

Financial Model  
Dashboard View

US Results								
(\$M. in \$000s)								
	2010	2011	2012	2013	2014	2015	2016	2017
<b>Bookings</b>								
SaaS License								
New	0	1,784	4,829	6,924	6,973	7,607	9,104	
Recurring	0	0	1,623	5,806	11,457	16,587	21,775	
Appliance License	0	0	368	773	513	500	499	593
Maintenance Contracts	0	0	92	279	387	485	576	684
Professional Services	0	0	123	420	812	792	790	938
Hardware	0	0	287	603	1,333	1,301	1,297	1,541
Bandwidth Overages	0	0	0	0	0	0	0	0
<b>Total Bookings</b>	<b>0</b>	<b>2,452</b>	<b>8,525</b>	<b>15,776</b>	<b>21,099</b>	<b>27,317</b>	<b>34,634</b>	
YOY Growth		0%	221%	88%	28%	27%	27%	
<b>Revenue (recognized)</b>								
SaaS License								
New	0	0	558	4,335	3,750	6,970	7,251	8,320
Recurring	0	0	0	507	3,869	8,907	14,289	19,386
Appliance License	0	0	368	773	513	500	499	593
Maintenance Contracts	0	0	16	203	296	443	536	632
Professional Services	0	0	123	420	812	792	790	938
Hardware	0	0	249	541	1,333	1,301	1,297	1,541
Bandwidth Overages	0	0	0	0	0	0	0	0
<b>Total Revenue</b>	<b>0</b>	<b>0</b>	<b>1,313</b>	<b>6,778</b>	<b>10,536</b>	<b>18,913</b>	<b>24,662</b>	<b>31,499</b>
YOY Growth			416%	50%	60%	30%	27%	
COGS	0	0	487	1,323	2,708	3,671	4,166	5,116
<b>Gross Margin</b>	<b>0</b>	<b>0</b>	<b>62%</b>	<b>54%</b>	<b>74%</b>	<b>80%</b>	<b>83%</b>	<b>24,294</b>
ADJYOY			62%	60%	74%	80%	83%	64%
<b>Operating Expense</b>								
Sales	0	319	1,594	2,061	2,330	2,590	3,000	3,760
Marketing	335	817	3,344	2,442	2,277	1,898	1,853	2,028
R&D	1,183	2,277	3,029	3,147	3,465	3,770	4,004	5,659
G&A	50	235	849	881	1,276	1,552	1,726	1,885
<b>Total Operating Expense</b>	<b>1,568</b>	<b>3,647</b>	<b>8,516</b>	<b>8,533</b>	<b>9,810</b>	<b>11,163</b>	<b>12,566</b>	<b>13,332</b>
<b>Operating Income</b>	<b>(1,568)</b>	<b>(3,647)</b>	<b>(7,591)</b>	<b>(1,520)</b>	<b>5,532</b>	<b>9,313</b>	<b>12,962</b>	
ADJYOY			-80%	-4%	-14%	2%	3%	47%
Depreciation Expense	0	0	345	458	458	112	0	0
<b>EBITDA</b>	<b>(1,568)</b>	<b>(3,647)</b>	<b>(7,646)</b>	<b>(2,619)</b>	<b>(1,063)</b>	<b>5,644</b>	<b>9,313</b>	<b>12,962</b>
Capital Expense	0	500	873	0	0	0	0	0
<b>Cash Flow (approximately)</b>	<b>(1,568)</b>	<b>(4,147)</b>	<b>(8,519)</b>	<b>(2,619)</b>	<b>(1,063)</b>	<b>5,644</b>	<b>9,313</b>	<b>12,962</b>
<b>Monthly Recurring Revenue (in \$000's)</b>								
	2010	2011	2012	2013	2014	2015	2016	2017
New MRR (for the year)	0	0	149	402	577	581	634	759
MRR (at end of the year)	0	0	149	538	1,061	1,536	2,016	2,573
<b>Valuation (as multiple of revenue)</b>								
2x			1,115	9,684	15,239	31,752	43,980	55,412
4x			2,230	19,368	30,478	63,504	86,159	110,824
5x			2,788	24,210	38,098	79,381	107,699	138,530
<b>Net Present Value and Internal Rate of Return (off of Cash Flow)</b>								
NPV	1,576							
IRR	11%							
<b>Software Bookings vs. Revenue (in \$000's)</b>								
	2010	2011	2012	2013	2014	2015	2016	2017
SaaS Contracts								
Bookings	0	1,784	6,452	12,730	18,430	24,194	30,879	
Revenue	0	558	4,842	7,620	15,876	21,540	27,706	
Appliance and Maintenance Contracts								
Bookings	0	459	1,051	900	986	1,075	1,276	
Revenue	0	384	975	771	843	1,035	1,225	
<b>Total Software Bookings</b>	<b>0</b>	<b>2,243</b>	<b>7,503</b>	<b>13,630</b>	<b>19,416</b>	<b>25,269</b>	<b>32,156</b>	
<b>Total Software Revenue</b>	<b>0</b>	<b>941</b>	<b>5,817</b>	<b>8,390</b>	<b>16,819</b>	<b>22,575</b>	<b>29,931</b>	
<b>Total Software Bookings / Sales Rep</b>	<b>320</b>	<b>938</b>	<b>1,239</b>	<b>1,494</b>	<b>1,494</b>	<b>1,871</b>	<b>2,367</b>	
<b>Deferred Revenue Balance</b>	<b>1,168</b>	<b>2,789</b>	<b>5,240</b>	<b>7,836</b>	<b>10,531</b>	<b>13,756</b>		
<b>Details</b>								
	2010	2011	2012	2013	2014	2015	2016	2017
Silver	0	0	98	273	248	256	290	350
Gold	0	0	50	133	145	141	174	209
Platinum	0	0	10	15	21	21	25	30
Enterprise	0	0	10	33	51	50	50	50
Appliance	0	0	6	18	17	17	17	20
	0	0	174	470	482	484	563	676
<b>Total Customers (factors in churn)</b>	<b>0</b>	<b>0</b>	<b>174</b>	<b>635</b>	<b>1,056</b>	<b>1,448</b>	<b>1,871</b>	<b>2,367</b>
<b>Total Subscribers (factors in churn)</b>	<b>0</b>	<b>0</b>	<b>164,000</b>	<b>693,470</b>	<b>1,218,899</b>	<b>1,718,500</b>	<b>2,228,100</b>	<b>2,822,827</b>
<b>&lt;Client&gt; Cannibalization</b>								
	2010	2011	2012	2013	2014	2015	2016	2017
<Client>	0	0	1,041	5,310	8,441	10,358	11,277	11,834
Revenue Cannibalization								
<b>Headcount</b>								
	2010	2011	2012	2013	2014	2015	2016	2017
Sales								
Enterprise Sales Rep	0	1	3	3	3	3	3	4
Sales Engineer	0	1	1	2	2	2	4	6
SMB Sales Rep	0	1	3	3	5	6	7	10
Renewal Sales Rep	0	1	2	3	4	5	6	6
Marketing								
Product Manager	1	1	1	1	1	1	2	2
Marketing Consultancy	1	1	0	0	0	0	0	0
Marketing Manager 1	0	0	1	1	1	1	1	1
Marketing Manager 2	0	0	1	1	1	1	1	1
R&D								
U.S. Project Manager	1	0	0	0	0	0	0	0
U.S. Software Developer	5	11	11	11	15	18	22	26
U.S. Test Engineer	1	0	0	0	3	5	6	7
India Test and Customization	0	8	12	12	19	24	30	36
Service and Support								
Technical Support	0	0	3	3	4	5	6	6
Customer Service	0	0	1	1	2	2	3	3
Professional Services	0	0	2	2	4	4	5	5
	9	23	40	41	63	76	93	109

