Welcome to Investor Day 2022

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Agenda

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Safe harbor

This presentation 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 our financial outlook, long-term financial targets, product development, business strategy and plans, market trends and market size, opportunities, positioning and expected benefits that will be derived from the acquisition of Auth0, Inc. These forward-looking statements are based on current expectations, estimates, forecasts and projections. Words such as "expect," "anticipate," "should," "believe," "hope," "target," "project," "goals," "estimate," "potential," "predict," "may," "will," "might," "could," "intend," "shall" and variations of these terms and similar expressions are intended to identify these forward-looking statements, although not all forward-looking statements contain these identifying words. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. For example, the market for our products may develop more slowly than expected or than it has in the past; there may be significant fluctuations in our results of operations and cash flows related to our revenue recognition or otherwise; we may fail to successfully integrate any new business, including Auth0, Inc.; we may fail to realize anticipated benefits of any combined operations with Auth0, Inc.; we may experience unanticipated costs of integrating Auth0, Inc.; the potential impact of the acquisition on relationships with third parties, including employees, customers, partners and competitors; we may be unable to retain key

personnel; global economic conditions could worsen; a network or data security incident that allows unauthorized access to our network or data or our customers' data could damage our reputation and cause us to incur significant costs; we could experience interruptions or performance problems associated with our technology, including a service outage; the impact of COVID-19 and variants of concern, related public health measures and any associated economic downturn on our business and results of operations may be more than we expect; and we may not be able to pay off our convertible senior notes when due. Further information on potential factors that could affect our financial results is included in our most recent Quarterly Report on Form 10-Q and our other filings with the Securities and Exchange Commission. The forward-looking statements included in this presentation represent our views only as of the date of this presentation and we assume no obligation and do not intend to update these forward-looking statements.

Any unreleased products, features or functionality referenced in this presentation are not currently available and may not be delivered on time or at all. Product roadmaps do not represent a commitment, obligation or promise to deliver any product, feature or functionality, and you should not rely on them to make your purchase decisions.

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Vision and Strategy

Todd McKinnon
CEO & Co-Founder, Okta

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10 | Celebrating ten years of Oktane

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Better Together

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auth0

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Free everyone
to safely use any
technology

Identity was siloed and not integrated

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Cloud   Security   Digital transformation

Every C-suite leader uses identity

CMO, CDO, digital teams

Conversion

Frictionless onboarding

CEO

Business acceleration

CTO, app dev teams

Unifying identity

User management

Identity

CPO, product team

Engagement

Omnichannel access

CFO

Revenue growth

CIO, CISO, IT, security teams

Creating trust

Security and privacy
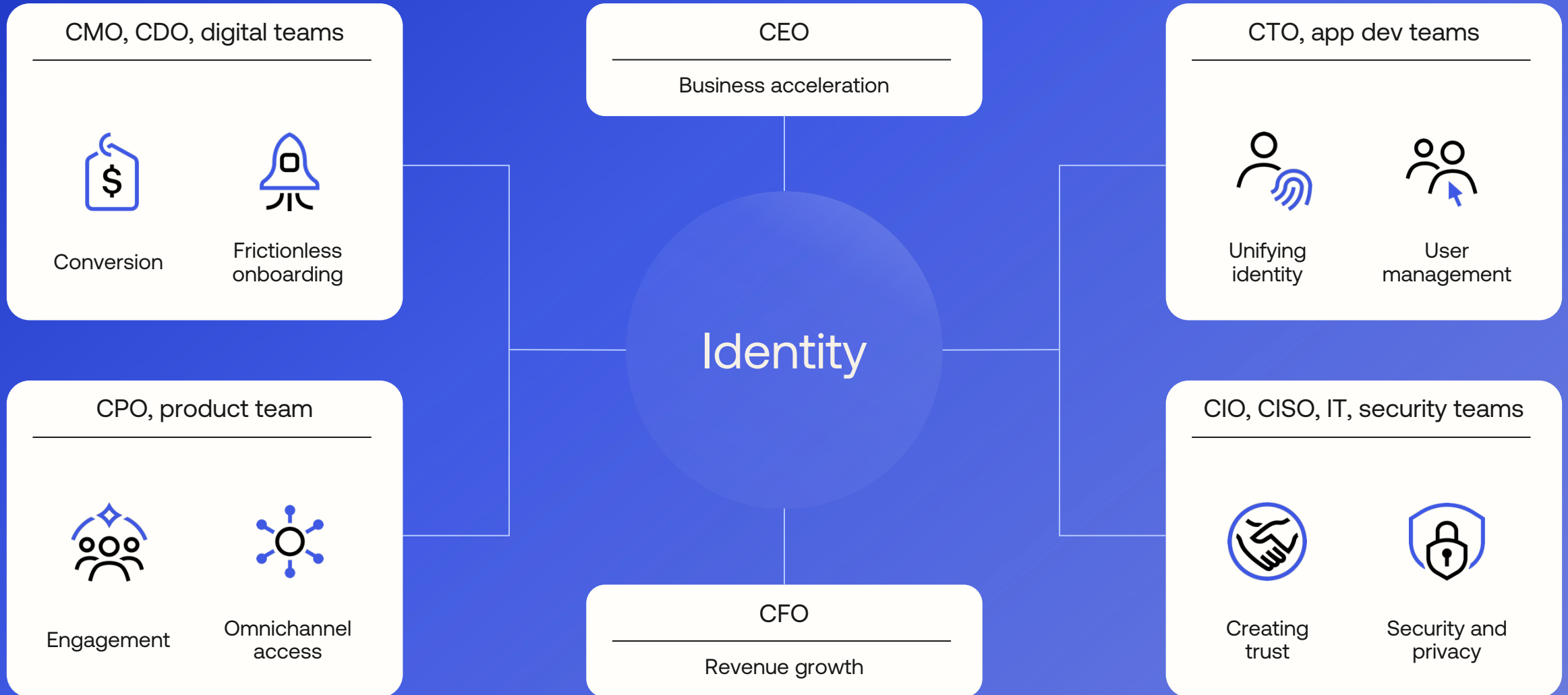
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16,400+ Customers trust okta
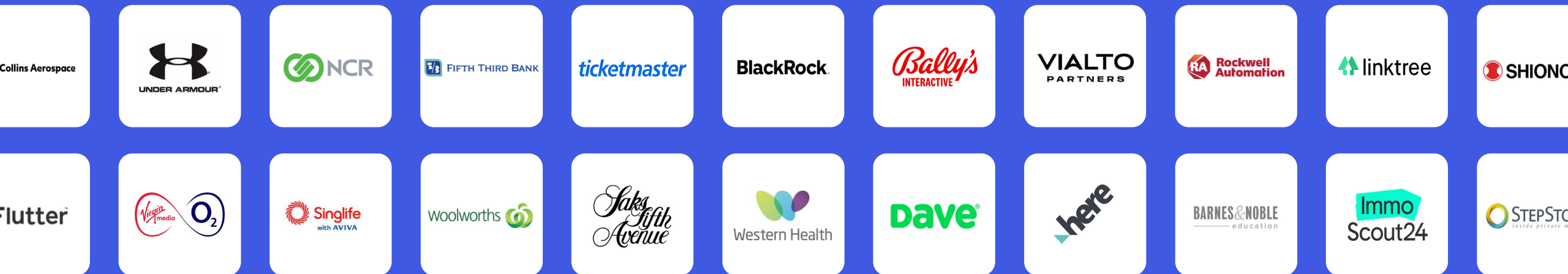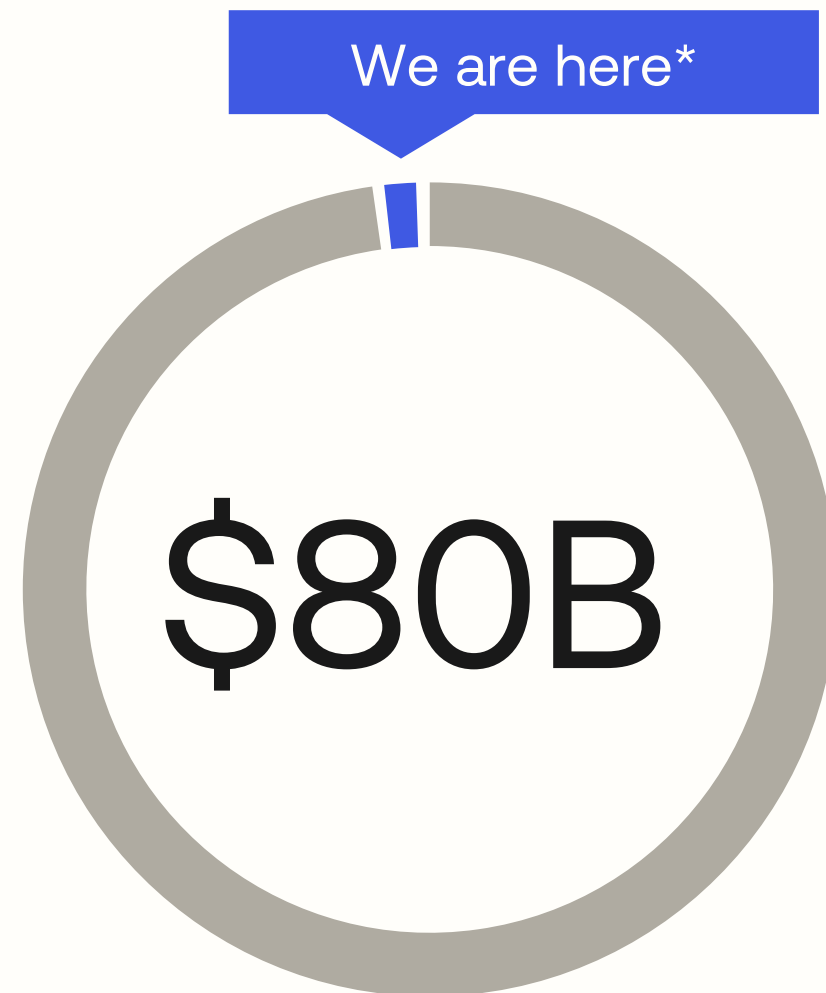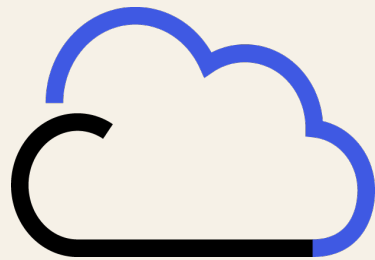
Workforce Identity

