## FORM D

# UNITED STATES

FORM D

SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549



30603

# NOTICE OF SALE OF SECURITIES -PURSUANT TO REGULATION D, **SECTION 4(6), AND/OR** UNIFORM LIMITED OFFERING EXEMPTION

Prefix	Serial				
DATE RE	CEIVED				
1					

Name of Original Check if this is an amendment and name has changed, and indicate change.)	······································		
Series C Preferred Stock Financing			
Filing Under (Check box(es) that apply): Rule 504 Rule 505 Rule 506 Section 4(6)  Type of Filing: Amendment	ULOE		
A. BASIC IDENTIFICATION DATA			
1. Enter the information requested about the issuer			
Name of Issuer ( check if this is an amendment and name has changed, and indicate change.)  PayScale, Inc.			
Address of Executive Offices (Number and Street, City, State, Zip Code) 316 Occidental Avenue, Suite 310, Seattle, WA 98104	Telephone Number (Including Area Code) (206) 223-7590		
Address of Principal Business Operations (Number and Street, City, State, Zip Code) (if different from Executive Offices)	Telephone Number (Including Area Code)		
Brief Description of Business  Compensation database			
Type of Business Organization    corporation	lease specify): PROCESSED		
Actual or Estimated Date of Incorporation or Organization: Month Year  Actual or Estimated Date of Incorporation or Organization: 11 1 9 3 Actual Estim  Jurisdiction of Incorporation or Organization: (Enter two-letter U.S. Postal Service abbreviation for State:  CN for Canada; FN for other foreign jurisdiction)			

## **GENERAL INSTRUCTIONS**

Who Must File: All issuers making an offering of securities in reliance on an exemption under Regulation D or Section 4(6), 17 CFR 230.501 et seq. or 15 U.S.C. 77d(6).

When To File: A notice must be filed no later than 15 days after the first sale of securities in the offering. A notice is deemed filed with the U.S. Securities and Exchange Commission (SEC) on the earlier of the date it is received by the SEC at the address given below or, if received at that address after the date on which it is due, on the date it was mailed by United States registered or certified mail to that address.

Where To File: U.S. Securities and Exchange Commission, 450 Fifth Street, N.W., Washington, D.C. 20549.

Copies Required: Five (5) copies of this notice must be filed with the SEC, one of which must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

Information Required: A new filing must contain all information requested. Amendments need only report the name of the issuer and offering, any changes thereto, the information requested in Part C, and any material changes from the information previously supplied in Parts A and B. Part E and the Appendix need not be filed with the SEC.

Filing Fee: There is no federal filing fee.

### State:

This notice shall be used to indicate reliance on the Uniform Limited Offering Exemption (ULOE) for sales of securities in those states that have adopted ULOE and that have adopted this form. Issuers relying on ULOE must file a separate notice with the Securities Administrator in each state where sales are to be, or have been made. If a state requires the payment of a fee as a precondition to the claim for the exemption, a fee in the proper amount shall accompany this form. This notice shall be filed in the appropriate states in accordance with state law. The Appendix to the notice constitutes a part of this notice and must be completed.

### - ATTENTION -

Failure to file notice in the appropriate states will not result in a loss of the federal exemption. Conversely, failure to file the appropriate federal notice will not result in a loss of an available state exemption unless such exemption is predictated on the filing of a federal notice.

> Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

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			A. BASIC IDE	NTIFICATION DATA				
2.	Enter the information r	equested for the f	following:					
• Each promoter of the issuer, if the issuer has been organized within the past five years;								
	Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% or more of a class of equity securities of the issue							
	Each executive off	ficer and director of	of corporate issuers and of	corporate general and man	aging partners of	partne	ership issuers; and	
	• Each general and	managing partner	of partnership issuers.					
Che	eck Box(es) that Apply:	Promoter	Beneficial Owner	Executive Officer	□ Director		General and/or Managing Partner	
	Name (Last name first, it	f individual)	<u> </u>				·	
	tzger, Michael							
	siness or Residence Addr <b>Occidental Avenue</b> ,		Street, City, State, Zip Cottle, WA 98104	ode) 				
Che	eck Box(es) that Apply:	Promoter	Beneficial Owner	Executive Officer	□ Director		General and/or Managing Partner	
	Name (Last name first, ordano, Joseph, III	if individual)						
	siness or Residence Addr	*	Street, City, State, Zip Cottle, WA 98104	ode)				
Che	eck Box(es) that Apply:	Promoter	Beneficial Owner	Executive Officer	Director		General and/or Managing Partner	
	Name (Last name first, Ilwain, Matt	if individual)					·	
	iness or Residence Addr 00 Second Avenue, S		Street, City, State, Zip Co tle, WA 98104	ode)				
Che	eck Box(es) that Apply:	Promoter	Beneficial Owner	Executive Officer	Director		General and/or Managing Partner	
	Name (Last name first, kache, Patricia	if individual)			_			
			Street, City, State, Zip Co e 160, Menlo Park, CA					
Che	eck Box(es) that Apply:	Promoter	Beneficial Owner	Executive Officer	Director		General and/or Managing Partner	
	Name (Last name first, eston, Dennis	if individual)						
	siness or Residence Addr 100 S.E. 6 <sup>th</sup> Street, Su		Street, City, State, Zip Coue, WA 98004	ode)		<u> </u>		
Che	eck Box(es) that Apply:	Promoter	Beneficial Owner	Executive Officer	Director		General and/or Managing Partner	
	Name (Last name first, rr, Doug	if individual)						
	iness or Residence Addr 103 <sup>rd</sup> Avenue, NE, A		Street, City, State, Zip Co 1e, WA 98004	ode)				
Che	eck Box(es) that Apply:	Promoter	Beneficial Owner	Executive Officer	Director		General and/or Managing Partner	
	Name (Last name first, inity Ventures VIII,	•	<u>-</u>				· · · ·	
			Street, City, State, Zip Co e 160, Menlo Park, CA					

A. BASIC IDENTIFICATION DATA								
<ul> <li>Enter the information requested for the following:</li> <li>Each promoter of the issuer, if the issuer has been organized within the past five years;</li> <li>Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% or more of a class of equity securities of the issuer.</li> <li>Each executive officer and director of corporate issuers and of corporate general and managing partners of partnership issuers; and</li> <li>Each general and managing partner of partnership issuers.</li> </ul>								
Check Box(es) that Apply: Promoter Beneficial Owner Executive Officer Director General and/or Managing Partner								
Full Name (Last name first, if individual) Fluke Venture Partners II, L.P.								
Business or Residence Address (Number and Street, City, State, Zip Code) 11400 S.E. 6 <sup>th</sup> Street, Suite 230, Bellevue, WA 98004								
Check Box(es) that Apply: Promoter Beneficial Owner Executive Officer Director General and/or Managing Partner								
Full Name (Last name first, if individual)  Madrona Venture Fund I-A, LP								
Business or Residence Address (Number and Street, City, State, Zip Code) 1000 Second Avenue, Suite 3700, Seattle, WA 98104								
Check Box(es) that Apply: Promoter Beneficial Owner Executive Officer Director General and/or Managing Partner								
Full Name (Last name first, if individual) The Corporate Executive Board Company								
Business or Residence Address (Number and Street, City, State, Zip Code) 2000 Pennsylvania Avenue, NW, Suite 6000, Washington, DC 20006								
Check Box(es) that Apply: Promoter Beneficial Owner Executive Officer Director General and/or Managing Partner								
Full Name (Last name first, if individual)								
Business or Residence Address (Number and Street, City, State, Zip Code)								
Check Box(es) that Apply: Promoter Beneficial Owner Executive Officer Director General and/or Managing Partner								
Full Name (Last name first, if individual)								
Business or Residence Address (Number and Street, City, State, Zip Code)								
Check Box(es) that Apply: Promoter Beneficial Owner Executive Officer Director General and/or Managing Partner								
Full Name (Last name first, if individual)								
Business or Residence Address (Number and Street, City, State, Zip Code)								
Check Box(es) that Apply: Promoter Beneficial Owner Executive Officer Director General and/or Managing Partner								
Full Name (Last name first, if individual)								
Business or Residence Address (Number and Street, City, State, Zip Code)								

