PERFICIENT INC Form 10-Q November 04, 2010

UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, DC 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
 SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2010

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from

to

Commission file number: 001-15169
PERFICIENT, INC.
(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation or organization) No. 74-2853258 (I.R.S. Employer Identification No.)

520 Maryville Centre Drive,
Suite 400
Saint Louis, Missouri 63141
(Address of principal executive offices)
(314) 529-3600
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements during the past 90 days.

† Yes

No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Non-accelerated filer (Do not check Smaller reporting company if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No b

As of November 1, 2010, there were 29,718,604 shares of Common Stock outstanding.

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PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

Perficient, Inc. Condensed Consolidated Balance Sheets (Unaudited)

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Accumulated other comprehensive loss (274) (273) Treasury stock, at cost (5,977,474 shares as of September 30, 2010; 4,538,520 shares as of December 31, 2009) (40,791) (27,529) Accumulated deficit (6,712) (11,885) Total stockholders' equity 170,239 168,348	Additional paid-in capital		217,984		208,003
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Total stockholders' equity 170,239 168,348					
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See accompanying notes to interim unaudited condensed consolidated financial statements.

Perficient, Inc.
Condensed Consolidated Statements of Operations
(Unaudited)

		Three Mor Septem		er 30, Septem			nths Ended nber 30,	
		2010		2009		2010		2009
Revenues					•	per share d		
Services	\$	47,733	\$	39,309	\$	138,325	\$	125,051
Software and hardware		4,395		3,047		13,620		8,755
Reimbursable expenses		2,520		2,133		7,078		6,904
Total revenues		54,648		44,489		159,023		140,710
Cost of revenues (exclusive of depreciation and								
amortization, shown separately below)								
Project personnel costs		30,464		27,985		88,991		87,171
Software and hardware costs		3,810		2,605		12,017		7,787
Reimbursable expenses		2,520		2,133		7,078		6,904
Other project related expenses		1,403		909		4,115		2,949
Total cost of revenues		38,197		33,632		112,201		104,811
Gross margin		16,451		10,857		46,822		35,899
Selling, general and administrative		11,705		9,754		34,532		30,413
Depreciation		225		375		567		1,243
Amortization		975		1,022		2,989		3,239
Acquisition costs						406		
Income (loss) from operations		3,546		(294)		8,328		1,004
Net interest income		37		16		107		204
Net other income (expense)		16		(4)		42		254
Income (loss) before income taxes		3,599		(282)		8,477		1,462
Provision (benefit) for income taxes		1,346		(397)		3,304		628
	Φ.		Φ.		Φ.	7.15 0	Φ.	0.2.4
Net income	\$	2,253	\$	115	\$	5,173	\$	834
Pasia nat income per chara	\$	0.08	\$		\$	0.19	\$	0.03
Basic net income per share	Ф	0.08	Φ		Ф	0.19	Ф	0.03
Diluted net income per share	\$	0.08	\$		\$	0.18	\$	0.03
Diluced net income per single	Ψ	0.00	Ψ		Ψ	0.10	Ψ	0.03
Shares used in computing basic net income per share		26,594		27,231		26,932		27,764
, and a second s				,				,
Shares used in computing diluted net income per share		27,964		28,480		28,394		28,677

See accompanying notes to interim unaudited condensed consolidated financial statements.

Perficient, Inc. Condensed Consolidated Statement of Stockholders' Equity Nine Months Ended September 30, 2010 (Unaudited) (In thousands)

D.I.	Common Stock Shares	Common Stock Amount	Additional Paid-in Capital	Accumulated Other Comprehensive Loss	Treasury Stock	Accumulated Deficit	Total Stockholders' Equity
Balance at December 31, 2009	27,083	\$ 32	\$ 208,003	\$ (273)	\$ (27,529)	\$ (11,885)	\$ 168,348
Proceeds from the exercise of stock options and sales of stock through the Employee Stock Purchase							
Plan	269		1,025				1,025
Net tax benefit from stock option exercises and restricted stock vesting		<u></u>	323				323
Stock compensation related to restricted stock vesting and retirement savings plan contributions	371		7,530	 -			