EMEA Results								
(\$M. in \$000's)								
	2010	2011	2012	2013	2014	2015	2016	2017
<b>Bookings</b>								
SaaS License								
New	0	0	47	2,070	4,905	5,184	5,581	6,736
Recurring	0	0	0	42	1,901	6,125	10,178	14,183
Appliance License	0	0	0	360	344	346	348	423
Maintenance Contracts	0	0	0	90	170	244	314	398
Professional Services	0	0	0	220	545	647	551	670
Hardware	0	0	0	234	896	899	905	1,100
Bandwidth Overages	0	0	0	0	0	0	0	0
<b>Total Bookings</b>	<b>0</b>	<b>0</b>	<b>47</b>	<b>3,016</b>	<b>8,761</b>	<b>13,345</b>	<b>17,877</b>	<b>23,511</b>
YOY Growth				688%	18%	52%	34%	32%
<b>Revenue (recognized)</b>								
SaaS License								
New	0	0	6	981	2,644	5,062	5,381	6,114
Recurring	0	0	0	6	842	4,196	8,333	12,343
Appliance License	0	0	0	360	344	346	348	423
Maintenance Contracts	0	0	0	49	92	211	282	357
Professional Services	0	0	0	220	545	547	551	670
Hardware	0	0	0	234	896	899	905	1,100
Bandwidth Overages	0	0	0	0	0	0	0	0
<b>Total Revenue</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>1,850</b>	<b>5,364</b>	<b>11,261</b>	<b>15,800</b>	<b>21,907</b>
YOY Growth				2891%	16%	13%	4%	3%
COGS	0	0	1	585	1,730	2,378	2,782	3,493
<b>Gross Margin</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>1,264</b>	<b>3,633</b>	<b>8,883</b>	<b>13,018</b>	<b>17,513</b>
ADJYOY				96%	8%	6%	2%	6%
<b>Operating Expense</b>								
Sales	0	0	306	1,307	2,330	2,590	2,850	3,610
Marketing	0	0	324	585	560	480	490	490
R&D	0	0	0	0	0	0	0	0
G&A	0	0	0	0	0	0	0	0
<b>Total Operating Expense</b>	<b>0</b>	<b>0</b>	<b>630</b>	<b>1,892</b>	<b>2,890</b>	<b>3,070</b>	<b>3,340</b>	<b>4,100</b>
<b>Operating Income</b>	<b>0</b>	<b>0</b>	<b>(625)</b>	<b>(638)</b>	<b>713</b>	<b>5,803</b>	<b>9,678</b>	<b>13,413</b>
ADJYOY				-976%	-3%	12%	52%	67%
Depreciation Expense	0	0	0	0	112	0	0	0
<b>EBITDA</b>	<b>0</b>	<b>0</b>	<b>(625)</b>	<b>(628)</b>	<b>713</b>	<b>5,803</b>	<b>9,678</b>	<b>13,413</b>
Capital Expense	0	0	0	0	0	0	0	0
<b>Cash Flow (approximately)</b>	<b>0</b>	<b>0</b>	<b>(625)</b>	<b>(628)</b>	<b>713</b>	<b>5,803</b>	<b>9,678</b>	<b>13,413</b>
<b>Monthly Recurring Revenue (in \$000's)</b>								
	2010	2011	2012	2013	2014	2015	2016	2017
New MRR (for the year)	0	0	4	173	432	432	495	591
MRR (at end of the year)	0	0	4	176	567	942	1,313	1,743
<b>Valuation (as multiple of revenue)</b>								
2x			0	13	1,974	6,933	18,517	27,428
4x			0	26	3,948	13,866	37,034	54,856
5x			0	32	4,935	17,432	46,292	68,569
<b>Net Present Value and Internal Rate of Return (off of Cash Flow)</b>								
NPV	28,356							
IRR	156%							
<b>Software Bookings vs. Revenue (in \$000's)</b>								
	2010	2011	2012	2013	2014	2015	2016	2017
SaaS Contracts								
Bookings	0	0	47	2,112	6,806	11,309	15,759	20,919
Revenue	0							