•	•				B. IN	FORMAT	ON ABOU	T OFFER	ING				
	•											Yes	No
1.	1. Has the issuer sold, or does the issuer intend to sell, to non-accredited investors in this offering?							***************************************		$\boxtimes$			
Answer also in Appendix, Column 2, if filing under ULOE.													
2. What is the minimum investment that will be accepted from any individual?								\$ N/A Yes	No				
2	D 4	ec. i			. C:	:49						<b>1</b> 72	Π̈
3. 4.	Does th	e offering p he informat	ermit joint o	ownersnip o ed for each	or a single i person wl	init? no has been	or will be	paid or giv	en, directl	y or indirec	tly, any		
	commis	sion or sim	ilar remuner sted is an ass	ration for se	olicitation o	of purchaser	s in connect	ion with sa	les of secur	ities in the c	offering.		
	or state	s, list the na	ame of the b	roker or de	aler. If mor	re than five	(5) persons	to be listed	are associa	ited persons	of such		
- N			you may set		nformation	for that brol	ker or dealer	r only.					
Full	Name (	Last name t	irst, if indivi	idual)									
Bus	iness or	Residence A	Address (Nu	mber and S	street, City,	State, Zip C	Code)						-
Nan	ne of Ass	sociated Bro	oker or Deal	er				<del></del>					
Stat	es in Wh	ich Person	Listed Has S	Solicited or	Intends to	Solicit Purc	hasers	•					
	(Che	ck "All Stat	tes" or check	: individual	States)							🗆 🗸	All States
	AL	AK	AZ	AR	CA	CO	CŤ	DE	DC	FL	GA	HI	ID
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			first, if indiv										
Bus	siness or	Residence A	Address (Nu	mber and S	Street, City,	State, Zip (	Code)			-			<u> </u>
Nan	ne of As	sociated Br	oker or Deal	ег				····					
Stat			Listed Has S										
	(Che	ck "All Sta	tes" or check	individual	l States)							L	All States
	AL	AK	AZ	AR	CA	CO	СТ	DE	DC	FL	GA	HI	ID
	IL	IN	IA	KS	KY	LA	ME	MD	MA	MI	MN	MS	МО
	MT	NE	4v	NH	נא	NM	NY	NC	ND	ОН	БК	OR	PA
	RI	SC	SD	TN	TX	UT	VT	VA	WA	wv	wı	WY	PR
F 1			 				I1		<u> </u>				<u> </u>
	<u>-</u>		first, if indiv										
Bus	siness or	Residence .	Address (Nu	mber and S	Street, City,	State, Zip (	Code)						
Nar	ne of As	sociated Br	oker or Deal	ler									
States in Which Person Listed Has Solicited or Intends to Solicit Purchasers  (Check "All States" or check individual States)							🗖 /	All States					
	AL	AK	AZ	AR	CA	CO	CT	DE	DC	FL	ĢΑ	н	ID
	IL	IN	ĪA	KS	KY		ME	MD	MA	MI	MN	MS	МО
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	C. OFFERING PRICE, NUMBER OF INVESTORS, EXPENSES AND USE OF P	ROCEEDS		
1.	Enter the aggregate offering price of securities included in this offering and the total amount already sold. Enter "0" if the answer is "none" or "zero." If the transaction is an exchange offering, check this box \( \subseteq \) and indicate in the columns below the amounts of the securities offered for exchange and already exchanged.			
	Type of Security	Aggregate Offering Price	£	Amount Already Sold
	Debt\$		\$_	
	Equity\$	10,299,999	\$_	8,799,984
	☐ Common ☒ Preferred			
	Convertible Securities (including warrants)	1,401,032*	\$_	1,401,032*
	Partnership Interests\$		\$_	
	Other (Specify)\$		\$_	
	Total\$			
	Answer also in Appendix, Column 3, if filing under ULOE.		_	_
2.	Enter the number of accredited and non-accredited investors who have purchased securities in this offering and the aggregate dollar amounts of their purchases. For offerings under Rule 504, indicate the number of persons who have purchased securities and the aggregate dollar amount of their purchases on the total lines. Enter "0" if answer is "none" or "zero."			
		Number Investors		Aggregate Dollar Amount of Purchases
	Accredited Investors	11	\$	10,201,016
	Non-accredited Investors		\$	
	Total (for filings under Rule 504 only)		\$	
	Answer also in Appendix, Column 4, if filing under ULOE.			
3.	If this filing is for an offering under Rule 504 or 505, enter the information requested for all securities sold by the issuer, to date, in offerings of the types indicated, in the twelve (12) months prior to the first sale of securities in this offering. Classify securities by type listed in Part C — Question 1.			
	Type of Offering	Type of Security		Dollar Amount Sold
	Rule 505		\$	
	Regulation A		\$	
	Rule 504		\$	
	Total		\$	
4	a. Furnish a statement of all expenses in connection with the issuance and distribution of the securities in this offering. Exclude amounts relating solely to organization expenses of the insurer. The information may be given as subject to future contingencies. If the amount of an expenditure is not known, furnish an estimate and check the box to the left of the estimate.			
	Transfer Agent's Fees		\$_	
	Printing and Engraving Costs			
	Legal Fees			90,000
	Accounting Fees			
	Engineering Fees			
	Sales Commissions (specify finders' fees separately)			
	Other Expenses (identify)			
	T			90 000

