



New Geographic Areas Revenue: 2016 – 2018

	2018		Q4 2018		Q3 2018		Q2 2018		Q1 2018	
Americas	\$51,172	46%	\$14,164	44%	\$13,654	47%	\$12,520	47%	\$10,834	43%
EMEA	\$36,617	32%	\$10,252	32%	\$8,783	30%	\$9,109	35%	\$8,473	34%
Asia-Pacific	\$25,175	22%	\$7,909	24%	\$6,526	23%	\$4,799	18%	\$5,941	23%
Total revenue	\$112,964	100%	\$32,325	100%	\$28,963	100%	\$26,428	100%	\$25,248	100%

	2017		Q4 2017		Q3 2017		Q2 2017		Q1 2017	
Americas	\$49,290	48%	\$11,903	43%	\$12,179	49%	\$12,298	51.5%	\$12,910	50%
EMEA	\$32,642	32%	\$9,547	34%	\$7,711	31%	\$7,748	32.5%	\$7,636	30%
Asia-Pacific	\$20,005	20%	\$6,295	23%	\$4,857	20%	\$3,866	16%	\$4,987	20%
Total revenue	\$101,937	100%	\$27,745	100%	\$24,747	100%	\$23,912	100%	\$25,533	100%

	2016		Q4 2016		Q3 2016		Q2 2016		Q1 2016	
Americas	\$56,228	54%	\$13,462	54%	\$13,372	60%	\$15,724	56%	\$13,670	47%
EMEA	\$29,739	28%	\$6,759	27%	\$5,194	23%	\$8,461	30%	\$9,325	32%
Asia-Pacific	\$18,478	18%	\$4,863	19%	\$3,625	17%	\$3,983	14%	\$6,008	21%
Total revenue	\$104,446	100%	\$25,084	100%	\$22,168	100%	\$28,168	100%	\$29,003	100%