Revenue 2012-2013

	2012												2013												Total 2012	Total 2013
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
	0	500	2,000	3,875	7,000	27,750	27,875	53,875	85,375	165,000	189,125	216,625	245,625	275,075	305,425	351,113	387,925	431,750	474,863	523,413	577,063	631,119	686,525	744,969	779,000	5,634,863
<b>Monthly Recurring Revenue</b>																										
Enterprise Sales Reps	0	500	1,500	1,500	2,000	8,500	6,000	10,000	12,500	10,000	10,000	10,000	10,000	10,000	10,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	72,500	165,000	
SMB Sales Reps	0	0	0	375	1,125	2,250	4,125	6,000	9,000	12,000	13,500	16,875	18,375	18,375	18,375	18,375	18,375	18,375	18,375	18,375	18,375	18,375	18,375	65,250	220,500	
NMRR	0	500	1,500	1,875	3,125	10,750	10,125	16,000	21,500	22,000	23,500	26,875	28,375	28,375	28,375	33,375	33,375	33,375	33,375	33,375	33,375	33,375	33,375	137,750	385,500	
Renewal MRR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	450	1,350	1,688	2,813	9,825	9,113	14,550	19,650	24,488	0	125,475	
MRR	0	500	2,000	3,875	7,000	17,750	27,875	43,875	65,375	87,375	110,875	137,750	166,125	194,450	222,675	255,863	288,925	321,375	353,738	385,663	417,188	448,663	479,988	137,750	510,975	
Accounts Receivable	0	6,000	21,000	31,500	48,750	157,750	191,000	262,750	379,000	487,500	540,750	590,250	628,500	642,900	656,400	735,850	786,375	877,275	910,800	971,775	1,065,800	1,108,575	1,130,963	1,175,513		
Deferred Revenue	0	5,500	21,500	40,125	70,625	181,875	275,500	423,625	616,250	799,750	977,125	1,167,500	1,346,875	1,502,200	1,637,975	1,802,113	1,942,938	2,124,088	2,253,575	2,399,763	2,553,500	2,665,556	2,738,406	2,789,263		
<b>Subscribers</b>																										
Silver	0	500	500	1,000	500	1,000	2,500	4,000	6,000	8,000	9,000	10,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	43,000	132,000		
Gold	0	0	1,000	1,000	3,000	3,000	4,000	4,000	6,000	8,000	9,000	10,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	49,000	132,000		
Platinum	0	0	0	0	0	2,500	5,000	5,000	2,500	0	0	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	17,500	30,000	
Enterprise	0	0	0	0	0	5,000	0	5,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	50,000	165,000		
Appliance	0	0	0	0	0	0	0	0	0	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	4,500	18,000		
Total New Subscribers (Monthly)	0	500	1,500	2,000	3,500	11,500	11,500	18,000	24,500	27,500	29,500	34,000	36,000	36,000	36,000	41,000	41,000	41,000	41,000	41,000	41,000	41,000	164,000	477,000		
Total New Subscribers (Running Total)	0	500	2,000	4,000	7,500	19,000	30,500	48,500	73,000	100,500	130,000	164,000	200,000	236,000	272,000	313,000	354,000	395,000	436,000	477,000	518,000	559,000	600,000	641,000		
<b>Sales Funnel</b>																										
Assumptions																										
Opportunities-to-Deals	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%	33%			
SR Leads-to-Opportunities	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%			
Leads-to-SR Leads	67%	67%	67%	67%	67%	67%	67%	67%	67%	67%	67%	67%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%			
Overall Leads-to-Deals	13%	13%	13%	13%	13%	13%	8%	8%	8%	8%	8%	8%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%			
<b>Enterprise Sales Reps Pipeline</b>																										
Deals	0	1	2	2	2	3	3	3	3	3	3	3	3	3	3	4	4	4	4	4	4	4	4	28	45	
Opportunities	5	5	8	8	8	8	8	8	8	8	8	8	12	12	12	12	12	12	12	12	12	12	12	85	145	
SR Leads	10	15	15	15	15	15	15	15	15	15	15	24	24	24	24	24	24	24	24	24	24	24	24	184	290	
Leads	15	23	23	23	23	23	38	38	38	38	38	61	61	61	61	61	61	61	61	61	60	60	376	725		
Opportunities per Enterprise Sales Rep	5	5	3	3	3	3	3	3	3	3	3	3	4	4	4	4	4	4	4	4	4	4				
<b>SMB Sales Reps Pipeline</b>																										
Deals	0	0	0	1	2	4	8	12	18	24	27	31	34	34	34	34	34	34	34	34	34	34	34	127	408	
Opportunities	0	0	3	5	10	20	30	45	60	68	78	85	103	103	103	103	103	103	103	103	103	103	103	403	1,236	
SR Leads	0	0	5	10	20	40	60	90	120	135	155	170	206	206	206	206	206	206	206	206	206	206	805	2,473		
Leads	0	0	8	15	30	60	150	225	300	338	388	425	515	515	515	515	515	515	515	515	515	515	1,938	6,182		
Opportunities per SMB Sales Rep			1	2	3	7	10	15	20	23	26	28	34	34	34	34	34	34	34	34	34	34				
Leads per SMB Sales Rep			3	5	10	20	50	75	100	113	129	142	172	172	172	172	172	172	172	172	172	172				
<b>Total Pipeline</b>																										
Deals	0	1	2	3	4	7	11	15	21	27	30	34	37	37	37	38	38	38	38	38	38	38	155	453		
Opportunities	5	5	10	13	18	28	38	53	68	75	85	93	115	115	115	115	115	115	115	115	115	115	488	1,381		
SR Leads	10	15	20	25	35	55	75	105	135	150	170	194	230	230	230	230	230	230	230	230	230	230	989	2,763		
Leads	15	23	30	38	53	83	188	263	338	375	425	486	576	576	576	576	576	576	576	576	575	575	2,313	6,907		
Marketing Programs (in \$)	216,500	175,500	219,000	257,000	165,000	165,000	173,500	151,500	236,500	149,000	159,000	149,000	99,383	99,383	99,383	99,383	99,383	99,383	99,383	99,383	99,383	99,383	2,216,500	1,192,596		
Cost per Lead (in \$)	14,433	7,800	7,300	6,853	3,143	2,000	925	577	701	397	374	307	173	173	173	173	173	173	173	173	173	173	958	173		
																								717,371	1,156,525	

**Cost of Goods Sold 2010-2013**

Headcount Cost Assumptions (Annual Fully Loaded)		
Technical Support Manager	125,000	Customer Services 85,000
U.S. Technical Support Analyst	80,000	Professional Services Consultant 125,000
India Technical Support Analyst	42,500	

Software and Hardware Cost Assumptions	
Amazon Cloud Gross Margin	90%
Appliance License Gross Margin	95%
Hardware Gross Margin	30%

	2010		2011										2012											
	FY	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
<b>Headcount</b>																								
Technical Support Manager		0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	1	1	1	1	1	1	1
U.S. Technical Support Analyst		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	1	1	2	2	2
India Technical Support Analyst		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Customer Services		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	1	1	1	1	1
Professional Services Consultant		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	1	1	2	2	2
<b>Software Support</b>																								
Technical Support Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417
U.S. Technical Support Analyst	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6,667	6,667	6,667	6,667	13,333	13,333	13,333
India Technical Support Analyst	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Software Support</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>10,417</b>	<b>10,417</b>	<b>17,083</b>	<b>17,083</b>	<b>17,083</b>	<b>17,083</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>
<b>Customer Services</b>																								
Customer Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7,083	7,083	7,083	7,083	7,083	7,083	7,083
<b>Total Customer Services</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>
<b>Professional Services</b>																								
Professional Services Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,417	10,417	10,417	10,417	20,833	20,833	20,833
<b>Total Professional Services</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>10,417</b>	<b>10,417</b>	<b>10,417</b>	<b>10,417</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>
<b>Software Costs</b>																								
Amazon Cloud Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	50	250	538	950	2,125	3,438	5,088	7,538	9,838	
Appliance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,500	0	7,500	
<b>Total Software</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50</b>	<b>250</b>	<b>538</b>	<b>950</b>	<b>2,125</b>	<b>3,438</b>	<b>7,588</b>	<b>7,538</b>	<b>17,338</b>	
<b>Hardware Costs</b>																								
Appliance Servers	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	13,650	
<b>Total Hardware</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>13,650</b>	
<b>Bandwidth Overages</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Total Cost of Goods Sold</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50</b>	<b>10,667</b>	<b>10,954</b>	<b>35,533</b>	<b>36,708</b>	<b>38,021</b>	<b>42,171</b>	<b>59,204</b>	<b>82,654</b>	

Cost of Goods Sold 2010-2013

**Headcount Cost Assumptions (Annual Fully Loaded)**  
 Technical Support Manager  
 U.S. Technical Support Analyst  
 India Technical Support Analyst

