

MEREDITH THOMAS J  
 Form 4  
 February 02, 2005

**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 \*  
**MEREDITH THOMAS J**

(Last) (First) (Middle)

12515 RESEARCH  
 BLVD., BUILDING 5

(Street)

AUSTIN, TX 78759

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
**MOTIVE INC [MOTV]**

3. Date of Earliest Transaction  
 (Month/Day/Year)  
**01/31/2005**

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)

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 Beneficial Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|--|
|                                 |                                      |  |                                | (A) or (D)  | Code V Amount (D) Price   |  |  |

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

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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 Derivative Security | 2. Conversion or Exercise | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any | 4. Transaction Code | 5. Number of Derivative Securities | 6. Date Exercisable and Expiration Date (Month/Day/Year) | 7. Title and Amount of Underlying Securities (Instr. 3 and 4) |
|---------------------------------|---------------------------|--------------------------------------|-----------------------------------|---------------------|------------------------------------|--|---|
|                                 |                           |                                      |                                   |                     |                                    |  |   |

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| (Instr. 3)                           | Price of<br>Derivative<br>Security | (Month/Day/Year) | (Instr. 8) | Acquired (A)<br>or Disposed of<br>(D)<br>(Instr. 3, 4,<br>and 5) | Code | V | (A)    | (D) | Date<br>Exercisable | Expiration<br>Date | Title           | Amount<br>or<br>Number<br>of Shares |
|--------------------------------------|------------------------------------|------------------|------------|--|------|---|--------|-----|---------------------|--------------------|-----------------|-------------------------------------|
| Stock<br>Option<br>(right to<br>buy) | \$ 10.53                           | 01/31/2005       |            |  | A    |   | 35,000 |     | <u>(1)</u>          | 01/30/2012         | Common<br>Stock | 35,000                              |
| Stock<br>Option<br>(right to<br>buy) | \$ 10.53                           | 01/31/2005       |            |  | A    |   | 2,916  |     | <u>(2)</u>          | 01/30/2012         | Common<br>Stock | 2,916                               |
| Stock<br>Option<br>(right to<br>buy) | \$ 10.53                           | 01/31/2005       |            |  | A    |   | 136    |     | <u>(3)</u>          | 01/30/2012         | Common<br>Stock | 136                                 |
| Stock<br>Option<br>(right to<br>buy) | \$ 10.53                           | 01/31/2005       |            |  | A    |   | 281    |     | <u>(4)</u>          | 01/30/2012         | Common<br>Stock | 281                                 |
| Stock<br>Option<br>(right to<br>buy) | \$ 10.6                            | 02/01/2005       |            |  | A    |   | 267    |     | <u>(5)</u>          | 01/31/2012         | Common<br>Stock | 267                                 |

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |         |       |
|---|---------------|-----------|---------|-------|
|   | Director      | 10% Owner | Officer | Other |
| MEREDITH THOMAS J<br>12515 RESEARCH BLVD.<br>BUILDING 5<br>AUSTIN, TX 78759 | X             |           |         |       |

## Signatures

/s/ James Wesley Jones, Attorney  
In Fact

02/02/2005

\*\*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) Shares become vested and exercisable in equal quarterly installments over the following three years.
- (2) 25% of the shares subject to this option become vested and exercisable on 4/31/2005 and the remaining shares become vested and exercisable in equal quarterly installments over the following nine months.
- (3) 25% of the shares subject to this option become vested and exercisable on 4/19/2005 and the remaining shares become vested and exercisable in equal quarterly installments over the following nine months.
- (4) 25% of the shares subject to this option become vested and exercisable on 4/20/2005 and the remaining shares become vested and exercisable in equal quarterly installments over the following nine months.
- (5) 25% of the shares subject to this option become vested and exercisable on 5/1/2005 and the remaining shares become vested and exercisable in equal quarterly installments over the following nine months.

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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