

ServiceNow, Inc.  
Form 4  
May 09, 2016

**FORM 4**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

Check this box  
if no longer  
subject to  
Section 16.  
Form 4 or  
Form 5  
obligations  
may continue.  
See Instruction  
1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF  
SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934,  
Section 17(a) of the Public Utility Holding Company Act of 1935 or Section  
30(h) of the Investment Company Act of 1940

## OMB APPROVAL

OMB  
Number: 3235-0287  
Expires: January 31,  
2005  
Estimated average  
burden hours per  
response... 0.5

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
**LUDDY FREDERIC B**

(Last) (First) (Middle)

**C/O SERVICENOW, INC., 4810  
EASTGATE MALL**

(Street)

**SAN DIEGO, CA 92121**

(City) (State) (Zip)

2. Issuer Name **and** Ticker or Trading  
Symbol  
**ServiceNow, Inc. [NOW]**

3. Date of Earliest Transaction  
(Month/Day/Year)  
**05/05/2016**

4. If Amendment, Date Original  
Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to  
Issuer

(Check all applicable)

☒ Director ☐ 10% Owner  
☒ Officer (give title below) ☐ Other (specify below)

**CHIEF PRODUCT OFFICER**

6. Individual or Joint/Group Filing(Check  
Applicable Line)  
☒ Form filed by One Reporting Person  
☐ Form filed by More than One Reporting  
Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

| 1. Title of Security (Instr. 3) | 2. Transaction Date (Month/Day/Year) | 2A. Deemed Execution Date, if any (Month/Day/Year) | 3. Transaction Code (Instr. 8) | 4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) |                   |            | 5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Indirect Beneficial Ownership (Instr. 4) |                                   |
|---------------------------------|--------------------------------------|----------------------------------------------------|--------------------------------|-------------------------------------------------------------------|-------------------|------------|-----------------------------------------------------------------------------------------------|----------------------------------------------------------|-------------------------------------------------------|-----------------------------------|
|                                 |                                      |                                                    | Code                           | V                                                                 | Amount            | (A) or (D) | Price                                                                                         |                                                          |                                                       |                                   |
| Common Stock                    | 05/05/2016                           |                                                    | S <u>(1)</u>                   |                                                                   | 55,973 <u>(2)</u> | D          | \$ 67.8516 <u>(3)</u>                                                                         | 3,570,615                                                | I                                                     | by Frederic B. Luddy Family Trust |
| Common Stock                    | 05/05/2016                           |                                                    | S <u>(1)</u>                   |                                                                   | 19,027 <u>(2)</u> | D          | \$ 68.4523 <u>(4)</u>                                                                         | 3,551,588                                                | I                                                     | by Frederic B. Luddy Family Trust |
| Common Stock                    | 05/06/2016                           |                                                    | S <u>(1)</u>                   |                                                                   | 33,165 <u>(2)</u> | D          | \$ 66.2532                                                                                    | 3,518,423                                                | I                                                     | by Frederic                       |

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(5)

B. Luddy  
Family  
Trust

by  
Frederic  
B. Luddy  
Family  
Trust

|                 |            |                  |                           |   |                                 |           |   |
|-----------------|------------|------------------|---------------------------|---|---------------------------------|-----------|---|
| Common<br>Stock | 05/06/2016 | S <sup>(1)</sup> | 41,835<br><sup>(2)</sup>  | D | \$<br>67.1757<br><sup>(6)</sup> | 3,476,588 | I |
| Common<br>Stock | 05/06/2016 | M                | 32,842                    | A | \$ 0                            | 302,836   | D |
| Common<br>Stock | 05/06/2016 | F                | 130,450<br><sup>(7)</sup> | D | \$ 0                            | 172,386   | D |
| Common<br>Stock | 05/06/2016 | F                | 17,137<br><sup>(8)</sup>  | D | \$ 0                            | 155,249   | D |

by Luddy  
Family  
Dynasty  
Trust  
LLC

|                 |  |  |  |  |  |         |   |
|-----------------|--|--|--|--|--|---------|---|
| Common<br>Stock |  |  |  |  |  | 650,000 | I |
| Common<br>Stock |  |  |  |  |  | 19,000  | I |
| Common<br>Stock |  |  |  |  |  | 26,000  | I |

by  
Spouse

by  
Spouse's  
Trust

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

**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.**

SEC 1474  
(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(e.g., puts, calls, warrants, options, convertible securities)