	2013														Total 2010	Total 2011	Total 2012	Total 2013
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec				
<b>Headcount</b>																		
Technical Support Manager	1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	1	1	
U.S. Technical Support Analyst	2	2	2	2	2	2	2	2	2	2	2	2	2	2	0	2	2	
India Technical Support Analyst	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Customer Services	1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	1	1	
Professional Services Consultant	2	2	2	2	2	2	2	2	2	2	2	2	2	2	0	2	2	
<b>Software Support</b>																		
Technical Support Manager	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417	10,417	0	0	104,167	125,000
U.S. Technical Support Analyst	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	0	0	80,000	160,000
India Technical Support Analyst	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Software Support</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>23,750</b>	<b>0</b>	<b>0</b>	<b>184,167</b>	<b>285,000</b>
<b>Customer Services</b>																		
Customer Services	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	0	0	56,667	85,000
<b>Total Customer Services</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>7,083</b>	<b>0</b>	<b>0</b>	<b>56,667</b>	<b>85,000</b>
<b>Professional Services</b>																		
Professional Services Consultants	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	0	0	125,000	250,000
<b>Total Professional Services</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>20,833</b>	<b>0</b>	<b>0</b>	<b>125,000</b>	<b>250,000</b>
<b>Software Costs</b>																		
Amazon Cloud Services	12,488	15,225	18,313	21,295	24,813	28,459	32,218	36,678	41,596	46,484	52,356	57,844	63,996	69,878	0	0	57,525	493,928
Appliance	1,500	11,500	4,000	4,000	1,500	11,500	4,000	1,500	4,000	1,500	4,000	1,500	6,500	1,500	0	0	23,000	45,500
<b>Total Software</b>	<b>13,988</b>	<b>26,725</b>	<b>22,313</b>	<b>25,295</b>	<b>26,313</b>	<b>39,959</b>	<b>36,218</b>	<b>38,178</b>	<b>45,596</b>	<b>47,984</b>	<b>56,356</b>	<b>59,344</b>	<b>70,496</b>	<b>71,378</b>	<b>0</b>	<b>0</b>	<b>80,525</b>	<b>539,428</b>
<b>Hardware Costs</b>																		
Appliance Servers	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	0	0	40,950	163,800
<b>Total Hardware</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>13,650</b>	<b>0</b>	<b>0</b>	<b>40,950</b>	<b>163,800</b>
<b>Bandwidth Overages</b>																		
Bandwidth Overages	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Cost of Goods Sold</b>	<b>79,304</b>	<b>92,042</b>	<b>87,629</b>	<b>90,612</b>	<b>91,629</b>	<b>105,275</b>	<b>101,534</b>	<b>103,494</b>	<b>110,913</b>	<b>113,300</b>	<b>121,673</b>	<b>124,660</b>	<b>135,813</b>	<b>136,694</b>	<b>0</b>	<b>0</b>	<b>487,308</b>	<b>1,323,228</b>



Operating Expenses 2010-2013

Headcount Cost Assumptions (Annual Fully Loaded)
Enterprise Sales Rep (2011)
Enterprise Sales Rep (2012)
SMB Sales Rep
Sales Engineer
Renewals Sales Rep
Product Manager
Marketing Manager 1
Marketing Manager 2
Marketing Consultancy

	2013												Total	Total	Total	Total	
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2010	2011	2012	2013
<b>Headcount</b>																	
Enterprise Sales Rep	3	3	3	3	3	3	3	3	3	3	3	3	3	0	1	3	3
SMB Sales Rep	3	3	3	3	3	3	3	3	3	3	3	3	3	0	1	3	3
Sales Engineer	1	1	1	1	1	1	1	1	1	1	1	1	1	0	0	1	1
Renewals Sales Rep	1	1	2	2	2	2	2	2	2	2	2	2	2	0	0	1	2
Product Manager	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Marketing Manager 1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	0	1	1
Marketing Manager 2	1	1	1	1	1	1	1	1	1	1	1	1	1	0	0	1	1
Marketing Consultancy	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	0	0
U.S. Project Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0
U.S. Software Developer	11	11	11	11	11	11	11	11	11	11	11	11	11	5	11	11	11
U.S. Test Engineer	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0
India Test and Customization	12	12	12	12	12	12	12	12	12	12	12	12	12	0	8	12	12
India DC Manager	1	1	1	1	1	1	1	1	1	1	1	1	1	0	1	1	1
Accountant	1	1	1	1	1	1	1	1	1	1	1	1	1	0	1	1	1
<b>Sales Expenses</b>																	
Enterprise Sales Reps	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	0	131,250	533,333	600,000
SMB Sales Reps	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	0	37,500	400,000	450,000
Sales Engineers	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	0	0	91,667	110,000
Renewals Sales Rep	9,167	9,167	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	18,333	0	0	45,833	210,833
VP Americas Sales	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	0	99,000	150,000	150,000
RBM Incentives	7,500	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	0	0	67,500	160,000
Sales Overhead	29,583	29,583	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	0	51,163	305,208	380,208
<b>Total Sales Expenses</b>	<b>155,417</b>	<b>161,250</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>172,708</b>	<b>0</b>	<b>318,913</b>	<b>1,593,542</b>	<b>2,061,042</b>
<b>Marketing Expenses</b>																	
Product Managers	14,583	14,583	14,583	14,583	14,583	14,583	14,583	14,583	14,583	14,583	14,583	14,583	14,583	175,000	175,000	175,000	175,000
Additional consultancy	0	0	0	0	0	0	0	0	0	0	0	0	0	65,000	180,000	0	0
Marketing Managers	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	0	0	120,000	192,000
Marcom Staffing	12,613	12,613	12,613	12,613	12,613	12,613	12,613	12,613	12,613	12,613	12,613	12,613	12,613	0	78,613	181,350	151,350
SVP Marketing	19,637	19,637	19,637	19,637	19,637	19,637	19,637	19,637	19,637	19,637	19,637	19,637	19,637	30,000	70,691	235,638	235,638
Marketing Overhead	27,199	27,199	27,199	27,199	27,199	27,199	27,199	27,199	27,199	27,199	27,199	27,199	27,199	0	218,304	308,207	326,388
Demo Web site	0	0	0	0	0	0	0	0	0	0	0	0	0	65,000	45,000	0	0
Online (not capitalized)	20,000	13,340	13,340	13,340	13,340	13,340	13,340	13,340	13,340	13,340	13,340	13,340	13,340	0	10,000	447,500	160,080
Content	18,000	12,006	12,006	12,006	12,006	12,006	12,006	12,006	12,006	12,006	12,006	12,006	12,006	0	0	329,000	144,072
Public Relations	25,500	17,009	17,009	17,009	17,009	17,009	17,009	17,009	17,009	17,009	17,009	17,009	17,009	0	0	239,500	204,102
Analyst Relations	9,000	6,003	6,003	6,003	6,003	6,003	6,003	6,003	6,003	6,003	6,003	6,003	6,003	0	0	155,000	72,036
Promotion	38,500	25,680	25,680	25,680	25,680	25,680	25,680	25,680	25,680	25,680	25,680	25,680	25,680	0	0	402,000	308,154
Events	25,000	16,675	16,675	16,675	16,675	16,675	16,675	16,675	16,675	16,675	16,675	16,675	16,675	0	12,000	441,000	200,100
Sales Enablement	13,000	8,671	8,671	8,671	8,671	8,671	8,671	8,671	8,671	8,671	8,671	8,671	8,671	0	27,000	202,500	104,052
Depreciation Expense	13,958	9,310	14,514	14,514	14,514	14,514	14,514	14,514	14,514	14,514	14,514	14,514	14,514	0	0	107,431	168,963
<b>Total Marketing Expenses</b>	<b>252,990</b>	<b>198,725</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>203,928</b>	<b>335,000</b>	<b>816,608</b>	<b>3,344,125</b>	<b>2,441,935</b>
<b>R&amp;D Expenses</b>																	
U.S. Project Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	125,000	62,500	0	0
CTO	40,615	40,615	40,615	40,615	40,615	40,615	40,615	40,615	40,615	40,615	40,615	40,615	40,615	50,000	487,377	487,377	487,377
VP Technology	0	0	0	0	0	0	0	0	0	0	0	0	0	70,000	0	0	0
U.S. Software Developers	132,917	132,917	132,917	132,917	132,917	132,917	132,917	132,917	132,917	132,917	132,917	132,917	132,917	500,000	1,232,500	1,595,000	1,595,000
U.S. Test Engineer	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
India Test and Customization	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	0	113,333	433,333	480,000
India DC Manager	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	0	73,333	110,000	110,000
External Contracts (<Partner>)	0	0	0	0	0	0	0	0	0	0	0	0	0	428,641	50,000	0	0
External Contracts (Popular Front)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	25,000	0	0
External test engineering (contractors)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	25,000	0	0
Certification testing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100,000	0	0
Legal	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	0	25,000	31,000	81,000
Project Expense and Overhead	17,329	17,329	17,329	17,329	17,329	17,329	17,329	17,329	17,329	17,329	17,329	17,329	17,329	0	63,745	200,693	207,943
Amazon Cloud Services	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	9,600	19,200	19,200	19,200
Depreciation Expense	13,889	13,889	13,889	13,889	13,889	13,889	13,889	13,889	13,889	13,889	13,889	13,889	13,889	0	0	152,778	166,667
<b>Total R&amp;D Expenses</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>262,266</b>	<b>1,183,241</b>	<b>2,276,988</b>	<b>3,029,381</b>	<b>3,147,187</b>
<b>General and Administrative</b>																	
Accountant	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	0	33,333	100,000	100,000
Executives	55,364	55,364	55,364	55,364	55,364	55,364	55,364	55,364	55,364	55,364	55,364	55,364	55,364	50,000	201,325	664,373	664,373
Depreciation Expense	9,722	9,722	9,722	9,722	9,722	9,722	9,722	9,722	9,722	9,722	9,722	9,722	9,722	0	0	85,069	116,667
<b>Total G&amp;A Expenses</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>73,420</b>	<b>50,000</b>	<b>234,659</b>	<b>849,443</b>	<b>881,040</b>
<b>Total Operating Expenses</b>	<b>744,092</b>	<b>695,660</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>712,322</b>	<b>1,568,241</b>	<b>3,647,167</b>	<b>8,816,491</b>	<b>8,531,203</b>

