



MANAGEMENT REPORTS

As of 6 August, 2018 1:42 PM



New Clients

June					
Date Signed	Client	Type of Contract	MRR	Duration	Overall Revenue
July 2, 2018	FanTech	OSA	25,800.00	1 Year	309,600.00
July 10, 2018	Dell	MSA	36,000.00	6 Months	216,000.00
July 17, 2018	DigiLand	MSA	12,000.00	3 Months	36,000.00
July 26, 2018	Saroc	OSA	17,200.00	2 Years	412,800.00
Total			91,000.00		974,400.00



Lost Clients

August			
Separation Date	Client	Type of Contract	MRR
August 2, 2018	Momentum	OSA	25,800.00
August 10, 2018	Sangee	OSA	8,000.00
Total			33,800.00



Renewed Clients

June					
Date Signed	Client	Type of Contract	MRR	Duration	Overall Revenue
July 2, 2018	Deltek	OSA	25,800.00	1 Year	309,600.00
July 10, 2018	HP	MSA	36,000.00	6 Months	216,000.00
July 17, 2018	Apple	MSA	12,000.00	3 Months	36,000.00
July 26, 2018	Rakk	OSA	17,200.00	2 Years	412,800.00
Total			150,000.00		1,300,400.00



New Employees

Name	Position Title	Immediate Supervisor	Onboarding Date	Company
Kiervin Guinto	Finance Associate	Finance Manager	July 23, 2018	Penbrothers
Rosalie Dumandan	Sr. Accounting Associate	Finance Manager	July 23, 2018	Penbrothers



Attritions HR

Name	Position Title	Immediate Supervisor	Separation Date	Company
Kiervin Guinto	Finance Associate	Finance Manager	August 23, 2018	Penbrothers
Rosalie Dumandan	Sr. Accounting Associate	Finance Manager	August 23, 2018	Penbrothers



Active Clients Price Range

Price Range	MSA	OSA	MRR
0.00-10,000.00	4	10	140,000.00
10,000.00-20,000.00	8	12	400,000.00
20,000.00-30,000.00	11	14	750,000.00
30,000.00-40,000.00	4	3	280,000.00
40,000.00-50,000.00	6	6	720,000.00
50,000.00-60,000.00	5	20	154,000.00
60,000.00-70,000.00	5	20	154,000.00
Total	38	65	5,520,000.00



Clients by Industries

Industry	No. of Clients	No. of Employees
E-commerce	8	37
Web Development	15	45
Architecture	2	5
BPO - Customer Support	1	7
Game Development	1	87
Online Tutorials	2	19
3D Modeling	4	16



Clients' Revenue by Country

Country	No. of Clients	MRR
Philippines	32	3,000,000.00
Australia	21	2,400,000.00
Japan	1	40,000.00
Singapore	2	80,000.00
Total		5,520,000.00



Collection Report

Office	Client Name	Invoice Amount	Status	Pct
OPL 4	Client 1	200,000.00	Paid	10%
OPL 4	Client 2	200,000.00	Paid	10%
OPL 4	Client 3	200,000.00	Paid	10%
OPL 5	Client 4	200,000.00	Paid	10%
OPL 5	Client 5	200,000.00	Paid	10%
OPL 5	Client 6	200,000.00	Paid	10%
OPL 6	Client 7	200,000.00	Unpaid	10%
OPL 6	Client 8	200,000.00	Unpaid	10%
OPL 6	Client 9	200,000.00	Unpaid	10%

Office	Total Invoiced	Collected	Receivable
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



Freshdesk

Department	Pending Tickets	Ongoing Tickets	Closed Tickets
IT	3	5	20
Finance	4	2	17
HR	3	5	20
Business Development	4	3	26
Marketing	8	12	23

Older than 30 Days			
Department	Ticket Description	Ticket Opened	Elapsed Days Open
IT	Management Reports	07/01/2018	45 Days
Finance	Meeting with Sales	07/10/2018	33 Days