Reaching a tipping point in the identity market

More total worldwide identity revenue came from SaaS products **(54%)** than on-premises **(46%)** solutions for the first time in 2021[1]

1) IDC, Worldwide Identity and Access Management Market Shares, 2021: Advanced Authentication Drives Continued Growth, June 2022

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We've seen this before in other markets
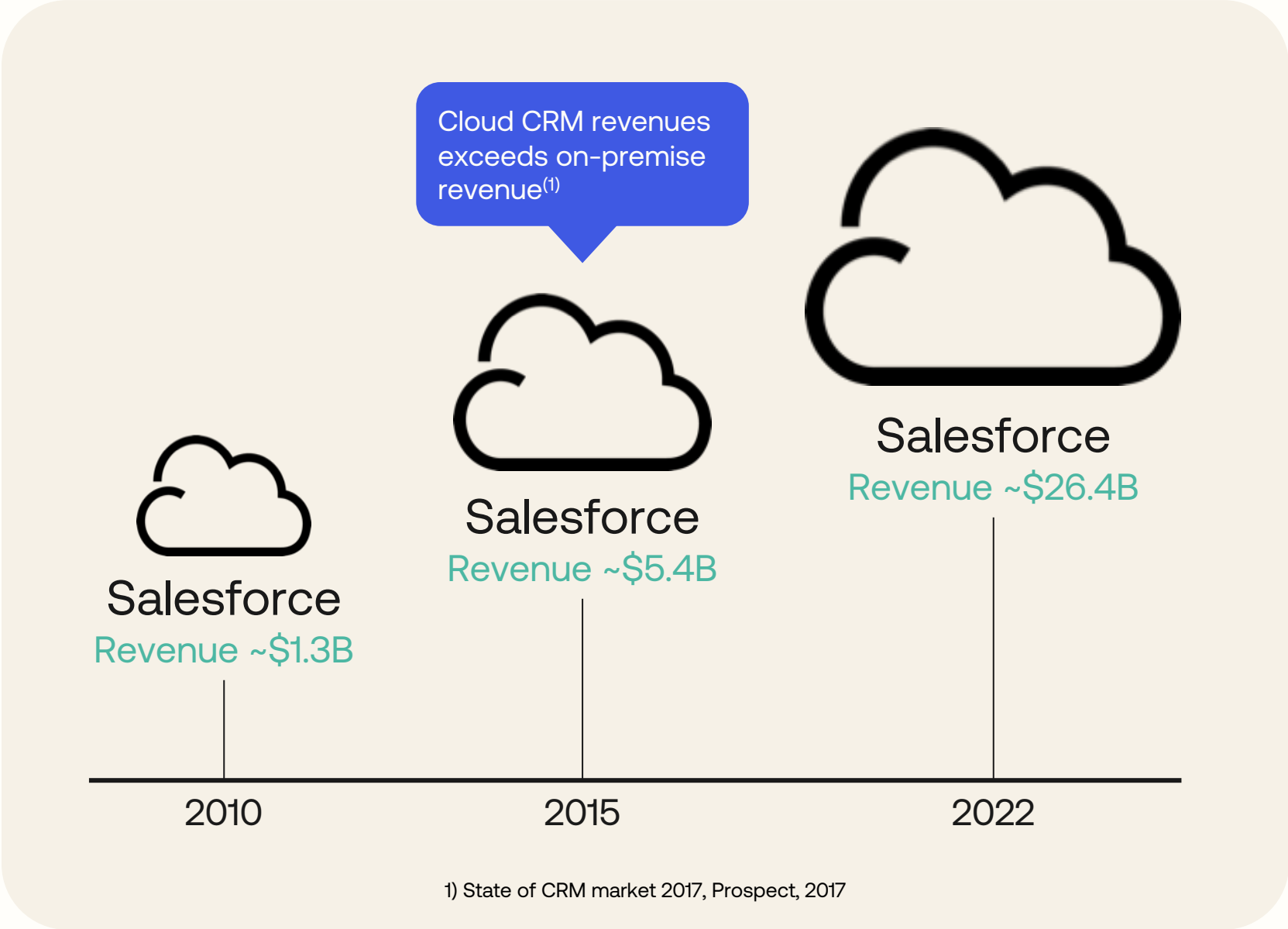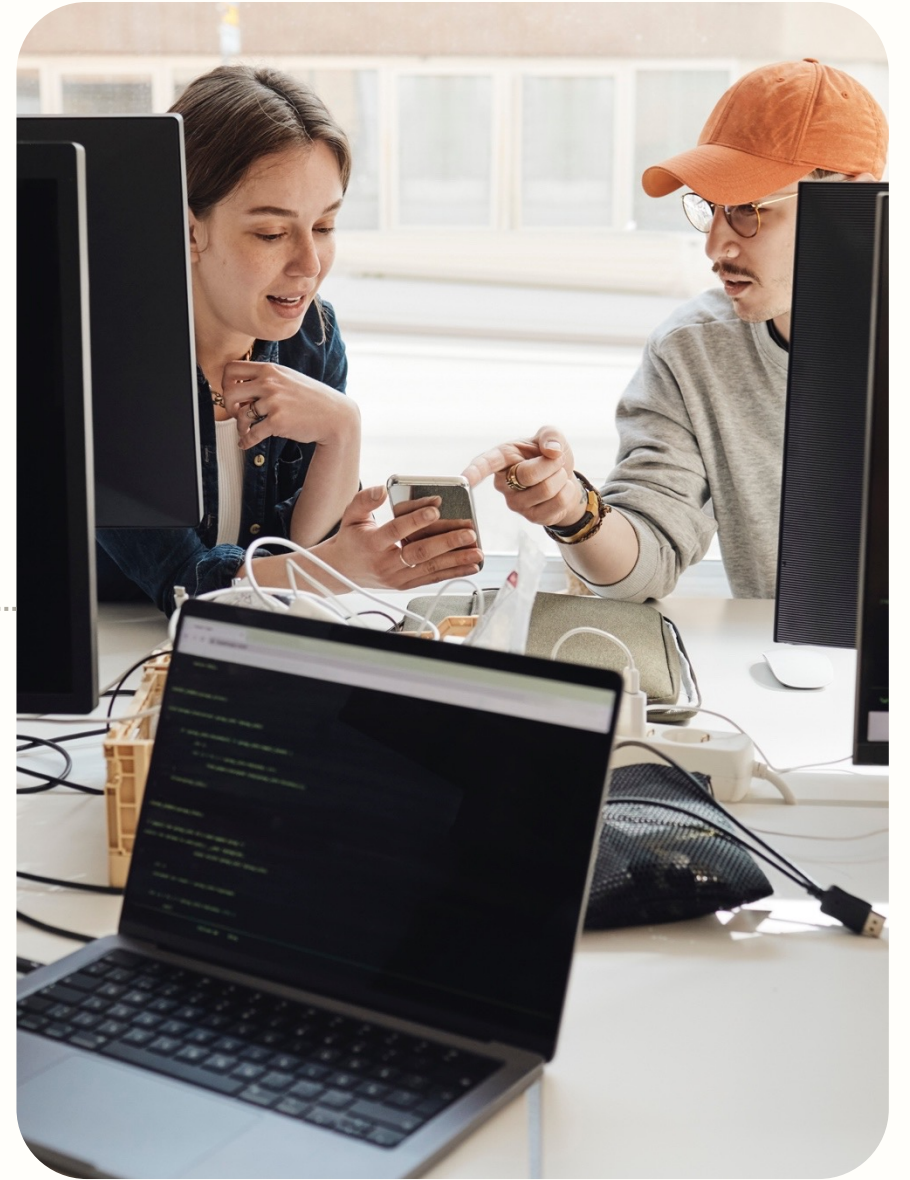
Cloud CRM revenues exceeds on-premise revenue[1]