**Profit/Loss 2010-2013**

	2010	2011												2012									
	FY	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
<b>Bookings</b>																							
SaaS License																							
New	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6,000	22,500	31,500	46,500	138,000	148,500	196,500	285,000	
Recurring	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Appliance License	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	37,500	0
Maintenance Contracts	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	9,375	0
Professional Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,000	0	10,000	20,000	0
Hardware	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	35,100	0
Bandwidth Overages	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Bookings</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,000</b>	<b>22,500</b>	<b>31,500</b>	<b>46,500</b>	<b>148,000</b>	<b>148,500</b>	<b>288,475</b>	<b>305,000</b>	
<b>Revenue</b>																							
SaaS License																							
New	0	0	0	0	0	0	0	0	0	0	0	0	0	0	500	2,375	5,000	8,875	20,375	32,750	49,125	72,875	
Recurring	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Appliance License	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	37,500	0
Maintenance Contracts	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	781	781
Professional Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,000	0	10,000	20,000	0
Hardware	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	29,250	0
Bandwidth Overages	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>500</b>	<b>2,375</b>	<b>5,000</b>	<b>8,875</b>	<b>30,375</b>	<b>32,750</b>	<b>126,656</b>	<b>93,656</b>	
<b>COGS</b>																							
SaaS License																							
Appliance License	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,500	0
Maintenance Contracts	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,042	1,042	2,417	2,417	2,417	2,417	2,417	3,083	0
Professional Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,417	10,417	10,417	10,417	20,833	0
Hardware	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bandwidth Overages	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total COGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50</b>	<b>10,667</b>	<b>10,954</b>	<b>35,533</b>	<b>36,708</b>	<b>38,021</b>	<b>42,171</b>	<b>59,204</b>	
<b>Gross Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>450</b>	<b>(8,292)</b>	<b>(5,954)</b>	<b>(26,658)</b>	<b>(6,333)</b>	<b>(5,271)</b>	<b>84,485</b>	<b>34,452</b>		
<b>Operating Expenses</b>																							
Sales	0	27,196	27,196	27,196	27,196	27,196	27,196	18,511	18,511	18,511	33,400	33,400	33,400	52,083	52,083	136,458	143,958	143,958	143,958	143,958	155,417	155,417	
Marketing	335,000	65,830	65,830	65,830	50,830	50,830	50,830	63,529	68,529	81,604	66,001	107,330	79,631	297,934	259,156	304,878	344,545	255,531	256,573	266,115	253,267	338,823	
R&D	1,183,241	137,215	187,215	150,511	141,167	180,175	180,175	176,746	204,181	215,755	229,901	229,901	244,047	227,325	241,213	248,380	248,380	248,380	255,547	255,547	255,547	262,266	
G&A	50,000	16,777	16,777	16,777	16,777	16,777	16,777	16,777	16,777	25,110	25,110	25,110	25,110	63,698	63,698	66,128	68,559	73,420	73,420	73,420	73,420	73,420	
<b>Total Operating Expenses</b>	<b>1,568,241</b>	<b>247,019</b>	<b>297,019</b>	<b>260,315</b>	<b>235,971</b>	<b>274,979</b>	<b>274,979</b>	<b>275,564</b>	<b>307,999</b>	<b>340,981</b>	<b>354,412</b>	<b>395,741</b>	<b>382,189</b>	<b>641,040</b>	<b>616,151</b>	<b>755,845</b>	<b>805,443</b>	<b>721,290</b>	<b>729,498</b>	<b>739,040</b>	<b>737,651</b>	<b>829,925</b>	
<b>Operating Income</b>	<b>(1,568,241)</b>	<b>(247,019)</b>	<b>(297,019)</b>	<b>(260,315)</b>	<b>(235,971)</b>	<b>(274,979)</b>	<b>(274,979)</b>	<b>(275,564)</b>	<b>(307,999)</b>	<b>(340,981)</b>	<b>(354,412)</b>	<b>(395,741)</b>	<b>(382,189)</b>	<b>(641,040)</b>	<b>(615,701)</b>	<b>(764,137)</b>	<b>(811,397)</b>	<b>(747,948)</b>	<b>(735,831)</b>	<b>(744,311)</b>	<b>(653,165)</b>	<b>(795,473)</b>	
Depreciation Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	16,111	20,764	24,861	32,708	33,750	34,792	35,347	35,903	
<b>BALANCE SHEET ITEMS</b>																							
Accounts Receivable	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6,000	21,000	31,500	48,750	157,750	191,000	262,750	379,000	
Deferred Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5,500	21,500	40,125	70,625	181,875	275,500	423,625	616,250	
PP&E and Goodwill	0	0	0	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	580,000	747,500	895,000	1,177,500	1,215,000	1,252,500	1,272,500	1,292,500	1,312,500	
Less Accum Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(16,111)	(36,875)	(61,736)	(94,444)	(128,194)	(162,986)	(198,333)	(234,236)	
Net PP&E and Goodwill	0	0	0	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	580,000	731,389	858,125	1,115,764	1,120,556	1,124,306	1,109,514	1,094,167	1,078,264	
<b>Monthly Recurring Revenue</b>																							
NMRR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	500	1,875	2,625	3,875	11,500	12,375	16,375	23,750	
Renewal MRR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
MRR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	500	2,375	5,000	8,875	20,375	32,750	49,125	72,875	



