

Estimated License and Contract Value as of September 30, 2008
(Unaudited)



Blackboard

	2007				2008		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Pro Forma License Information							
Blackboard Learning System - Enterprise	2,208	2,258	2,255	2,293	2,299	2,335	2,340
Blackboard Community System	618	673	700	749	769	811	839
Blackboard Connect (1)	1,191	1,372	1,689	1,902	2,051	2,242	2,450
Blackboard Content System (2)	310	375	382	431	451	466	485
Blackboard Outcomes System	4	21	21	24	26	29	30
Blackboard Transaction System	420	429	439	438	440	444	455
Total Enterprise Licenses	4,751	5,128	5,486	5,837	6,036	6,327	6,599
Blackboard Learning System - Basic	1,230	1,165	1,077	954	938	886	793
Total Licenses	5,981	6,293	6,563	6,791	6,974	7,213	7,392
Total Managed Hosting Clients	458	500	502	522	530	571	583
Pro Forma Contract Value (in millions)							
Total Contract Value (3) (4)	\$193.0	\$203.5	\$217.8	\$236.8	\$244.1	\$262.3	\$271.8
Pro Forma Client Count (Annual)							
U.S. Higher Education				2,082			
International				932			
U.S. K-12				1,707			
Commercial, Corporate and Government				506			
Total Clients (4)				5,227			

Note(s):

- (1) The Blackboard Connect offering was acquired through Blackboard's merger with The NTI Group, Inc. which was completed on January 31, 2008. The Blackboard Connect license information for periods in 2007 reflects the estimated number of licenses held by The NTI Group in those periods.
- (2) Includes licenses of the Blackboard Content System as well as the Blackboard Portfolio System and the Xythos document management product.
- (3) Contract value represents the annualized recurring ratable revenue under existing contracts with clients in effect as of the measurement date without regard to the remaining duration or renewal of such agreements. This is not intended by management for the estimation of or as a proxy for future revenue to be recognized, but management believes it is a useful tool for investors to evaluate our current operating performance.
- (4) Pro forma presentation which includes the results of The NTI Group, Inc. as of dates prior to January 31, 2008, the completion date of the merger.