

Appendix

Revenue Forecast

Revenue Forecast Table (With Monthly Detail)

FY2016	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Revenue												
Monthly Subscription					\$0	\$0	\$0	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
Total Revenue					\$0	\$0	\$0	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
Direct Cost												
Hardware	\$21,000	\$10,000	\$8,000	\$6,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Tools	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583	\$583
Non-recurring Engineering	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833
Total Direct Cost	\$22,416	\$11,416	\$9,416	\$7,416	\$6,416	\$6,416	\$6,416	\$6,416	\$6,416	\$6,416	\$6,416	\$6,416
Gross Margin	(\$22,416)	(\$11,416)	(\$9,416)	(\$7,416)	(\$6,416)	(\$6,416)	(\$6,416)	\$53,584	\$53,584	\$53,584	\$53,584	\$53,584
Gross Margin %								89%	89%	89%	89%	89%

Pressure Analysis Company

	FY2016	FY2017	FY2018
Revenue			
Monthly Subscription	\$300,000	\$1,500,000	\$15,000,000
Total Revenue	\$300,000	\$1,500,000	\$15,000,000
Direct Cost			
Hardware	\$85,000	\$523,721	\$5,235,042
Tools	\$6,996	\$6,996	\$6,996
Non-recurring Engineering	\$9,996		
Total Direct Cost	\$101,992	\$530,717	\$5,242,038
Gross Margin	\$198,008	\$969,283	\$9,757,962
Gross Margin %	66%	65%	65%

Personnel Plan

Personnel Table (With Monthly Detail)

FY2016	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
New Employee												
Michelle Urban	\$9,471	\$9,471	\$9,471	\$9,471	\$9,471	\$9,471	\$9,471	\$9,471	\$9,471	\$9,471	\$9,471	\$9,471
CTO	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735
Total	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206

	FY2016	FY2017	FY2018
New Employee			
Michelle Urban	\$113,652	\$113,652	\$113,652
CTO	\$56,820	\$56,820	\$56,820
Total	\$170,472	\$170,472	\$170,472

Budget

Budget Table (With Monthly Detail)

FY2016	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Operating Expenses												
Salary	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206
Employee Related Expenses	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841
Occupancy	\$785	\$385	\$385	\$385	\$385	\$385	\$400	\$400	\$400	\$400	\$400	\$400
Software	\$25,000	\$25,000	\$25,000	\$15,000	\$15,000	\$10,000	\$8,000	\$6,000	\$5,500	\$5,500	\$5,000	\$5,000
Database	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Production / Manufacturing	\$10,000	\$10,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Design Engineering	\$20,000	\$10,000	\$5,000	\$1,000	\$1,000	\$1,000	\$10,000	\$7,000	\$2,000	\$1,000	\$1,000	\$1,000
Marketing	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,337
Travel & Entertainment			\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Legal & IP	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167
Accounting	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Miscellaneous	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417
Certifications	\$5,000		\$0		\$5,000				\$5,000			
Taxes	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625
Total Operating Expenses	\$92,574	\$77,174	\$67,674	\$53,674	\$58,674	\$48,674	\$55,689	\$48,689	\$48,189	\$42,189	\$41,689	\$41,693

	FY2016	FY2017	FY2018
Operating Expenses			
Salary	\$170,472	\$170,472	\$170,472
Employee Related Expenses	\$34,094	\$34,094	\$34,094
Occupancy	\$5,110	\$4,800	\$4,800
Software	\$150,000	\$85,000	\$165,000
Database	\$12,000	\$12,000	\$120,000
Production / Manufacturing	\$60,000	\$375,000	\$50,000
Design Engineering	\$60,000	\$100,000	\$200,000
Marketing	\$100,000	\$200,000	\$400,000
Travel & Entertainment	\$5,000	\$10,000	\$15,000
Legal & IP	\$50,004	\$50,004	\$50,004
Accounting	\$2,400	\$2,400	\$2,400
Miscellaneous	\$5,004	\$5,004	\$5,004
Certifications	\$15,000	\$15,000	\$15,000
Taxes	\$7,500	\$7,500	\$7,500
Total Operating Expenses	\$676,584	\$1,071,274	\$1,239,274

Profit and Loss Statement

Profit and Loss Statement (With Monthly Detail)