**Profit/Loss 2010-2013**

	2013												Total						
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2010	2011	2012	2013
<b>Bookings</b>																			
SaaS License																			
New	273,000	309,000	327,000	363,000	349,500	385,500	405,000	405,000	405,000	436,500	405,000	427,500	405,000	436,500	405,000	0	0	1,783,500	4,828,500
Recurring	0	0	0	0	5,400	20,250	28,350	41,850	126,000	133,650	178,650	260,100	249,300	281,700	297,900	0	0	0	1,623,150
Appliance License	120,000	30,000	180,000	67,500	67,500	30,000	180,000	67,500	30,000	67,500	30,000	67,500	30,000	105,000	30,000	0	0	367,500	772,500
Maintenance Contracts	30,000	7,500	45,000	16,875	16,875	7,500	45,000	16,875	7,500	16,875	16,219	16,875	35,400	33,225	49,350	0	0	91,875	278,569
Professional Services	27,500	27,500	27,500	27,500	27,500	27,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	0	0	122,500	420,000
Hardware	89,700	19,500	142,350	54,600	54,600	19,500	142,350	54,600	19,500	54,600	19,500	54,600	19,500	89,700	19,500	0	0	286,650	602,550
Bandwidth Overages	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Bookings	540,200	393,500	721,850	529,475	521,375	490,250	838,200	623,325	625,500	746,625	686,869	864,075	776,700	983,625	839,250	0	0	2,652,025	8,525,269
<b>Revenue</b>																			
SaaS License																			
New	95,625	121,375	148,625	178,875	208,000	240,125	273,875	307,625	341,375	377,750	411,500	447,125	480,875	517,250	551,000	0	0	557,500	4,335,375
Recurring	0	0	0	0	450	2,138	4,500	7,988	18,488	29,625	44,513	66,188	86,963	110,438	135,263	0	0	0	506,550
Appliance License	120,000	30,000	180,000	67,500	67,500	30,000	180,000	67,500	30,000	67,500	30,000	67,500	30,000	105,000	30,000	0	0	367,500	772,500
Maintenance Contracts	3,281	3,906	7,656	9,063	10,469	11,094	14,844	16,250	16,875	18,281	18,852	20,258	20,708	22,852	23,214	0	0	16,406	202,758
Professional Services	27,500	27,500	27,500	27,500	27,500	27,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	0	0	122,500	420,000
Hardware	78,000	19,500	121,875	48,750	48,750	19,500	121,875	48,750	19,500	48,750	19,500	48,750	19,500	78,000	19,500	0	0	248,625	541,125
Bandwidth Overages	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	324,406	202,281	485,656	331,688	362,669	330,356	632,594	485,613	463,738	579,406	561,864	687,320	675,545	871,039	796,477	0	0	1,312,531	6,778,308
<b>COGS</b>																			
SaaS License																			
New	37,588	40,238	42,975	46,063	49,045	52,563	56,209	59,968	64,428	69,346	74,234	80,106	85,594	91,746	97,628	0	0	274,275	826,928
Appliance License	7,500	1,500	11,500	4,000	4,000	1,500	11,500	4,000	1,500	4,000	1,500	4,000	1,500	6,500	1,500	0	0	23,000	45,500
Maintenance Contracts	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	0	0	24,083	37,000
Professional Services	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	0	0	125,000	250,000
Hardware	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	13,650	0	0	40,950	163,800
Bandwidth Overages	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total COGS	82,654	79,304	92,042	87,629	90,612	91,629	105,275	101,534	103,494	110,913	113,300	121,673	124,660	135,813	136,694	0	0	487,308	1,323,228
<b>Gross Income</b>	241,752	122,977	393,615	244,058	272,057	238,727	527,318	384,078	360,243	468,493	448,564	565,647	550,885	735,226	659,782	0	0	825,223	5,455,080
<b>Operating Expenses</b>																			
Sales	155,417	155,417	155,417	161,250	172,708	172,708	172,708	172,708	172,708	172,708	172,708	172,708	172,708	172,708	172,708	0	318,913	1,593,542	2,061,042
Marketing	251,879	262,434	252,990	198,725	203,928	203,928	203,928	203,928	203,928	203,928	203,928	203,928	203,928	203,928	203,928	335,500	816,608	3,344,125	2,441,935
R&D	262,266	262,266	262,266	262,266	262,266	262,266	262,266	262,266	262,266	262,266	262,266	262,266	262,266	262,266	262,266	1,183,241	2,276,988	3,029,381	3,147,187
G&A	73,420	73,420	73,420	73,420	73,420	73,420	73,420	73,420	73,420	73,420	73,420	73,420	73,420	73,420	73,420	50,000	234,659	849,443	881,040
Total Operating Expenses	742,981	753,536	744,092	695,660	712,322	712,322	712,322	712,322	712,322	712,322	712,322	712,322	712,322	712,322	712,322	1,568,241	3,647,167	8,816,491	8,531,203
<b>Operating Income</b>	(501,229)	(630,559)	(350,477)	(451,602)	(440,265)	(473,595)	(185,004)	(328,244)	(352,079)	(243,829)	(263,758)	(146,675)	(161,437)	22,904	(52,540)	(1,568,241)	(3,647,167)	(7,991,268)	(3,076,123)
<b>Depreciation Expense</b>	36,458	37,014	37,569	38,125	38,125	38,125	38,125	38,125	38,125	38,125	38,125	38,125	38,125	38,125	38,125	0	0	345,278	457,500
<b>BALANCE SHEET ITEMS</b>																			
Accounts Receivable	487,500	540,750	590,250	628,500	642,900	656,400	735,850	786,375	877,275	910,800	971,775	1,065,600	1,108,575	1,130,963	1,175,513	0	0	590,250	1,175,513
Deferred Revenue	799,750	977,125	1,167,500	1,346,875	1,502,200	1,637,975	1,802,113	1,942,938	2,124,088	2,253,575	2,399,763	2,553,575	2,665,556	2,738,406	2,789,263	0	0	1,167,500	2,789,263
PP&E and Goodwill	1,332,500	1,352,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	1,372,500	0	500,000	1,372,500	1,372,500
Less Accum Depreciation	(270,694)	(307,708)	(345,278)	(383,403)	(421,528)	(459,653)	(497,778)	(535,903)	(574,028)	(612,153)	(650,278)	(688,403)	(726,528)	(764,653)	(802,778)	0	0	(345,278)	(802,778)
Net PP&E and Goodwill	1,061,806	1,044,792	1,027,222	989,097	950,972	912,847	874,722	836,597	798,472	760,347	722,222	684,097	645,972	607,847	569,722	0	500,000	1,027,222	569,722
<b>Monthly Recurring Revenue</b>																			
NMRR	22,750	25,750	27,250	30,250	29,125	32,125	33,750	33,750	33,750	36,375	33,750	35,625	33,750	36,375	33,750	0	0	148,625	402,375
Renewal MRR	0	0	0	0	450	1,688	2,363	3,488	10,500	11,138	14,888	21,675	20,775	23,475	24,825	0	0	148,625	402,375
MRR	95,625	121,375	148,625	178,875	207,950	239,888	273,375	306,738	339,488	374,625	406,888	440,438	472,213	506,313	537,638	0	0	148,625	537,638