Salesforce
Revenue ~$1.3B

Salesforce
Revenue ~$5.4B

Salesforce
Revenue ~$26.4B

2010

2015

2022

1) State of CRM market 2017, Prospect, 2017

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Customer
Identity

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Ecosystem of choice

Monolithic
platforms

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Independence + Neutrality = Choice

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7,000+ Okta Integration Network

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Integration Network
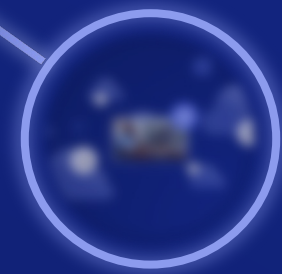
Workforce Identity Cloud

Employees • Contractors • Business Partners

okta
Integration Network

Customer Identity Cloud

Consumer Apps and Digital Experiences • SaaS Apps

auth0

Two clouds, one okta

Building the leading identity platform
to address every use case

Moving the industry standard forward

Enabling the future of innovation

Positioning Okta as a primary cloud
and strategic vendor

Okta Identity Platform

Who you'll hear from today

Eugenio Pace

President, Okta Customer
Identity and Auth0 Co-founder

Sagnik Nandy

President and Chief Development
Officer, Workforce Identity

Susan St. Ledger

President of Worldwide
Field Operations

Brett Tighe

Chief Financial Officer

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Guest speakers

John Podboy

SVP Cybersecurity
at Fifth Third Bank

Kim Huffman

Chief Information Officer
at TripActions

Chris Gruscz

General Manager, WW ISV
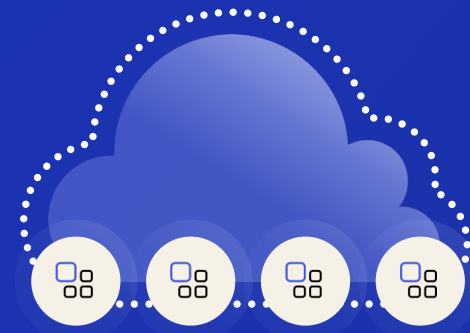Alliances & Marketplace at AWS

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Workforce Identity Cloud

Employees • Contractors • Business Partners

Customer Identity Cloud

Consumer Apps and Digital Experiences • SaaS Apps

auth0

okta Customer Identity Cloud

auth0 | Consumer Apps and Digital Experiences • SaaS Apps

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Customer Identity is a
$30B
Market[1]

Opportunity

Millions of organizations worldwide[2]

Predominantly build-it-yourself and greenfield opportunity

48K active free subscriptions and 17K paying self-service subscriptions on Auth0 platform[3]

45% of new Auth0 logos added in 1H FY23 came from self-service customers and start up plans

1) See Appendix for TAM calculation methodology
2) Based on internal Okta research
3) As of Q2FY23

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Global Customer Base Through Product Led Growth

wabi

Retail & Finance, Argentina

"WABI is scalable and we need a partner that is, too. We believe [Okta] Auth0 will support us in getting there."

Juan Manuel Mingo
Business Manager, Wabi

Acast

Media, Sweden

"We've been growing nearly 2x every year, and we needed a better way to scale our authentication... without sacrificing security."

Olle Lundberg
Sr Engineering Manager, Acast

ScreenCloud

SaaS, Thailand

"We also save significant resources on maintaining and updating identity management."

Brian Dewangga
Enterprise Product Manager, ScreenCloud

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Consumer Apps & Digital Experiences

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We Can No Longer Compromise

SECURITY

PRIVACY

CONVENIENCE

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SaaS Apps

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okta Customer Identity Cloud

auth0 | For Developers

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Okta's Developer Ecosystem

okta
Customer
Identity Cloud
auth0

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Okta's Developer Ecosystem

Okta Enterprise Connection
Now free for Customer Identity Cloud customers

Enterprise Identity Benchmark
Available on Okta.com

auth0 for startups
by Okta

Customer Identity Cloud

auth0 | Consumer Apps and Digital Experiences   • SaaS Apps

Okta Identity Platform

okta Customer Identity Cloud

auth0 | Consumer Apps and Digital Experiences • SaaS Apps

The leader in an under-penetrated market with a large TAM

Expanding our capabilities to win Consumer and SaaS builders

Reaching key buyers on both sides of Workforce and Customer Identity

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Customer Spotlight
Fifth Third Bank

John Podboy
SVP Cybersecurity, Fifth Third Bank

Okta Products:
Workforce Identity Cloud &
Customer Identity Cloud

Eric Kelleher
Chief Customer Officer, Okta

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Workforce Identity Cloud

Sagnik Nandy
President and Chief Development Officer,
Workforce Identity

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Workforce Identity Cloud

Employees • Contractors • Business Partners

Customer Identity Cloud

Consumer Apps and Digital Experiences • SaaS Apps

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Connect everything
in a boundaryless world

okta Workforce Identity Cloud

Employees · Contractors · Business Partners

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T Mobile

Thousands of corporate employees

7,000+ Retail Stores

100,000+ retail, wholesale, and call center partners

Reduced number of daily auth events per user by 90%

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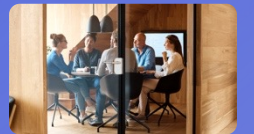
Workforce Identity is a $50B Market