(Use blank sheet, or copy and use additional copies of this sheet, as necessary.)

<sup>\*</sup>Represents the aggregate exercise price for the Warrant to purchase Common Stock.

1	C. OFFERING PRICE NO.	MBER OF INVESTORS, EXPENSES AND USE	OF PROCEEDS	t Mark ( La
	b. Enter the difference between the aggregate offe and total expenses furnished in response to Part C – proceeds to the issuer."	<ul> <li>Question 4.a. This difference is the "adjusted"</li> </ul>	gross	s 11,611,031
	Indicate below the amount of the adjusted gross preach of the purposes shown. If the amount for an check the box to the left of the estimate. The total proceeds to the issuer set forth in response to Part	ny purpose is not known, furnish an estimate of the payments listed must equal the adjusted	e and	
			Payments Officers Directors, Affiliates	s, & Payments to
	Salaries and fees		🗆 s	s
	Purchase of real estate		🗆 s	s
	Purchase, rental or leasing and installation of ma	chinery	🗀 s	
	Construction or leasing of plant buildings and fac	cilities	🗆 <b>s</b>	s
	Acquisition of other businesses (including the va offering that may be used in exchange for the ass issuer pursuant to a merger)	sets or securities of another	🔲 s	
	Working capital Other (specify):			\( \s \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
	<u> </u>			
	Column Totals			
	Total Payments Listed (column totals added)		🗵	s 11,611,031
f K		D. FEDERAL SIGNATURE	yearn. F. I'	THE WOLL
ig	e issuer has duly caused this notice to be signed by the nature constitutes an undertaking by the issuer to fu information furnished by the issuer to any non-acc	irnish to the U.S. Securities and Exchange Co	mmission, upon w	
SS	uer (Print or Type)	Signature	Date	
Pa	yScale, Inc.	May	June 2 . 20	007
٧a	me of Signer (Print or Type)	Title of Signer (Print or Type)		
M	ichael Metzger	President		_
_	<del></del> ·			

END

- ATTENTION -

Intentional misstatements or omissions of fact constitute federal criminal violations. (See 18 U.S.C. 1001.)