

Profit & Loss Summary

Forecasted Profit & Loss	Total	Year 1	Year 2	Year 3	Year 4	Year 5
Total Revenue	\$22,248,378	\$792,066	\$2,738,196	\$4,563,300	\$6,097,680	\$8,057,136
Cost of Revenue	\$14,551,986	\$667,464	\$1,813,398	\$2,950,658	\$3,960,767	\$5,159,698
Staffing Costs	\$3,170,000	\$200,000	\$412,500	\$640,000	\$852,500	\$1,065,000
Implementation Costs	\$50,000	\$50,000	\$0	\$0	\$0	\$0
Software License Costs	\$2,979,810	\$121,260	\$382,755	\$607,230	\$816,750	\$1,051,815
Software Maintenance Costs	\$0	\$0	\$0	\$0	\$0	\$0
Third Party Software Cost	\$1,581,840	\$37,680	\$189,600	\$321,600	\$440,160	\$592,800
Server Costs	\$2,782,000	\$108,000	\$339,000	\$567,000	\$760,500	\$1,007,500
Network Switch/Controller Costs	\$248,333	\$12,333	\$31,000	\$49,667	\$67,000	\$88,333
DataCenter (Space, Power)	\$1,515,164	\$58,984	\$184,724	\$308,831	\$414,089	\$548,537
Sales and Marketing Costs	\$2,224,838	\$79,207	\$273,820	\$456,330	\$609,768	\$805,714
Gross Profit	\$7,696,392	\$124,602	\$924,798	\$1,612,642	\$2,136,913	\$2,897,438
Gross Profit %	35%	16%	34%	35%	35%	36%
Operating Income (Loss)	\$7,696,392	\$124,602	\$924,798	\$1,612,642	\$2,136,913	\$2,897,438
Taxes	\$2,308,918	\$37,381	\$277,439	\$483,793	\$641,074	\$869,231
Net Income (Loss) After Taxes	\$5,387,475	\$87,222	\$647,358	\$1,128,849	\$1,495,839	\$2,028,206

FINANCIAL METRICS	
ROI	53%
Discount Rate (for NPV calculation)	15%
NPV	\$3,171,205
First Profitable Quarter	Y1 - Q2
Breakeven Quarter	Y1 - Q3
After Taxes:	
Tax Rate:	30%
ROI After Taxes	37%