- Core Workforce Identity market opportunity of $35B[1]

- Identity Governance & Administration and Privileged Access Management market opportunity of $15B[1]

- 1 billion knowledge workers[2] and 3.3 billion total workers worldwide[3]

- 82% of cyber security breaches can be attributed to stolen credentials, phishing, or human element[4]

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A Track Record of Customer Focused Innovation

Okta Product Innovation

Privileged Access

Identity Governance

Device Trust

Identity Engine

FastPass

Workflows

Access Gateway

Advanced Server Access

2018   2019   2020   2021   2022   2023
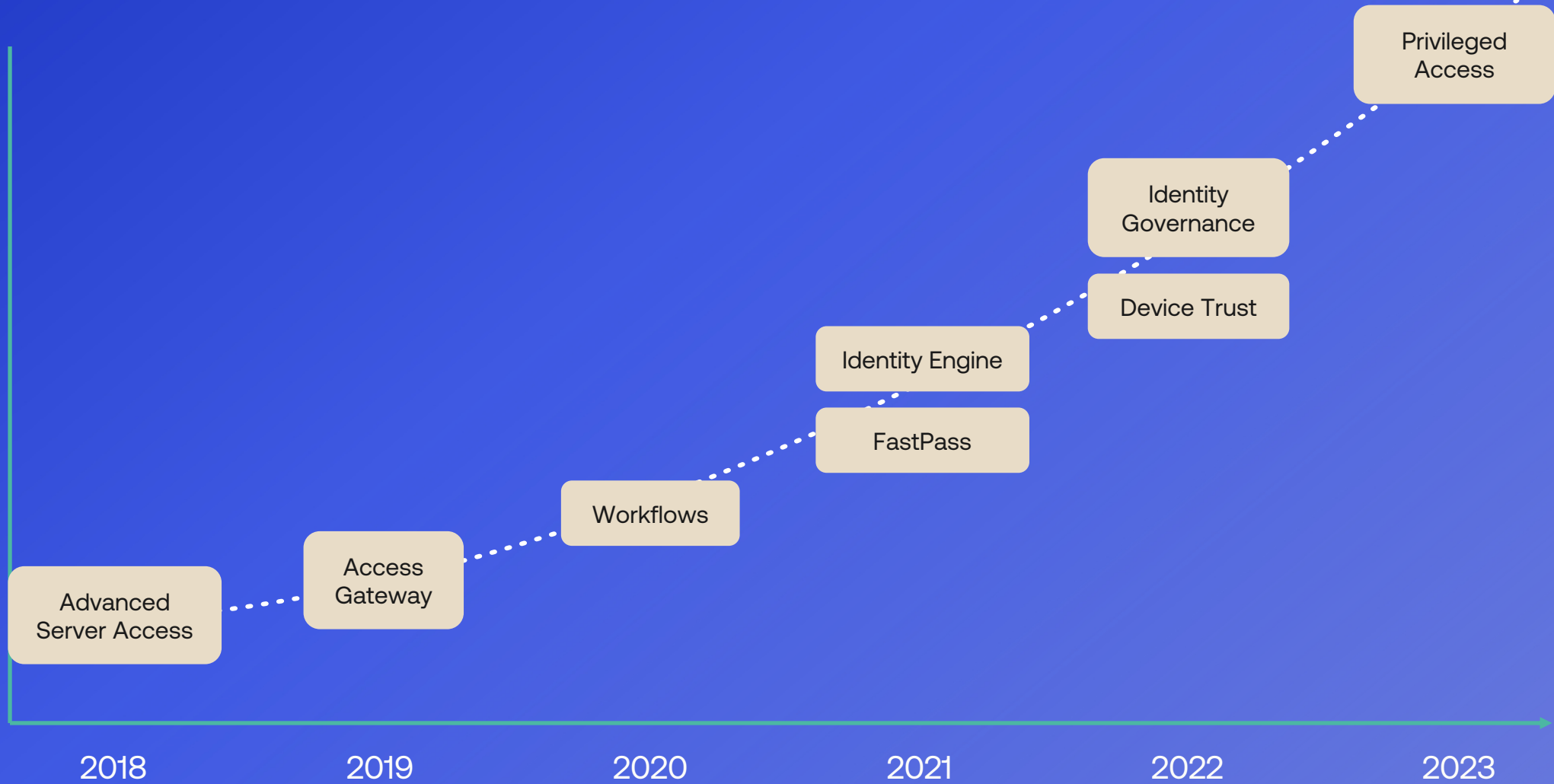
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Any user. Any device. Any resource.

FastPass advanced phishing resistance
Generally available Q1 2023

WebAuthn enhanced control
Early access Q1 2023

Passkey management
Early Access Now

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Okta Identity Governance
Available now in North America
And globally in Q4 of 2022

Access Requests

Access Reviews

Entitlement Management
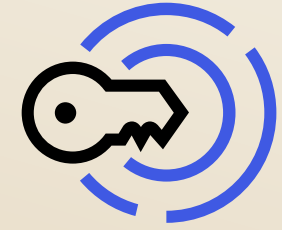
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One Unified Workforce Identity Solution

Access Management

Workforce Identity

Privileged Access

Identity Governance

Workflow

Platform Services

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kyndryl™

"Okta's unified identity solution is a big part of how we make access and governance simple and secure across our IT estate and more than 90,000 employees."

Cory Musselman
Chief Information Security Officer

- ✓ Retiring 22 independent identity services
- ✓ Reduced FOUR identities per employee to only ONE
- ✓ Reduced Identity provisioning from ~5 days to hours

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New security
templates

Generally available now

Okta
Workflows

Connector
Builder

Generally available
in Q1 of 2023

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okta Workforce Identity Cloud

Employees • Contractors • Business Partners

Connect everything in a boundaryless world

Innovating to solve the biggest workforce identity challenges

Reaching key buyers on both sides of Workforce and Customer Identity

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Customer Spotlight
TripActions

Kim Huffman
Chief Information Officer, TripActions

Okta Products:
Workforce Identity Cloud &
Customer Identity Cloud

Eric Kelleher
Chief Customer Officer, Okta

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Go-To-Market Update

Susan St. Ledger
President of Worldwide Field Operations

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Integration Progress

Market Evolution

Why the Market is Coming to Us

GTM Strategy

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Integration Progress

Market Evolution

Why the Market is Coming to Us

GTM Strategy

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Integration Progress

Unified CRM systems

Unified Product Marketing Teams

Sales Enablement

Sales Incentives

Slowed Hiring

Meaningful Attrition Improvement

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Integration Progress

Market Evolution

Why the Market is Coming to Us

GTM Strategy

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Large Addressable Market

Total Workforce $50B

IGA + PAM
$15B

Expanded use cases
Workforce Identity

$35B

+

Customer Identity
$30B

=
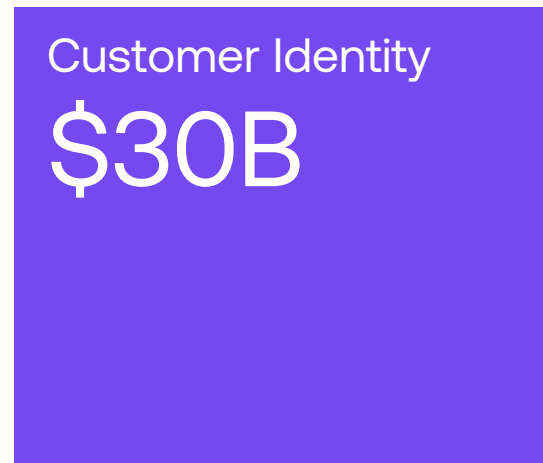
Total TAM of
$80B

See Appendix for TAM calculation methodology.

