

(\$000's)	Q117	FY16	Q416	Q316	Q216	Q116	FY15	Q415	Q315	Q215	Q115
<b>Revenue</b>											
Product	25,395	146,381	37,662	38,601	35,349	34,769	141,913	47,776	42,230	27,042	24,865
Services	27,973	106,210	29,910	26,410	25,508	24,382	107,121	28,550	25,632	27,659	25,280
<b>Total Revenue</b>	<b>53,368</b>	<b>252,591</b>	<b>67,572</b>	<b>65,011</b>	<b>60,857</b>	<b>59,151</b>	<b>249,034</b>	<b>76,326</b>	<b>67,862</b>	<b>54,701</b>	<b>50,145</b>
<b>% of Total Revenue</b>	<b>Q117</b>	<b>FY16</b>	<b>Q416</b>	<b>Q316</b>	<b>Q216</b>	<b>Q116</b>	<b>FY15</b>	<b>Q415</b>	<b>Q315</b>	<b>Q215</b>	<b>Q115</b>
<b>Revenue</b>											
Product	48%	58%	56%	59%	58%	59%	57%	63%	62%	49%	50%
Services	52%	42%	44%	41%	42%	41%	43%	37%	38%	51%	50%
<b>Revenue by Geography</b>											
Domestic	67%	69%	68%	70%	70%	68%	71%	70%	77%	71%	62%
International	33%	31%	32%	30%	30%	32%	29%	30%	23%	29%	38%
<b>% of Total Revenue</b>	<b>Q117</b>	<b>FY16</b>	<b>Q416</b>	<b>Q316</b>	<b>Q216</b>	<b>Q116</b>	<b>FY15</b>	<b>Q415</b>	<b>Q315</b>	<b>Q215</b>	<b>Q115</b>
<b>Revenue by Channel</b>											
Direct	66%	76%	75%	68%	75%	79%	76%	75%	78%	74%	76%
Indirect	34%	24%	25%	32%	25%	21%	24%	25%	22%	26%	24%
<b>Operating Statistics</b>	<b>Q117</b>	<b>FY16</b>	<b>Q416</b>	<b>Q316</b>	<b>Q216</b>	<b>Q116</b>	<b>FY15</b>	<b>Q415</b>	<b>Q315</b>	<b>Q215</b>	<b>Q115</b>
<b>10% Customers</b>											
Number of 10% customers	1	1	1	1	2	2	1	0	3	1	2
Name of 10% customers	Verizon	AT&T	CenturyLink	AT&T	AT&T Verizon	Level 3 AT&T	AT&T	<None>	AT&T Inteliquent CenturyLink	AT&T	Verizon Softbank
<b>5K/7K</b>											
5K/7K Product Revenue	12,875	54,409	12,506	14,194	13,588	14,121	49,700	17,554	13,524	9,457	9,165
5K/7K as % of Product Revenue	51%	37%	33%	37%	38%	41%	35%	37%	32%	35%	37%
Top 5 Customers as % of Revenue	44%	37%	39%	41%	46%	46%	37%	33%	50%	40%	43%
Enterprise as % of Product Revenue	28%	19%	18%	21%	20%	18%	19%	19%	20%	22%	15%
Number of Total Customers**	822	*	773	698	691	640	*	698	664	624	695
Number of New Customers**	160	583	156	145	151	131	623	155	150	150	168

\* Not historically provided.

\*\*Customer count reflects end customer and excludes customers with maintenance only revenue of less than \$5k on a quarterly basis.