| SEC Form 4 |  |
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# 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

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

#### OMB APPROVAL 3235-0287 OMB Number:

Estimated average burden hours per response: 0.5

| 1. Name and<br><u>Schneide</u> | Address of Reporting F<br>er David | Person*  | 2. Issuer Name <b>and</b> Ticker or Trading Symbol<br><u>ServiceNow, Inc.</u> [ NOW ] |                   | tionship of Reporting Pe<br>all applicable)<br>Director | rson(s) to Issuer<br>10% Owner |
|--------------------------------|------------------------------------|----------|---|-------------------|---|--------------------------------|
| ·                              |                                    |          | 2 Date of Earliest Transaction (Month/Dev/Marr)                                       |                   | Other (specify below)                                   |                                |
| (Last)<br>C/O SERV             | (First)<br>ICENOW, INC.            | (Middle) | 3. Date of Earliest Transaction (Month/Day/Year)<br>05/06/2016                        |                   | Chief Revenue   | e Officer                      |
| 2225 LAW                       | SON LANE                           |          |   |                   |   |                                |
|                                |                                    |          | 4. If Amendment, Date of Original Filed (Month/Day/Year)                              | 6. Indiv<br>Line) | idual or Joint/Group Filir                              | ng (Check Applicable           |
| (Street)                       |                                    |          |   | X                 | Form filed by One Re                                    | oortina Person                 |
| SANTA CLARA CA 95054           |                                    | 95054    |   |                   | Form filed by More the Person                           | 0                              |
| (City)                         | (State)                            | (Zip)    |   |                   |   |                                |

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

| 1. Title of Security (Instr. 3) | 2. Transaction<br>Date<br>(Month/Day/Year) | 2A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 3.<br>Transa<br>Code (<br>8) |   | 4. Securities Acquired (A) or<br>Disposed Of (D) (Instr. 3, 4 and 5) |               |                                 | 5. Amount of<br>Securities<br>Beneficially<br>Owned Following | 6. Ownership<br>Form: Direct<br>(D) or Indirect<br>(I) (Instr. 4) | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership |  |  |
|---------------------------------|--|---|------------------------------|---|--|---------------|---------------------------------|---|---|---|--|--|
|                                 |  |   | Code                         | v | Amount   | (A) or<br>(D) | Price                           | Reported<br>Transaction(s)<br>(Instr. 3 and 4)                |   | (Instr. 4)  |  |  |
| Common Stock                    | 05/06/2016                                 |   | М                            |   | 24,632   | A             | \$0                             | 46,484  | D   |   |  |  |
| Common Stock                    | 05/06/2016                                 |   | М                            |   | 6,250  | A             | \$0                             | 52,734  | D   |   |  |  |
| Common Stock                    | 05/06/2016                                 |   | F <sup>(1)</sup>             |   | 17,032   | D             | \$0                             | 35,702  | D   |   |  |  |
| Common Stock                    | 05/09/2016                                 |   | S <sup>(2)</sup>             |   | 10,947(3)  | D             | <b>\$67.8126</b> <sup>(4)</sup> | 24,755  | D   |   |  |  |
| Common Stock                    | 05/09/2016                                 |   | S <sup>(2)</sup>             |   | 100  | D             | \$68.13                         | 24,655  | D   |   |  |  |
| Common Stock                    |  |   |                              |   |  |               |                                 | 190   | I   | By<br>Schneider<br>2001<br>Living<br>Trust          |  |  |

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

|   |   |  | ( 3 )   | • •                          |   | <i>.</i> |        | · · ·  |                    |   | ,                                      |   |  |  |  |
|---|---|--|---|------------------------------|---|----------|--------|--|--------------------|---|--|---|--|--|--|
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3) | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 4.<br>Transa<br>Code (<br>8) |   | of       |        | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |                    | 7. Title and Amount<br>of Securities<br>Underlying<br>Derivative Security<br>(Instr. 3 and 4) |  | 8. Price of<br>Derivative<br>Security<br>(Instr. 5) | 9. Number of<br>derivative<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 4) | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4) | 11. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|   |   |  |   | Code                         | v | (A)      | (D)    | Date<br>Exercisable  | Expiration<br>Date | Title   | Amount<br>or<br>Number<br>of<br>Shares |   |  |  |  |
| Restricted<br>Stock<br>Units                        | (5)   | 05/06/2016                                 |   | М                            |   |          | 24,632 | (6)  | (6)                | Common<br>Stock   | 24,632                                 | \$0   | 49,264   | D  |  |
| Restricted<br>Stock<br>Units                        | (5)   | 05/06/2016                                 |   | М                            |   |          | 6,250  | (7)  | (7)                | Common<br>Stock   | 6,250                                  | \$0   | 25,000   | D  |  |

### Explanation of Responses:

1. 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.

2. This transaction, as reported on this Form 4, was effected pursuant to a Rule 10b5-1 trading plan adopted by the Reporting Person.

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).

4. Represents the weighted average sales price per share. The shares sold at prices ranging from \$67.13 to \$68.12 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. Each restricted stock unit represents a contingent right to receive one share of Issuer's common stock.

6. 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 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.

7. The restricted stock units vest quarterly in eight equal installments beginning August 7, 2015. Shares of the Issuer's common stock will be delivered to the reporting person upon vesting.

Remarks:

/s/ David Schneider by Matthew Kelly, Attorney-in-Fact \*\* Signature of Reporting Person

05/10/2016

Date

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

 $^{\ast}$  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).

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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