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Everybody needs Okta

Integration Progress

Market Evolution

Why the Market is Coming to Us

GTM Strategy

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Employee Experience

Workforce Identity Drivers

IT Efficiency

Cloud Migration and Modernization

Security

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Customer Experience

Customer Identity
Drivers

Consumer Apps
Acquire/Convert

SaaS Apps

Fraud

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Customer Experience

Consumer Apps
Acquire/Convert

SaaS Apps

SaaS Market has a forecasted **27.5%** CAGR during 2021-2028

Fortune Business Insights | Software as a Service (SaaS) Market Research Report | Jan. 2022

Fraud

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Creating seamless omnichannel experiences

WARBY PARKER · FIFTH THIRD BANK · FARMERS INSURANCE · MassMutual · GYMSHARK · coles · THE ICONIC · lululemon

Centralizing the login experience

Blackboard · Dignity Health · FIDELITY NATIONAL FINANCIAL · b: bazaarvoice · SIEMENS · toast · S&P Global · Takeda

Decreasing friction to acquire and convert

Crate&Barrel · ARDUINO · HEADSPACE · Flo · HESTA · alma · DICK'S SPORTING GOODS · LUSH · IMPERFECT FOODS

Unifying loyalty benefits

Albertsons · MGM RESORTS INTERNATIONAL · LATAM · jetBlue · Jersey Mike's SUBS · 1-800 flowers.ca · Cox AUTOMOTIVE · AFL

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Customer Experience

Consumer Apps
Acquire/Convert

SaaS Apps

Customer Identity
Drivers

Fraud

okta

Customer Identity
Drivers

Consumer Apps
Acquire/Convert

SaaS Apps

Fraud

By 2025, cloud-native platforms will serve as the foundation for more than **95%** of new digital initiatives — up from less than **40%** in 2021.

Source: Top Strategic Technology Trends for 2022 Published October 2021, by Analyst: David Groombridge, et al, Gartner

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What application components take the most **time** and **work** to build and maintain in-house?

Source: How Development Teams Purchase SaaS Oct 2020

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MOST

Payment Processing

Authentication

Data Management and Storage

DevOps Tooling and Automation

Monitoring

LEAST

GTM Strategy

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Better Together

Workforce Identity Cloud

Employees • Contractors • Business Partners

Customer Identity Cloud

Consumer Apps and Digital Experiences • SaaS Apps

auth0

Okta Identity Platform

Powerful Land and Expand Model

Technology customer example

Total Lifetime Spend
~$8M

Land
$152K

Renewal & Expand
$538K

Upsell
$158K

Renewal & Expand
$2.5M

Upsell
$915K

Land
$918K

Upsell
$138K

Upsell
$599K

Renewal & Expand
$2.1M

Workforce Identity Cloud

Customer Identity Cloud
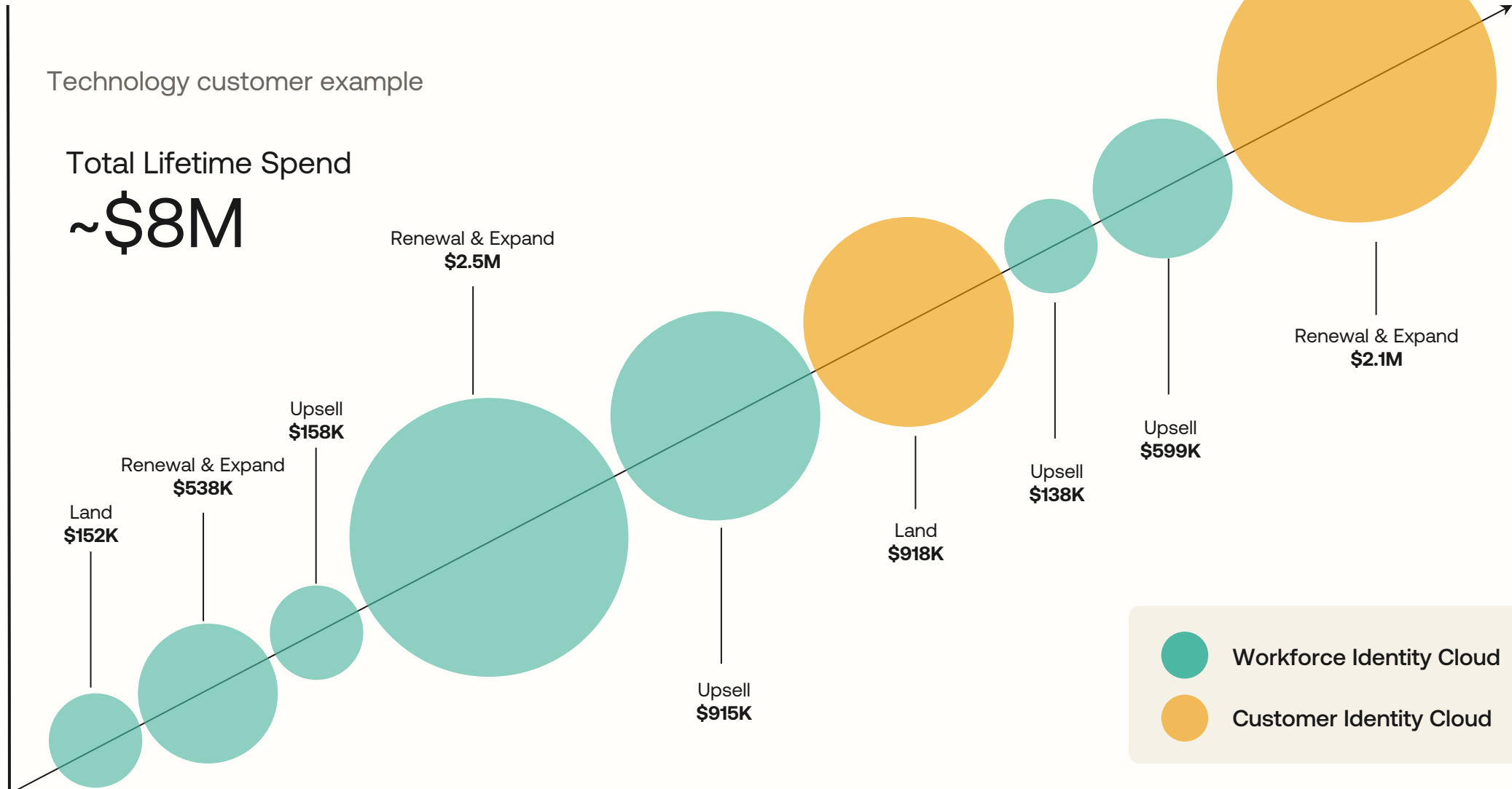
FY 2018

Note: Circles indicate total contract value and may aggregate multiple contracts. Graph not drawn to scale.

