



MANAGEMENT REPORTS

As of August 28, 2018 3:31 PM



New Clients

June						
Date Signed	Client	Seats	Type of Contract	Duration of Agreement	Contract Expiration	MRR
2018-08-10	MULDER KAMPMAN DESIGN	3	MSA	11 Months	2019-07-01	0
2018-08-18	GO MO DIGITAL PVT. LTD.		MSA	11 Months	2019-07-31	20,000
2018-08-30	AMBER CREATIVE PTE LTD	1	MSA	0 Months		0
2018-08-01	DEZYNSPACE		OSA	2 Months	2018-10-01	66,000
2018-08-06	ADAM HAGAN	2	OSA	5 Months	2019-01-06	10,000
2018-08-09	GIOVANNI ZENTENO HERNANDEZ	1	OSA	11 Months	2019-07-22	9,000
2018-08-20	AIESEC		OSA	11 Months	2019-07-20	20,000
2018-08-28	OYO (ORAVEL STAYS PVT LTD)		OSA	11 Months	2019-08-12	130,000
2018-08-29	CHI-X ASIA PACIFIC HOLDINGS LTD.		OSA	0 Months		0
Total						255,000



Lost Clients

June			
Separation Date	Client	Type of Contract	MRR
2018-08-30	ARTHUR LAWSON	OSA	
2018-08-29	SIMON LIM	OSA	
2018-08-29	HELPLY	OSA	
2018-08-01	ORIGINAL SUCCESS SERVICES CORP.	OSA	
Total			



New Employees

PB Core						
Name	Position Title	Company	Immediate Supervisor	Employment Status	Salary	Onboarding Date
MICHAEL ADVINCULA	Finance Manager	PENBROTHERS	Director	PROBATIONARY		2018-08-16
KIERVIN GUINTO	Finance Associate	PENBROTHERS	Finance Manager	PROBATIONARY		2018-08-01

PB Core						
Name	Position Title	Company	Immediate Supervisor	Employment Status	Salary	Onboarding Date

MA. VERONICA BAUTISTA	Senior Optimization Analyst	UPTEAM	Project Manager	OTHERS	33800	2018-08-16
JACELL DUNGO	Junior IT Developer	UPTEAM	Raphael Quisumbing - CTO	PROJECT	18000	2018-08-16
AGUSTINE ABUAN	Graphic Designer	FLD MARKETING LLC	Ali Liaquat	PROJECT	30000	2018-08-16
KRISTOFFER MARION PABLO	Business Consultant	STOREHUB	Project Manager	PROJECT	40000	2018-08-16
ZHEDRIK CHUA	Business Consultant	STOREHUB	Project Manager	PROJECT	40000	2018-08-16
PATRICK NANAGAS	Business Consultant	STOREHUB	Project Manager	PROJECT	40000	2018-08-01
AUDREY DENISSE MARTINEZ	Community Associate	CAROUSELL PTE LTD	Marita Galvez - Marketing Executive	PROJECT	19208.7	2018-08-01
CARLO ALBERTO MANALO	Enrollment Coach	NEGOSYO UNIVERSITY	Jon Orana	PROJECT	50000	2018-08-01
RONALYN JOSE	Data Success Specialist	PROPELLER	Isobel Clarkson	PROJECT	39000	2018-08-01
CHRISTIAN FELIX	Full Stack Developer	AUDITMACS	Juan Belisario -Director for TEM Data Systems and Architecture	PROJECT	120000	2018-08-01

Lost Employees

Name	Position Title	Immediate Supervisor	Separation Date	Company
TIMOTHY PHILIP NG	Creative Director	Cheryl Ng	2018-05-01	FINDS
RUTH CABALDE	Loan Processor	Bill Tsouvalas	2018-05-11	SAVVY

Active Clients Sales Distribution

Price Range	MSA	OSA	MRR
0 - 10,000	2	8	81,133
10,000 - 20,000	2	3	70,000
20,000 - 30,000	1	6	152,798
30,000 - 40,000	0	1	30,400
40,000 - 50,000	0	1	45,000
50,000 - 60,000	2	1	167,920
60,000 - 70,000	1	4	325,620
70,000 - 80,000	0	0	0
80,000 - 90,000	0	2	172,400
90,000 +	0	3	743,120
Total	8	29	1,788,391

Client / Employee by Industry

Industry	No. of Clients	No. of Employees
Archi Firm	1	as
Architecture & Design	1	as
Co-working, Recruitment and Events	1	as
Construction	1	as

CP Optics Inc	1	as
Design Firm	1	as
digital marketing services	1	as
E-commerce site, online store of high-end bags	1	as
Fintech Consulting	1	as
Game Development	1	as
Healthcare Technology	1	as
IGO	1	as
Insuretech	1	as
International Non-Profit Organization	1	as
IT Services	1	as
Logistics	1	as
Marketing	2	as
NGO	1	as
Online Merchandising / Retail	1	as
Social Entertainment	1	as
Social Entrepreneur	1	as
Total	22	

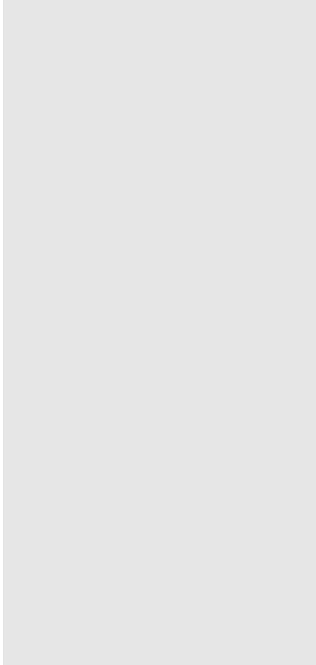
Clients Revenue by Country

Country	No. of Clients	MRR
Philippines	42	877,431
Australia	12	203,680
Singapore	7	56,720
Hong Kong	4	25,800
Usa	4	55,000
Malaysia	2	0
India	2	150,000
Spain	1	8,600
Indonesia	1	0
United Kingdom	1	0
British Islands	1	69,120
China	1	348,120
United Arab Emirates	1	0
Luxembourg	1	0
United States	1	0
France	1	0
United States Of America	1	0
Total	83	1,794,471

Collections

Office	Client Name	Invoice Amount	Status	Pct
OPL 4	Client 1	200,000.00	Paid	10%
OPL 4	Client 1	200,000.00	Paid	10%

Office	Total Invoiced	Collected	Receivable
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OPL 4	600,000.00	400,000.00	200,000.00
OPL 5	600,000.00	400,000.00	200,000.00
OPL 6	600,000.00	400,000.00	200,000.00
OPL 4	600,000.00	400,000.00	200,000.00
OPL 5	600,000.00	400,000.00	200,000.00
OPL 6	600,000.00	400,000.00	200,000.00
Total	1,800,000.00	1,200,000.00	600,000.00

