

## CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(in thousands, except per share date)  
(unaudited)

	Three Months Ended			Nine Months Ended		
	2002	2001	% Change	2002	2001	% Change
<b>REVENUES:</b>						
Licensing and installation	\$ 24,751	\$ 26,233	-6%	\$ 69,895	\$ 74,281	-6%
Support and services	42,976	34,221	26%	126,470	96,933	30%
Hardware sales	24,825	32,357	-23%	73,864	79,337	-7%
Total Revenue	92,552	92,811	0%	270,229	250,551	8%
<b>COST OF SALES:</b>						
Cost of hardware	17,243	22,962	-25%	50,493	54,566	-7%
Cost of services	35,217	30,167	17%	101,584	86,904	17%
Total Cost of Sales	52,460	53,129	-1%	152,077	141,470	7%
GROSS PROFIT	40,092	39,682	1%	118,152	109,081	8%
	43%	43%		44%	44%	
<b>OPERATING EXPENSES:</b>						
Selling and marketing	7,766	7,328	6%	21,310	20,726	3%
Research and development	2,952	2,883	2%	9,405	8,095	16%
General and administrative	8,502	6,115	39%	24,664	18,384	34%
Total Operating Expenses	19,220	16,326	18%	55,379	47,205	17%
<b>OPERATING INCOME</b>	20,872	23,356	-11%	62,773	61,876	1%
<b>OTHER INCOME (EXPENSE):</b>						
Interest income	365	684	-47%	1,755	1,632	8%
Interest expense	(53)	(74)	-28%	(141)	(848)	-83%
Total	312	610	-49%	1,614	784	106%
<b>INCOME BEFORE INCOME TAXES</b>	21,184	23,966	-12%	64,387	62,660	3%
<b>PROVISION FOR INCOME TAXES</b>	7,626	8,628	-12%	23,179	22,558	3%
<b>NET INCOME</b>	\$ 13,558	\$ 15,338	-12%	\$ 41,208	\$ 40,102	3%
Diluted net income per share	\$ 0.15	\$ 0.17	-12%	\$ 0.45	\$ 0.44	1%
Diluted weighted average shares outstanding	92,483	91,966	1%	92,485	90,908	2%

## CONSOLIDATED BALANCE SHEET HIGHLIGHTS

	March 31,		Percent Change
	2002	2001	
Cash, cash equivalents and investments	\$ 48,806	\$ 26,135	87%
Trade receivables	\$ 76,947	\$ 62,347	23%
Other current assets	\$ 31,833	\$ 23,962	33%
<b>TOTAL ASSETS</b>	\$ 458,837	\$ 364,002	26%
Accounts payable and accrued expenses	\$ 17,426	\$ 29,603	-41%
Deferred revenue	\$ 77,545	\$ 65,287	19%
<b>STOCKHOLDERS' EQUITY</b>	\$ 349,160	\$ 261,099	34%