derived from our unaudited interim consolidated financial statements incorporated by reference into this prospectus supplement. The summary consolidated statement of operations data for the last 12 months ended June 30, 2018 have been derived by combining our statement of operations data for the six months ended June 30, 2018 with such data for the year ended December 31, 2017, and subtracting our statement of operations data for the six months ended June 30, 2017.

We have included, in our opinion, all adjustments, consisting only of normal recurring adjustments, that we consider necessary for a fair presentation of the financial information set forth in those statements. Our historical results are not necessarily indicative of the results that should be expected in the future, and our interim results for the six months ended June 30, 2018 are not necessarily indicative of the results that should be expected for the full year 2018 or any other period.

You should read this summary consolidated financial data together with Management s Discussion and Analysis of Financial Condition and Results of Operations and our audited and unaudited consolidated financial statements and related notes, included in our Annual Report on Form 10-K for the year ended December 31, 2017 and our Quarterly Report on Form 10-Q for the quarter ended June 30, 2018, respectively, each incorporated by reference into this prospectus supplement.

(in thousands, except per share data)	Last 12 months ended June 30, 2018		Six months ended June 30, 2018	2017	Year ended December 31, 2016	2015
		(unaudited)				
Selected consolidated statement of operations data:						
Total revenue	$ 183,617	$	95,336	$ 168,816	$ 153,276	$ 168,246
Gross profit	109,501		57,091	100,250	89,923	106,836
Loss from operations	(58,305)		(27,740)	(64,943)	(65,398)	(55,497)
Net loss	$ (73,906)	$	(35,700)	$ (77,926)	$ (75,225)	$ (65,811)
Net loss attributable to common stockholders per share:						
Basic and diluted	$ (2.29)	$	(1.10)	$ (2.46)	$ (2.47)	$ (2.23)
Weighted average number of shares:						
Basic and diluted	32,206		32,514	31,627	30,395	29,578

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(in thousands)	Last 12 months ended June 30, 2018		Six months ended June 30, 2018	2017	Year ended December 31, 2016	2015
			(unaudited)			
Revenue						
Subscription	$ 77,879	$	42,988	$ 60,539	$ 38,158	$ 28,989
Maintenance & support	66,999		32,799	69,408	68,565	63,666
Subtotal	144,878		75,787	129,947	106,723	92,655
License	4,043		1,761	5,562		