| 1. Title of<br>Derivative<br>Security<br>(Instr. 3) | 2. Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date, if<br>any<br>(Month/Day/Year) | 4. Transaction<br>Code<br>(Instr. 8) | 5. Number of<br>Derivative<br>Securities<br>Acquired (A)<br>or Disposed of<br>(D)<br>(Instr. 3, 4,<br>and 5) | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |     | 7. Title and Amount of<br>Underlying Securities<br>(Instr. 3 and 4) |                    |                 |                                     |
|-----------------------------------------------------|--------------------------------------------------------------------|-----------------------------------------|-------------------------------------------------------------|--------------------------------------|--------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|-----|---------------------------------------------------------------------|--------------------|-----------------|-------------------------------------|
|                                                     |                                                                    |                                         |                                                             | Code                                 | V                                                                                                            | (A)                                                            | (D) | Date<br>Exercisable                                                 | Expiration<br>Date | Title           | Amount<br>or<br>Number<br>of Shares |
| Restricted<br>Stock                                 | (9)                                                                | 05/06/2016                              |                                                             | M                                    |                                                                                                              | 32,842                                                         |     | (10)                                                                | 11/07/2016         | Common<br>Stock | 32,842                              |

Units

## Reporting Owners

| Reporting Owner Name / Address                                                        | Relationships |           |                       |       |
|---------------------------------------------------------------------------------------|---------------|-----------|-----------------------|-------|
|                                                                                       | Director      | 10% Owner | Officer               | Other |
| LUDDY FREDERIC B<br>C/O SERVICENOW, INC.<br>4810 EASTGATE MALL<br>SAN DIEGO, CA 92121 | X             |           | CHIEF PRODUCT OFFICER |       |

## Signatures

/s/ Frederic B. Luddy by Matthew Kelly,  
Attorney-in-Fact

05/09/2016

\_\_Signature of Reporting Person

Date

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) The transactions reported on this Form 4 were effected pursuant to a Rule 10b5-1 trading plan adopted by the Reporting Person.
- (2) Represents the aggregate of sales effected on the same day at different prices pursuant to the 10b5-1 trading plan noted in footnote (1).  
Represents the weighted average sales price per share. The shares sold at prices ranging from \$67.28 to \$68.27 per share. Full
- (3) information regarding the number of shares sold at each price shall be provided upon request to the staff of the U.S. Securities and Exchange Commission, the Issuer, or a security holder of the Issuer.  
Represents the weighted average sales price per share. The shares sold at prices ranging from \$68.28 to \$68.62 per share. Full
- (4) information regarding the number of shares sold at each price shall be provided upon request to the staff of the U.S. Securities and Exchange Commission, the Issuer, or a security holder of the Issuer.  
Represents the weighted average sales price per share. The shares sold at prices ranging from \$65.84 to \$66.83 per share. Full
- (5) information regarding the number of shares sold at each price shall be provided upon request to the staff of the U.S. Securities and Exchange Commission, the Issuer, or a security holder of the Issuer.  
Represents the weighted average sales price per share. The shares sold at prices ranging from \$66.84 to \$67.65 per share. Full
- (6) information regarding the number of shares sold at each price shall be provided upon request to the staff of the U.S. Securities and Exchange Commission, the Issuer, or a security holder of the Issuer.  
Represents shares relinquished by the Reporting Person and cancelled by the Issuer in exchange for the Issuer's payment of federal and
- (7) state tax withholding obligations of the Reporting Person, in accordance with Rule 16b-3, resulting from the vesting of RSUs on March 1, 2016 which settled on a 1-for-1 basis on May 6, 2016.
- (8) Represents shares relinquished by the Reporting Person and cancelled by the Issuer in exchange for the Issuer's payment of federal and state tax withholding obligations of the Reporting Person resulting from the vesting of RSUs, in accordance with Rule 16b-3.
- (9) Each restricted stock unit represents a contingent right to receive one share of Issuer's common stock.  
The restricted stock units were granted upon achievement of certain performance objectives pursuant to the performance-based restricted stock units granted February 7, 2014 under the Issuer's 2012 Equity Incentive Plan. The performance period for the restricted stock units
- (10) was January 1, 2014 until December 31, 2014, with vesting subject to approval of the performance calculation by the Issuer's Compensation Committee. This approval was obtained on January 27, 2015. As a result, 25% of the restricted stock units will vest on each of February 7, 2016, May 7, 2016, August 7, 2016 and November 7, 2016.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.

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