FY2016	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16
Revenue					\$0	\$0	\$0	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
Direct Costs	\$22,416	\$11,416	\$9,416	\$7,416	\$6,416	\$6,416	\$6,416	\$6,416	\$6,416	\$6,416	\$6,416	\$6,416
Gross Margin	(\$22,416)	(\$11,416)	(\$9,416)	(\$7,416)	(\$6,416)	(\$6,416)	(\$6,416)	\$53,584	\$53,584	\$53,584	\$53,584	\$53,584
Gross Margin %								89%	89%	89%	89%	89%
Operating Expenses												
Salary	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206	\$14,206
Employee Related Expenses	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841	\$2,841
Occupancy	\$785	\$385	\$385	\$385	\$385	\$385	\$400	\$400	\$400	\$400	\$400	\$400
Software	\$25,000	\$25,000	\$25,000	\$15,000	\$15,000	\$10,000	\$8,000	\$6,000	\$5,500	\$5,500	\$5,000	\$5,000
Database	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Production / Manufacturing	\$10,000	\$10,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Design Engineering	\$20,000	\$10,000	\$5,000	\$1,000	\$1,000	\$1,000	\$10,000	\$7,000	\$2,000	\$1,000	\$1,000	\$1,000
Marketing	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,337
Travel & Entertainment			\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Legal & IP	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167	\$4,167
Accounting	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200

Pressure Analysis Company

Miscellaneous	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417	\$417
Certifications	\$5,000		\$0		\$5,000				\$5,000			
Taxes	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625	\$625
Total Operating Expenses	\$92,574	\$77,174	\$67,674	\$53,674	\$58,674	\$48,674	\$55,689	\$48,689	\$48,189	\$42,189	\$41,689	\$41,693
Operating Income	(\$114,990)	(\$88,590)	(\$77,090)	(\$61,090)	(\$65,090)	(\$55,090)	(\$62,105)	\$4,895	\$5,395	\$11,395	\$11,895	\$11,891
Interest Incurred												
Depreciation and Amortization	\$139	\$278	\$334	\$389	\$444	\$499	\$528	\$556	\$583	\$611	\$639	\$668
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenses	\$115,129	\$88,868	\$77,424	\$61,479	\$65,534	\$55,589	\$62,633	\$55,661	\$55,188	\$49,216	\$48,744	\$48,777
Net Profit	(\$115,129)	(\$88,868)	(\$77,424)	(\$61,479)	(\$65,534)	(\$55,589)	(\$62,633)	\$4,339	\$4,812	\$10,784	\$11,256	\$11,223
Net Profit / Sales								7%	8%	18%	19%	19%

Pressure Analysis Company

	FY2016	FY2017	FY2018
Revenue	\$300,000	\$1,500,000	\$15,000,000
Direct Costs	\$101,992	\$530,717	\$5,242,038
Gross Margin	\$198,008	\$969,283	\$9,757,962
Gross Margin %	66%	65%	65%
Operating Expenses			
Salary	\$170,472	\$170,472	\$170,472
Employee Related Expenses	\$34,094	\$34,094	\$34,094
Occupancy	\$5,110	\$4,800	\$4,800
Software	\$150,000	\$85,000	\$165,000
Database	\$12,000	\$12,000	\$120,000
Production / Manufacturing	\$60,000	\$375,000	\$50,000
Design Engineering	\$60,000	\$100,000	\$200,000
Marketing	\$100,000	\$200,000	\$400,000
Travel & Entertainment	\$5,000	\$10,000	\$15,000
Legal & IP	\$50,004	\$50,004	\$50,004
Accounting	\$2,400	\$2,400	\$2,400
Miscellaneous	\$5,004	\$5,004	\$5,004
Certifications	\$15,000	\$15,000	\$15,000
Taxes	\$7,500	\$7,500	\$7,500
Total Operating Expenses	\$676,584	\$1,071,274	\$1,239,274
Operating Income	(\$478,576)	(\$101,991)	\$8,518,688

Interest Incurred

Pressure Analysis Company

Depreciation and Amortization	\$5,668	\$12,332	\$20,333
Income Taxes	\$0	\$0	\$545,086
Total Expenses	\$784,244	\$1,614,323	\$7,046,731
Net Profit	(\$484,244)	(\$114,323)	\$7,953,269
Net Profit / Sales	(161%)	(8%)	53%