Customer Acquisition Cost 2011-2013

	2010	2011												2012									
	FY	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
# of Software Deals														0	0	0	1	2	4	8	12	18	
SMB Sales Reps														0	1	3	4	4	5	5	5	5	5
Enterprise Sales Reps														0	0	0	0	0	0	0	0	0	0
Total		0	0	0	0	0	0	0	0	0	0	0	0	0	1	3	5	6	9	13	17	23	23
Software Bookings														0	0	0	4,500	13,500	27,000	49,500	72,000	108,000	108,000
SMB Sales Reps		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4,500	13,500	27,000	49,500	72,000	108,000	108,000
Enterprise Sales Reps		0	0	0	0	0	0	0	0	0	0	0	0	0	6,000	22,500	27,000	33,000	111,000	99,000	162,000	177,000	177,000
Total		0	0	0	0	0	0	0	0	0	0	0	0	0	6,000	22,500	31,500	46,500	138,000	148,500	234,000	285,000	285,000
Average Deal Size																							
SMB Sales Reps															#DIV/0!	#DIV/0!	4,500	6,750	6,750	6,188	6,000	6,000	6,000
Enterprise Sales Reps															6,000	7,500	6,750	8,250	22,200	19,800	32,400	35,400	35,400
Overall															6,000	7,500	6,300	7,750	15,333	11,423	13,765	12,391	12,391
Sales and Marketing Expense																							
SMB Sales Reps																							
SMB Sales Reps		0	0	0	0	0	0	0	0	12,500	12,500	12,500	12,500	12,500	12,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	
RBM Incentives	80%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Marketing	50%	152,500	29,970	29,970	29,970	22,470	22,470	22,470	28,819	31,319	37,857	30,055	50,719	36,870	179,149	158,649	170,399	213,149	132,149	132,149	127,649	120,947	163,447
Sales Overhead	50%	0	2,182	2,182	2,182	2,182	2,182	2,182	1,485	1,485	1,485	2,679	2,679	2,679	5,208	5,208	13,646	13,646	13,646	13,646	13,646	14,792	14,792
Total SMB Sales Reps		152,500	32,151	32,151	32,151	24,651	24,651	24,651	30,304	32,804	39,341	45,234	65,899	52,049	196,857	176,357	221,545	270,295	189,295	189,295	184,795	179,239	221,739
Enterprise Sales Reps																							
Enterprise Sales Reps		0	14,583	14,583	14,583	14,583	14,583	14,583	7,292	7,292	7,292	7,292	7,292	7,292	16,667	16,667	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Sales Engineers		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	9,167	9,167	9,167	9,167	9,167	9,167	9,167
RBM Incentives	20%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,500	1,500	1,500	1,500	1,500	1,500	1,500
Marketing	50%	152,500	29,970	29,970	29,970	22,470	22,470	22,470	28,819	31,319	37,857	30,055	50,719	36,870	179,149	158,649	170,399	213,149	132,149	132,149	127,649	120,947	163,447
Sales Overhead	50%	0	2,182	2,182	2,182	2,182	2,182	2,182	1,485	1,485	1,485	2,679	2,679	2,679	5,208	5,208	13,646	13,646	13,646	13,646	13,646	14,792	14,792
Total Enterprise Sales Reps		152,500	46,735	46,735	46,735	39,235	39,235	39,235	37,596	40,096	46,633	40,026	60,690	46,841	201,024	180,524	243,211	287,461	206,461	206,461	201,961	196,406	238,906
Total Sales and Marketing		305,000	78,886	78,886	78,886	63,886	63,886	63,886	67,900	72,900	85,975	85,260	126,589	98,890	397,881	356,881	464,756	557,756	395,756	395,756	386,756	375,645	460,645
Customer Acquisition Cost - Annual Average																							
SMB Sales Reps														#DIV/0!	#DIV/0!	#DIV/0!	1,179,988	448,210	215,611	110,918	67,044	44,280	44,280
Enterprise Sales Reps														#DIV/0!	817,868	253,586	157,821	119,150	93,943	80,063	71,026	65,937	65,937
Customer Acquisition Cost - Monthly																							
SMB Sales Reps														#DIV/0!	#DIV/0!	#DIV/0!	270,295	94,647	47,324	23,099	14,937	12,319	12,319
Enterprise Sales Reps														#DIV/0!	180,524	81,070	71,865	51,615	41,292	40,392	39,281	47,781	47,781
Customer Acquisition Cost - 2-month sales cycle																							
SMB Sales Reps														#DIV/0!	#DIV/0!	#DIV/0!	397,902	245,920	114,897	47,324	31,174	20,224	20,224
Enterprise Sales Reps														#DIV/0!	247,865	127,183	105,934	132,668	98,785	82,585	81,685	79,673	79,673
Customer Acquisition Cost - 3-month sales cycle																							
SMB Sales Reps														#DIV/0!	#DIV/0!	#DIV/0!	594,759	334,098	170,283	81,110	46,949	30,740	30,740
Enterprise Sales Reps														#DIV/0!	308,555	142,796	156,190	177,799	147,427	140,077	122,977	120,966	120,966
Customer Acquisition Cost - 4-month sales cycle																							
SMB Sales Reps														#DIV/0!	#DIV/0!	#DIV/0!	646,808	432,527	214,373	108,804	69,473	41,257	41,257
Enterprise Sales Reps														#DIV/0!	348,581	163,026	167,900	228,055	183,532	188,719	180,469	162,258	162,258
Booking Acquisition Cost																							
SMB Sales Reps																	\$ 60.07	\$ 14.02	\$ 7.01	\$ 3.73	\$ 2.49	\$ 2.05	\$ 2.05
Enterprise Sales Reps																	\$ 10.65	\$ 6.26	\$ 1.86	\$ 2.04	\$ 1.21	\$ 1.35	\$ 1.35

