

Scarpelli Michael  
Form 4  
February 15, 2013

# FORM 4

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

OMB APPROVAL

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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

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
Scarpelli Michael

(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)  
02/13/2013

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 FINANCIAL 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                    | 02/13/2013                           |  | M <sup>(1)</sup>               |   | 10,000  | A  | \$ 3  |
|                                 |                                      |  |                                |   |   |  | 287,308 <sup>(2)</sup>                                |
| Common Stock                    | 02/13/2013                           |  | S <sup>(1)</sup>               |   | 10,000 <sup>(3)</sup>   | D  | \$ 29.5173 <sup>(4)</sup>                             |
|                                 |                                      |  |                                |   |   |  | 277,308   |
| Common Stock                    | 02/14/2013                           |  | M <sup>(1)</sup>               |   | 10,000  | A  | \$ 3  |
|                                 |                                      |  |                                |   |   |  | 287,308   |
| Common Stock                    | 02/14/2013                           |  | S <sup>(1)</sup>               |   | 900 <sup>(3)</sup>  | D  | \$ 31.0072 <sup>(5)</sup>                             |
|                                 |                                      |  |                                |   |   |  | 286,408   |
|                                 | 02/14/2013                           |  | S <sup>(1)</sup>               |   |   | D  | 282,208   |
|                                 |                                      |  |                                |   |   |  | D   |

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|              |            |  |              |                     |   |                             |         |   |
|--------------|------------|--|--------------|---------------------|---|-----------------------------|---------|---|
| Common Stock |            |  |              | 4,200<br><u>(3)</u> |   | \$<br>32.2285<br><u>(6)</u> |         |   |
| Common Stock | 02/14/2013 |  | S <u>(1)</u> | 4,900<br><u>(3)</u> | D | \$<br>32.8032<br><u>(7)</u> | 277,308 | D |

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

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(9-02)

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

| 1. Title of Derivative Security (Instr. 3) | 2. Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. Transaction Code (Instr. 8) | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5) | 6. Date Exercisable and Expiration Date (Month/Day/Year) | 7. Title and Amount of Underlying Securities (Instr. 3 and 4) | Amount or Number of Shares |
|--|--|--------------------------------------|--|--------------------------------|---|--|---|----------------------------|
|  |  |                                      |  | Code                           | V (A) (D)   | Date Exercisable   | Expiration Date   | Title                      |
| Employee Stock Option (Right to Buy)       | \$ 3   | 02/13/2013                           |  | M <u>(1)</u>                   | 10,000  | <u>(8)(9)</u> 08/14/2021                                 | Common Stock  | 10,000                     |
| Employee Stock Option (Right to Buy)       | \$ 3   | 02/14/2013                           |  | M <u>(1)</u>                   | 10,000  | <u>(8)(9)</u> 08/14/2021                                 | Common Stock  | 10,000                     |

## Reporting Owners

| Reporting Owner Name / Address   | Relationships |           |                               |       |
|--|---------------|-----------|-------------------------------|-------|
|  | Director      | 10% Owner | Officer                       | Other |
| Scarpelli Michael<br>C/O SERVICENOW, INC.<br>4810 EASTGATE MALL<br>SAN DIEGO, CA 92121 |               |           | CHIEF<br>FINANCIAL<br>OFFICER |       |

## Signatures

/s/ Michael P. Scarpelli by Ethan Christensen,  
Attorney-in-Fact

02/15/2013

\_\_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 sales reported on this Form 4 were effected pursuant to a Rule 10b5-1 trading plan adopted by the Reporting Person.
- (2) Includes 1,500 shares acquired under the Issuer's Employee Stock Purchase Plan on January 31, 2013.
- (3) 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 \$29.05 to \$29.82 per share. Full 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.
- (4) Represents the weighted average sales price per share. The shares sold at prices ranging from \$30.47 to \$31.38 per share. Full 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.
- (5) Represents the weighted average sales price per share. The shares sold at prices ranging from \$31.60 to \$32.59 per share. Full 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.
- (6) Represents the weighted average sales price per share. The shares sold at prices ranging from \$32.60 to \$33.00 per share. Full 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.
- (7) Immediately exercisable.
- (8) The stock option grant shall vest as to 1/4th of the total number of shares on August 15, 2012 and thereafter shall vest as to 1/48th of the total number of shares in equal monthly installments.
- (9)

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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