

PERFICIENT INC  
Form 8-K  
November 06, 2006

**United States  
Securities and Exchange Commission  
Washington, DC 20549**

**Form 8-K**

**CURRENT REPORT**

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

**Date of Report (Date of earliest event reported)**    November 2, 2006

**PERFICIENT, INC.**  
**(Exact Name of Registrant as Specified in its Charter)**

|  |   |   |
|--|---|---|
| <b>Delaware</b><br><b>(State or Other Jurisdiction of<br/>Incorporation)</b> | <b>001-15169</b><br><b>(Commission File Number)</b> | <b>74-2853258</b><br><b>(IRS Employer Identification<br/>No.)</b> |
|--|---|---|

|   |                                   |
|---|-----------------------------------|
| <b>1120 South Capital of Texas Highway, Suite 220,<br/>Building 3, Austin, Texas</b><br><b>(Address of Principal Executive Offices)</b> | <b>78746</b><br><b>(Zip Code)</b> |
|---|-----------------------------------|

**Registrant's telephone number, including area code**    (512) 531-6000

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**(Former Name or Former Address, if Changed Since Last Report)**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))



## **ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION**

On November 2, 2006, Perficient, Inc. announced its financial results for the three months and nine months ended September 30, 2006. A copy of the press release issued on November 2, 2006 announcing the financial results is attached hereto as Exhibit 99.1.

In accordance with General Instruction B.2 of Form 8-K, the information in this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section, nor shall such information and Exhibit be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

### **USE OF NON-GAAP FINANCIAL INFORMATION**

To supplement our consolidated financial statements presented in accordance with generally accepted accounting principles (“GAAP”), Perficient uses non-GAAP measures, such as EBITDA and Cash Earnings Per Share, which are adjusted from results based on GAAP to exclude certain expenses. We have included at the end of our Consolidated Statement of Operations, included in Exhibit 99.1, a reconciliation of Cash Earnings Per Share to the GAAP measure diluted net income per share, and a reconciliation of EBITDA to the GAAP measure net income. Perficient believes that these non-GAAP financial measures are important representations of a company's financial performance and uses such non-GAAP information internally to evaluate and manage its operations. These non-GAAP measures are provided to enhance the reader's overall understanding of our financial performance, but are not intended to be regarded as an alternative to or more meaningful than GAAP measures. The non-GAAP measures presented may not be comparable to similarly titled measures presented by other companies.

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**ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS**

(d) Exhibits.

99.1 Perficient, Inc. Press Release issued on November 2, 2006 announcing financial results for the three months and nine months ended September 30, 2006.

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

PERFICIENT, INC.

Date: November 6, 2006

By:

/s/ Paul E. Martin  
Paul E. Martin  
Chief Financial Officer

**Exhibit Index**

**Exhibit  
Number**

**Description**

99.1

Perficient, Inc. Press Release issued on November 2, 2006  
announcing financial results for the three months and nine months  
ended September 30, 2006.

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