**Customer Acquisition Cost 2011-2013**

	2013															Total	Total	Total	Total
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2010	2011	2012	2013
<b># of Software Deals</b>																			
SMB Sales Reps	24	27	31	34	34	34	34	34	34	34	34	34	34	34	34	0	0	127	408
Enterprise Sales Reps	5	5	5	5	5	5	6	6	5	8	5	7	5	8	5	0	0	47	70
<b>Total</b>	<b>29</b>	<b>32</b>	<b>36</b>	<b>39</b>	<b>39</b>	<b>39</b>	<b>40</b>	<b>40</b>	<b>39</b>	<b>42</b>	<b>39</b>	<b>41</b>	<b>39</b>	<b>42</b>	<b>39</b>	<b>0</b>	<b>0</b>	<b>174</b>	<b>478</b>
<b>Software Bookings</b>																			
SMB Sales Reps	144,000	162,000	202,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500	0	0	783,000	2,646,000
Enterprise Sales Reps	249,000	177,000	304,500	210,000	196,500	195,000	364,500	252,000	214,500	283,500	214,500	274,500	214,500	321,000	214,500	0	0	1,368,000	2,955,000
<b>Total</b>	<b>393,000</b>	<b>339,000</b>	<b>507,000</b>	<b>430,500</b>	<b>417,000</b>	<b>415,500</b>	<b>585,000</b>	<b>472,500</b>	<b>435,000</b>	<b>504,000</b>	<b>435,000</b>	<b>495,000</b>	<b>435,000</b>	<b>541,500</b>	<b>435,000</b>	<b>0</b>	<b>0</b>	<b>2,151,000</b>	<b>5,601,000</b>
<b>Average Deal Size</b>																			
SMB Sales Reps	6,000	6,000	6,532	6,485	6,485	6,485	6,485	6,485	6,485	6,485	6,485	6,485	6,485	6,485	6,485			<b>6,165</b>	<b>6,485</b>
Enterprise Sales Reps	49,800	35,400	60,900	42,000	39,300	39,000	60,750	42,000	42,900	35,438	42,900	39,214	42,900	40,125	42,900			<b>29,106</b>	<b>42,214</b>
<b>Overall</b>	<b>13,552</b>	<b>10,594</b>	<b>14,083</b>	<b>11,038</b>	<b>10,692</b>	<b>10,654</b>	<b>14,625</b>	<b>11,813</b>	<b>11,154</b>	<b>12,000</b>	<b>11,154</b>	<b>12,073</b>	<b>11,154</b>	<b>12,893</b>	<b>11,154</b>			<b>12,362</b>	<b>11,718</b>
<b>Sales and Marketing Expense</b>																			
<b>SMB Sales Reps</b>																			
SMB Sales Reps	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	0	37,500	400,000	450,000
RBM Incentives	6,000	6,000	6,000	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	0	0	54,000	128,000
Marketing	119,697	124,697	119,697	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	152,500	372,958	1,761,778	1,018,667
Sales Overhead	14,792	14,792	14,792	14,792	15,938	15,938	15,938	15,938	15,938	15,938	15,938	15,938	15,938	15,938	15,938	0	25,581	152,604	190,104
<b>Total SMB Sales Reps</b>	<b>177,989</b>	<b>182,989</b>	<b>177,989</b>	<b>147,847</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>148,993</b>	<b>152,500</b>	<b>436,040</b>	<b>2,368,383</b>	<b>1,786,771</b>
<b>Enterprise Sales Reps</b>																			
Enterprise Sales Reps	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	0	131,250	533,333	600,000
Sales Engineers	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	9,167	0	0	91,667	110,000
RBM Incentives	1,500	1,500	1,500	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	0	0	13,500	32,000
Marketing	119,697	124,697	119,697	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	84,889	152,500	372,958	1,761,778	1,018,667
Sales Overhead	14,792	14,792	14,792	14,792	15,938	15,938	15,938	15,938	15,938	15,938	15,938	15,938	15,938	15,938	15,938	0	25,581	152,604	190,104
<b>Total Enterprise Sales Reps</b>	<b>195,156</b>	<b>200,156</b>	<b>195,156</b>	<b>161,514</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>162,660</b>	<b>152,500</b>	<b>529,790</b>	<b>2,552,883</b>	<b>1,950,771</b>
<b>Total Sales and Marketing</b>	<b>373,145</b>	<b>383,145</b>	<b>373,145</b>	<b>309,361</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>311,653</b>	<b>305,000</b>	<b>965,829</b>	<b>4,921,265</b>	<b>3,737,542</b>
<b>Customer Acquisition Cost - Annual Average</b>																			
SMB Sales Reps	30,802	23,359	18,649	14,406	11,754	9,692	8,008	7,000	6,227	5,662	5,246	4,842	4,648	4,483	4,379			<b>18,649</b>	<b>4,379</b>
Enterprise Sales Reps	61,219	57,252	54,317	48,334	44,563	41,637	38,169	36,232	35,525	33,281	32,762	30,646	30,161	28,332	27,868			<b>54,317</b>	<b>27,868</b>
<b>Customer Acquisition Cost - Monthly</b>																			
SMB Sales Reps	7,416	6,777	5,742	4,348	4,382	4,382	4,382	4,382	4,382	4,382	4,382	4,382	4,382	4,382	4,382				
Enterprise Sales Reps	39,031	40,031	39,031	32,303	32,532	32,532	27,110	27,110	32,532	20,332	32,532	23,237	32,532	20,332	32,532				
<b>Customer Acquisition Cost - 2-month sales cyc</b>																			
SMB Sales Reps	16,707	14,805	11,644	10,617	9,583	8,731	8,764	8,764	8,764	8,764	8,764	8,764	8,764	8,764	8,764				
Enterprise Sales Reps	87,062	86,812	79,062	79,062	71,334	64,835	54,220	54,220	65,064	40,665	65,064	46,474	65,064	40,665	65,064				
<b>Customer Acquisition Cost - 3-month sales cyc</b>																			
SMB Sales Reps	24,407	21,443	18,797	15,852	14,965	13,966	13,113	13,146	13,146	13,146	13,146	13,146	13,146	13,146	13,146				
Enterprise Sales Reps	127,455	126,093	126,843	118,093	111,365	103,866	81,139	81,330	97,596	60,997	97,596	69,711	97,596	60,997	97,596				
<b>Customer Acquisition Cost - 4-month sales cyc</b>																			
SMB Sales Reps	32,294	28,287	24,579	22,374	20,200	19,348	18,348	17,495	17,529	17,529	17,529	17,529	17,529	17,529	17,529				
Enterprise Sales Reps	168,747	166,486	166,125	165,875	150,396	143,897	113,665	108,249	130,128	81,330	130,128	92,948	130,128	81,330	130,128				
<b>Booking Acquisition Cost</b>																			
SMB Sales Reps	\$ 1.24	\$ 1.13	\$ 0.88	\$ 0.67	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68	\$ 0.68			<b>\$ 3.02</b>	<b>\$ 0.68</b>
Enterprise Sales Reps	\$ 0.78	\$ 1.13	\$ 0.64	\$ 0.77	\$ 0.83	\$ 0.83	\$ 0.45	\$ 0.65	\$ 0.76	\$ 0.57	\$ 0.76	\$ 0.59	\$ 0.76	\$ 0.51	\$ 0.76			<b>\$ 1.87</b>	<b>\$ 0.66</b>