FY 2022

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Workforce
Identity Cloud

Employees • Contractors
• Business Partners

Customer
Identity Cloud

Consumer Apps and Digital
Experiences • SaaS Apps

auth0
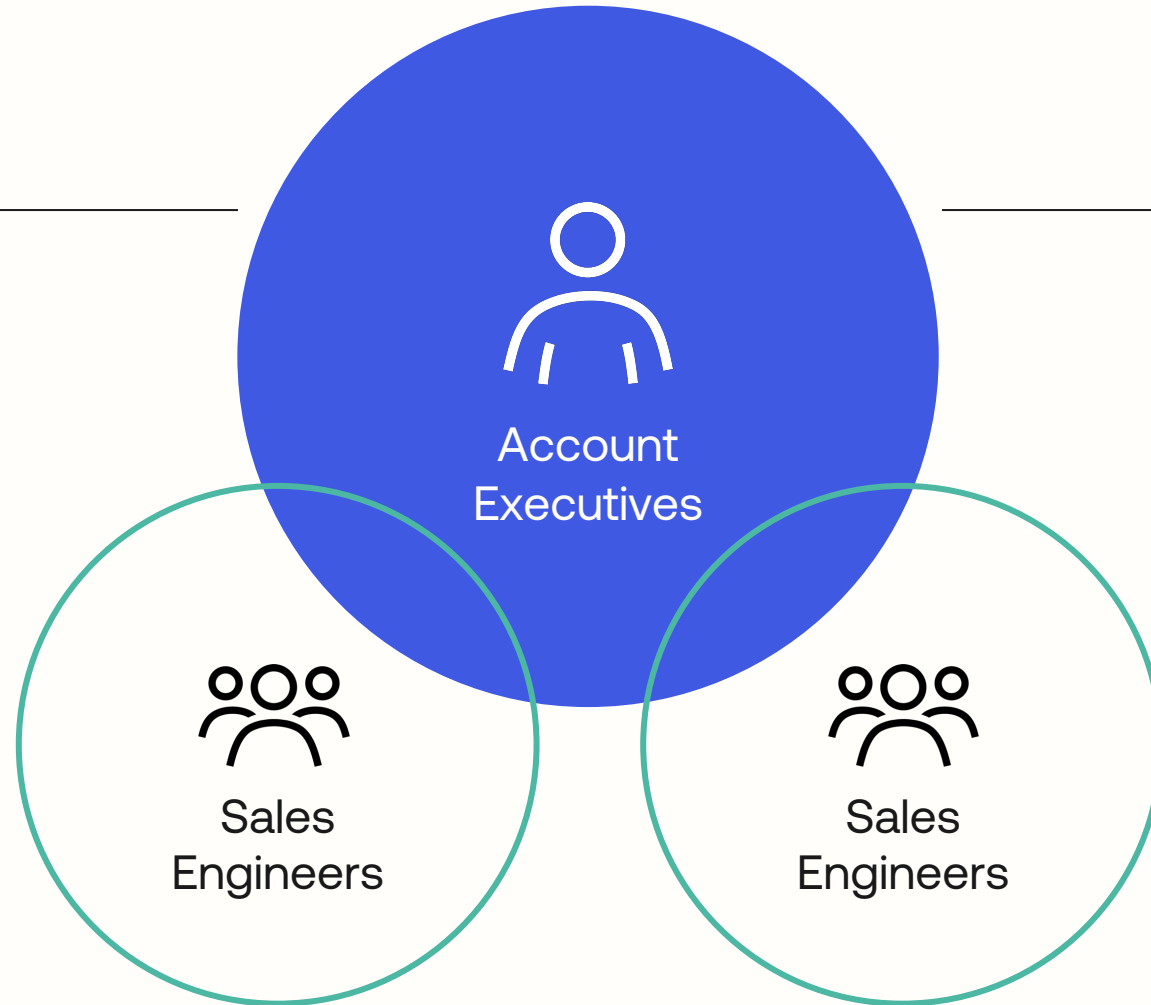
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Partner Ecosystem

- Service Providers (MSP, MSSP & Embedded)
- Cloud Service Providers (CSPs)
- Systems Integrators (GSI & Boutique)
- Technology Partners & Integrators
- Resellers & Distributors

Partner Conversation
Amazon Web Services (AWS)

Chris Grusz
General Manager,
WW ISV Alliances & Marketplace, AWS

Susan St. Ledger
President,
WW Field Operations, Okta

Financial Update

Brett Tighe
Chief Financial Officer

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Key Takeaways

Strong foundation for durable
long-term growth at scale

Attractive long-term
financial profile

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Solid foundation built over the years

Q2FY23 at a glance

$1.5B
Current Remaining Performance Obligations (cRPO)

$2.8B
Total RPO

16,400+
Total Customers

96%
Subscription Revenue

80%
Non-GAAP Subscription Gross Margin[1]

122%
TTM Dollar-based Net Retention Rate

1. See appendix for non-GAAP reconciliation.

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Strong net retention driven by strong gross retention

Gross retention consistently in mid-90s

Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
121%	121%	123%	121%	120%	124%	122%	124%	123%	122%

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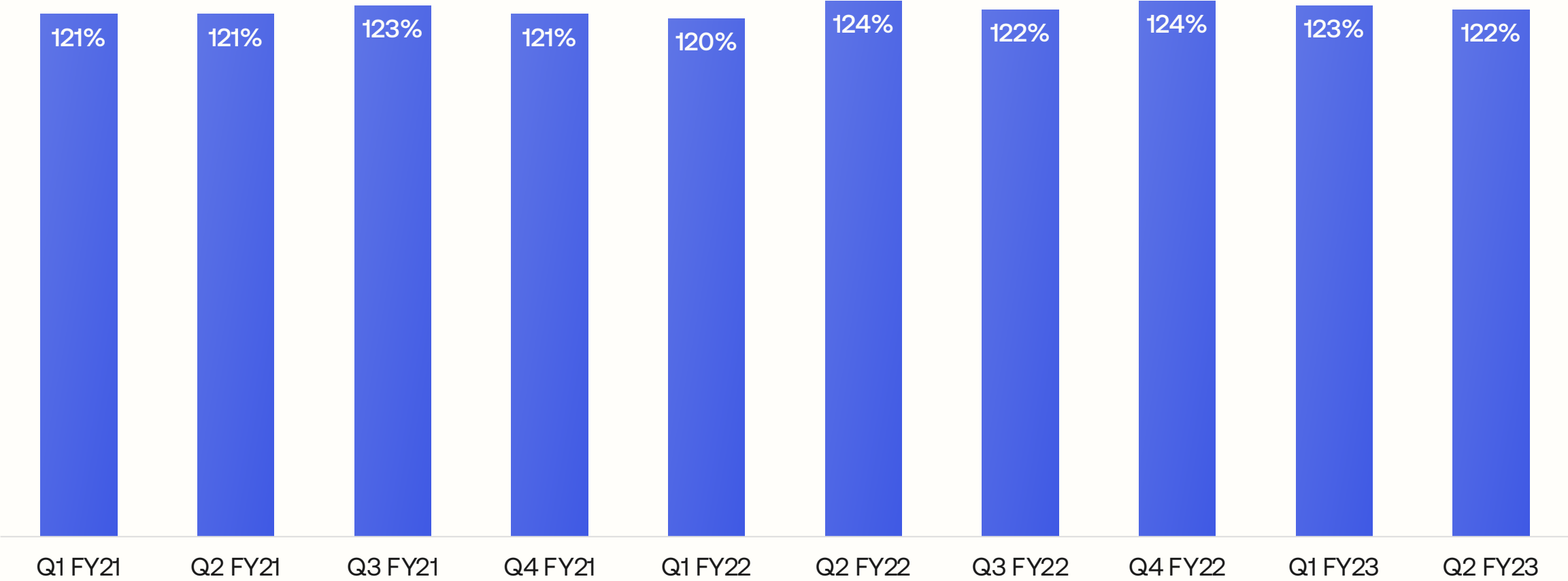
Healthy expansion across entire customer base

Total Growth of Initial ACV[1]

142%

185%

198%

219%

235%

249%

307%

350%

Legend: FY14 | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21 | FY22
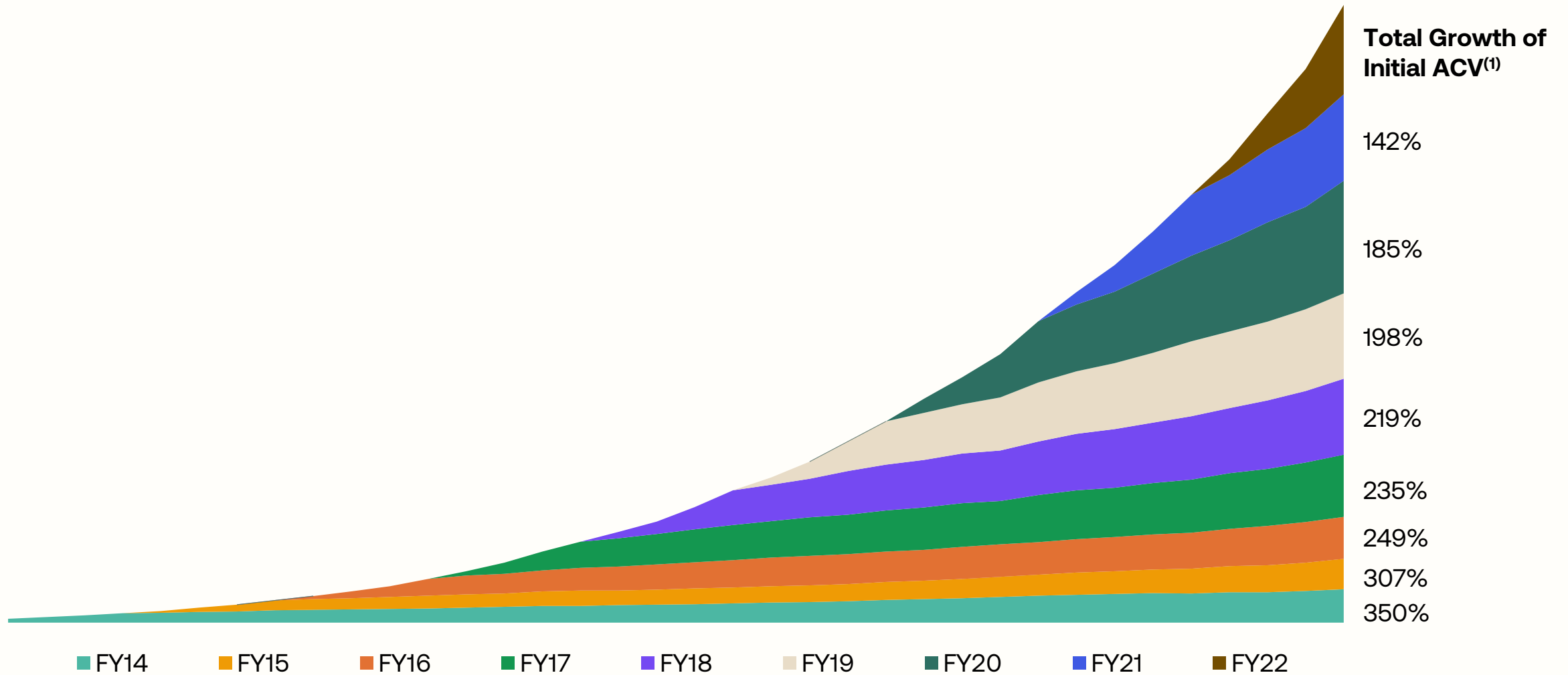
1) While the Auth0 acquisition closed on May 3, 2021, all periods shown include Auth0 to illustrate a like-for-like comparison.

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Continued progress winning large customers

	FY20	FY21	FY22[1]	Q2FY23[2]
>$100K ACV Customers	**1,467**	**1,950**	**3,100**	**3,525**
Y/Y Growth	41%	33%	59%	35%
>$500K ACV Customers	**243**	**369**	**597**	**697**
Y/Y Growth	59%	52%	62%	42%
>$1M ACV Customers	**83**	**125**	**197**	**241**
Y/Y Growth	38%	51%	58%	47%

(1)   Includes the addition of Auth0 customers in Q2 FY22.
(2)   Represents a like-for-like year-over-year comparison.

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Success with Fortune 500

>50%

penetration of the
Fortune 500*

*As of Q2FY23

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Success with Fortune 100

>70%

penetration of the Fortune 100*

*As of Q2FY23

Success with Fortune 500

>50%

penetration of the Fortune 500*

*As of Q2FY23

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Significant room to expand with large customers

Global 2000 Traction

~33%
penetration of the Global 2000*

~7x
company average ACV

*As of Q2FY23

Success with Fortune 100

>70%
penetration of the Fortune 100*

*As of Q2FY23

Success with Fortune 500

>50%
penetration of the Fortune 500*

*As of Q2FY23

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Top 25 Customers Land and Expand

Initial land across industries

Listed By Initial Purchase Date	FY14				FY15				FY16				FY17				FY18				FY19				FY20				FY21				FY22				FY23	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Customer 1: Biotechnology	■																																					
Customer 2: Consulting										■																												
Customer 3: Electronics												■																										
Customer 4: Government															■																							
Customer 5: Insurance															■																							
Customer 6: Technology															■																							
Customer 7: Manufacturing															■																							
Customer 8: Healthcare																■																						
Customer 9: Government																		■																				
Customer 10: Insurance																			■																			
Customer 11: Technology																					■																	
Customer 12: Manufacturing																					■																	
Customer 13: Hospitality																						■																
Customer 14: Healthcare																						■																
Customer 15: Retail																							■															
Customer 16: Banking																									■													
Customer 17: Software																									■													
Customer 18: Shipping																										■												
Customer 19: Communications																										■												
Customer 20: Healthcare																											■											
Customer 21: Technology																											■											
Customer 22: Government																												■										
Customer 23: Government																														■								
Customer 24: Government																																■						
Customer 25: Consulting																																			■			

Top 25 Customers Land and Expand

Multiple expansions increase ACV

- Initial purchase
- Incremental ACV
- ACV increased to over $1M

Listed By Initial Purchase Date	FY14				FY15				FY16				FY17				FY18				FY19				FY20				FY21				FY22				FY23	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Customer 1: Biotechnology																																						
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Customer 9: Government																																						
Customer 10: Insurance																																						
Customer 11: Technology																																						
Customer 12: Manufacturing																																						
Customer 13: Hospitality																																						
Customer 14: Healthcare																																						
Customer 15: Retail																																						
Customer 16: Banking																																						
Customer 17: Software																																						
Customer 18: Shipping																																						
Customer 19: Communications																																						
Customer 20: Healthcare																																						
Customer 21: Technology																																						
Customer 22: Government																																						
Customer 23: Government																																						
Customer 24: Government																																						
Customer 25: Consulting																																						

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Top 25 Customers Land and Expand

Reaching >$1M ACV earlier

Top 10 Industries by ACV

No industry greater than 10% of total ACV[1]

Banking	Healthcare
Consulting	Insurance
Electronics	Manufacturing
Finance	Retail
Government	Technology

Listed in alphabetical order

1) As of Q2FY23

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Improving profitability and free cash flow

Applying greater overall financial discipline, moderating headcount growth, and right-sizing real estate footprint

Remain above Rule of 40 for FY23, which includes a free cash flow margin in the low single digits

Commit to improve free cash flow margin and non-GAAP operating margin in FY24

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Focusing on reduction of dilution and SBC over the long-term

Dilution

Net burn has been 2-3% historically

Dilution to increase a few points in the near-term given stock price compression

Stock-based Compensation (SBC)

Prior to Auth0, SBC was in the low 20% range

Auth0 added 17 percentage points of SBC as a % of revenue in FY22 and is expected to add approximately 11 percentage points to FY23

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Capital Allocation Priorities

Maintain strong balance sheet

Invest in the business

Tuck-in M&A

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Advancements in ESG

Science Based Targets
Announced

Human Rights Impact
Assessment

ESG Fact Sheet
Published

Key Takeaways

Identity is critically important and a massive market opportunity

Okta is the most comprehensive identity platform in the market with two purpose-built clouds: **Workforce Identity Cloud** and **Customer Identity Cloud**

We've built a strong foundation for durable long-term growth that translates to an attractive long-term financial profile

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Q&A

Thank you!

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Appendix

Appendix

Total Addressable Market Calculation Methodology

Workforce Identity and Identity Governance and Administration (IGA) TAM based on over 50,000 U.S. businesses with more than 250 employees (per 2019 U.S. Bureau of Labor Statistics) multiplied by 12-month ARR assuming adoption of all our current products and announced IGA products which implies a market of $21 billion domestically, then multiplied by two to account for international opportunity. Privileged Access Management (PAM) TAM based on internal estimates of Modern Infrastructure Access spend as a percent of Total Cloud Spend based on Gartner Forecast Analysis: Public Cloud Services, Worldwide report.

$30B Customer Identity TAM based on 4.4 billion combined Facebook users and service employees worldwide multiplied by internal application usage and pricing assumptions.

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Statement Regarding Use of Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures and other metrics. This appendix contains our reconciliation of those non-GAAP measures and other financial metrics.

This presentation may reference one or more of the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income (loss), non-GAAP operating margin, non-GAAP net income (loss), non-GAAP net income (loss) per share, basic and diluted, free cash flow, free cash flow margin, current calculated billings and calculated billings.

Our non-GAAP presentation of gross profit, gross margin, operating expenses, operating income (loss), interest expense and other, net, net income (loss) and net income (loss) per share, basic and diluted measures excludes stock-based compensation expense, non-cash charitable contributions, amortization of acquired intangibles, acquisition and integration-related expenses, amortization of debt discount and debt issuance costs and loss on early extinguishment and conversion of debt. Non-GAAP financial measures reflect the adoption of ASU 2020-06 under the modified retrospective method as of February 1, 2022, as applicable.

We present current calculated billings as total revenue plus the change in current deferred revenue, net of acquired current deferred revenue, and less the change in current unbilled receivables, net of acquired current unbilled receivables, during the period, and we present calculated billings as total revenue plus the change in deferred revenue, net of acquired deferred revenue, and less the change in unbilled receivables, net of acquired unbilled receivables, during the period. Trailing 12-months calculated billings represent the sum of the last four quarters of calculated billings.

Free Cash Flow, which is a non-GAAP financial measure, is calculated as net cash provided by (used in) operating activities, less cash used for purchases of property and equipment, net of sales proceeds, and capitalized internal-use software costs. Free cash flow margin is calculated as free cash flow as a percentage of total revenue.

Our Dollar-Based Net Retention Rate is based upon our Annual Contract Value, or ACV, which is calculated based on the terms of that customer's contract and represents the total contracted annual subscription amount as of that period end. We calculate our Dollar-Based Net Retention Rate as of a period end by starting with the ACV from all customers as of twelve months prior to such period end, or Prior Period ACV. We then calculate the ACV from these same customers as of the current period end, or Current Period ACV. Current Period ACV includes any upsells and is net of contraction or churn over the trailing twelve months but excludes ACV from new customers in the current period. We then divide the Current Period ACV by the Prior Period ACV to arrive at our Dollar-Based Net Retention Rate.

Acquisition and integration-related expenses include transaction costs and other non-recurring incremental costs incurred through the one-year anniversary of transaction close.

We believe that non-GAAP finanacial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance and assists in comparisons with other companies, some of which use similar non-GAAP financial information to supplement their GAAP results.

The non-GAAP financial information is presented for supplemental informational purposes only, and should not be considered a substitute for financial information presented in accordance with GAAP, and may be different from similarly-titled non-GAAP measures used by other companies.

The principal limitation of these non-GAAP financial measures is that they exclude significant expenses that are required by GAAP to be recorded in our financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by our management about which expenses are excluded or included in determining these non-GAAP financial measures. A reconciliation is provided in the appendix for each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures, and not to rely on any single financial measure to evaluate our business. Please see the tables included in this presentation for the reconciliation of GAAP and non-GAAP results.

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GAAP to Non-GAAP Reconciliations - Fiscal Quarters
(in thousands, except percentages and per share data)

	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	FY23 YTD
GAAP subscription gross profit	$ 136,624	$ 151,188	$ 161,981	$ 176,725	$ 626,518	$ 187,660	$ 218,664	$ 245,654	$ 268,101	$ 920,079	$ 287,065	$ 319,042	$ 606,107
Stock-based compensation	3,975	5,164	6,090	6,666	21,895	7,250	13,138	13,455	15,248	49,091	16,625	17,778	34,403
Amortization of acquired intangibles	1,593	1,594	1,593	1,593	6,373	1,593	10,128	11,335	11,335	34,391	11,335	11,374	22,709
Acquisition and integration-related expenses	—	—	—	—	—	—	560	554	487	1,601	392	—	392
Non-GAAP subscription gross profit	$ 142,192	$ 157,946	$ 169,664	$ 184,984	$ 654,786	$ 196,503	$ 242,490	$ 270,998	$ 295,171	$1,005,162	$ 315,417	$ 348,194	$ 663,611
Non-GAAP subscription gross margin	*81.8 %*	*82.8 %*	*82.1 %*	*82.1 %*	*82.2 %*	*81.9 %*	*80.0 %*	*80.5 %*	*79.9 %*	*80.5 %*	*79.3 %*	*80.0 %*	*79.6 %*
GAAP professional services gross profit	$ (2,251)	$ (1,889)	$ (1,510)	$ (3,125)	$ (8,775)	$ (2,777)	$ (4,270)	$ (4,648)	$ (4,588)	$ (16,283)	$ (3,287)	$ (4,929)	$ (8,216)
Stock-based compensation	1,811	2,000	2,113	2,159	8,083	2,342	3,161	3,376	3,445	12,324	3,637	3,816	7,453
Acquisition and integration-related expenses	—	—	—	—	—	—	98	104	86	288	67	—	67
Non-GAAP professional services gross profit	$ (440)	$ 111	$ 603	$ (966)	$ (692)	$ (435)	$ (1,011)	$ (1,168)	$ (1,057)	$ (3,671)	$ 417	$ (1,113)	$ (696)
Non-GAAP professional services gross margin	*(4.8)%*	*1.1 %*	*5.7 %*	*(10.3)%*	*(1.8)%*	*(4.0)%*	*(8.2)%*	*(8.4)%*	*(7.7)%*	*(7.2)%*	*2.5 %*	*(6.8)%*	*(2.1)%*
GAAP total gross profit	$ 134,373	$ 149,299	$ 160,471	$ 173,600	$ 617,743	$ 184,883	$ 214,394	$ 241,006	$ 263,513	$ 903,796	$ 283,778	$ 314,113	$ 597,891
Stock-based compensation	5,786	7,164	8,203	8,825	29,978	9,592	16,299	16,831	18,693	61,415	20,262	21,594	41,856
Amortization of acquired intangibles	1,593	1,594	1,593	1,593	6,373	1,593	10,128	11,335	11,335	34,391	11,335	11,374	22,709
Acquisition and integration-related expenses	—	—	—	—	—	—	658	658	573	1,889	459	—	459
Non-GAAP total gross profit	$ 141,752	$ 158,057	$ 170,267	$ 184,018	$ 654,094	$ 196,068	$ 241,479	$ 269,830	$ 294,114	$1,001,491	$ 315,834	$ 347,081	$ 662,915
Non-GAAP total gross margin	*77.5 %*	*78.9 %*	*78.3 %*	*78.4 %*	*78.3 %*	*78.1 %*	*76.5 %*	*76.9 %*	*76.8 %*	*77.0 %*	*76.1 %*	*76.8 %*	*76.5 %*

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