

	IT Infrastructure In-House					Cloud Computing					Variances				
	2009	2010	2011	2012	2013	2009	2010	2011	2012	2013	2009	2010	2011	2012	2013
<b>Income Statement</b>															
Revenue	1,428,299	1,542,849	1,589,134	1,636,808	1,685,913	1,428,299	1,542,849	1,589,134	1,636,808	1,685,913	-	-	-	-	-
Operations Payroll	334,295	346,839	356,789	367,037	364,609	250,721	260,129	267,591	275,278	273,457	(83,574)	(86,710)	(89,198)	(91,759)	(91,152)
IT Monthly Recurring Charges	48,300	48,300	48,300	48,300	48,300	65,940	65,940	65,940	77,940	77,940	17,640	17,640	17,640	29,640	29,640
Other Direct Costs	325,000	333,125	341,453	349,989	358,739	325,000	333,125	341,453	349,989	358,739	-	-	-	-	-
Depreciation	53,336	53,336	53,336	71,167	71,167	29,500	29,500	29,500	29,500	29,500	(23,836)	(23,836)	(23,836)	(41,667)	(41,667)
Total Cost of Goods Sold	760,931	781,600	799,878	836,493	842,815	671,161	688,694	704,485	732,707	739,636	(89,770)	(92,906)	(95,393)	(103,786)	(103,179)
<b>Total Gross Profit</b>	<b>667,368</b>	<b>761,249</b>	<b>789,256</b>	<b>800,315</b>	<b>843,098</b>	<b>757,138</b>	<b>854,155</b>	<b>884,650</b>	<b>904,101</b>	<b>946,277</b>	<b>89,770</b>	<b>92,906</b>	<b>95,394</b>	<b>103,786</b>	<b>103,179</b>
Selling Costs	411,739	423,734	434,138	444,573	447,049	411,739	423,734	434,138	444,573	447,049	-	-	-	-	-
General and Administrative Costs	176,600	179,900	183,299	186,800	190,406	176,600	179,900	183,299	186,800	190,406	-	-	-	-	-
Other (Income)/Expense	29,055	20,559	10,998	8,569	6,724	15,992	14,949	11,730	9,205	7,223	(13,063)	(5,610)	732	636	499
<b>Total Net Income (Loss)</b>	<b>49,973</b>	<b>137,055</b>	<b>160,821</b>	<b>160,374</b>	<b>198,919</b>	<b>152,807</b>	<b>235,572</b>	<b>255,483</b>	<b>263,523</b>	<b>301,598</b>	<b>102,834</b>	<b>98,517</b>	<b>94,662</b>	<b>103,149</b>	<b>102,679</b>
<b>EBITDA</b>	<b>132,364</b>	<b>210,950</b>	<b>225,155</b>	<b>240,110</b>	<b>276,810</b>	<b>198,299</b>	<b>280,021</b>	<b>296,713</b>	<b>302,228</b>	<b>338,321</b>	<b>65,935</b>	<b>69,071</b>	<b>71,558</b>	<b>62,118</b>	<b>61,511</b>
<b>EBIT</b>	<b>79,028</b>	<b>157,614</b>	<b>171,819</b>	<b>168,943</b>	<b>205,643</b>	<b>168,799</b>	<b>250,521</b>	<b>267,213</b>	<b>272,728</b>	<b>308,821</b>	<b>89,771</b>	<b>92,907</b>	<b>95,394</b>	<b>103,785</b>	<b>103,178</b>
<b>EVA</b>	<b>54,711</b>	<b>138,630</b>	<b>158,169</b>	<b>146,910</b>	<b>190,726</b>	<b>149,249</b>	<b>233,921</b>	<b>253,563</b>	<b>259,028</b>	<b>298,071</b>	<b>94,538</b>	<b>95,291</b>	<b>95,394</b>	<b>112,118</b>	<b>107,345</b>
<b>Balance Sheet</b>															
<b>Current Assets</b>															
Cash	119,978	232,014	422,791	485,716	696,919	221,284	459,778	724,719	972,853	1,240,426	101,306	227,764	301,928	487,137	543,507
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Current Assets	119,978	232,014	422,791	485,716	696,919	221,284	459,778	724,719	972,853	1,240,426	101,306	227,764	301,928	487,137	543,507
<b>Fixed Assets</b>															
Fixed Assets	296,509	296,509	296,509	451,509	451,509	225,000	225,000	225,000	255,000	255,000	(71,509)	(71,509)	(71,509)	(196,509)	(196,509)
Accumulated Depreciation	(53,336)	(106,673)	(160,009)	(231,176)	(302,342)	(29,500)	(59,000)	(88,500)	(118,000)	(147,500)	23,836	47,673	71,509	113,176	154,842
Net Fixed Assets	243,173	189,836	136,500	220,333	149,167	195,500	166,000	136,500	137,000	107,500	(47,673)	(23,836)	-	(83,333)	(41,667)
<b>Total Assets</b>	<b>363,150</b>	<b>421,850</b>	<b>559,291</b>	<b>706,049</b>	<b>846,085</b>	<b>416,784</b>	<b>625,778</b>	<b>861,219</b>	<b>1,109,853</b>	<b>1,347,926</b>	<b>53,634</b>	<b>203,928</b>	<b>301,928</b>	<b>403,804</b>	<b>501,841</b>
<b>Liabilities and Stockholders' Equity</b>															
<b>Current Liabilities</b>															
Accounts Payable	53,287	54,480	55,704	56,958	58,243	53,287	54,480	55,704	56,958	58,243	-	-	-	-	-
Deferred Income	71,701	73,852	76,068	78,350	80,700	71,701	73,852	76,068	78,350	80,700	-	-	-	-	-
Short Term Debt	183,227	106,490	79,670	62,518	-	138,989	109,067	85,587	67,162	-	(44,238)	2,577	5,917	4,644	-
Total Current Liabilities	308,215	234,822	211,441	197,826	138,943	263,977	237,400	217,358	202,469	138,943	(44,238)	2,578	5,917	4,643	-
Long Term Liabilities	4,962	-	-	-	-	-	-	-	-	-	(4,962)	-	-	-	-
Stockholders' Equity	49,973	187,028	347,850	508,224	707,143	152,807	388,379	643,861	907,384	1,208,983	102,834	201,351	296,011	399,160	501,840
<b>Total Liabilities and Stockholders' Equity</b>	<b>363,150</b>	<b>421,850</b>	<b>559,291</b>	<b>706,049</b>	<b>846,085</b>	<b>416,784</b>	<b>625,778</b>	<b>861,219</b>	<b>1,109,853</b>	<b>1,347,926</b>	<b>53,634</b>	<b>203,928</b>	<b>301,928</b>	<b>403,804</b>	<b>501,841</b>
<b>Cash Flow Statement</b>															
<b>Cash flows from operating activities</b>															
NET INCOME (LOSS)	49,973	137,055	160,821	160,374	198,919	152,807	235,572	255,483	263,523	301,598	102,834	98,517	94,662	103,149	102,679
Reconciling Adjustments															
Depreciation	53,336	53,336	53,336	71,167	71,167	29,500	29,500	29,500	29,500	29,500	(23,836)	(23,836)	(23,836)	(41,667)	(41,667)
Increase/Decrease in accounts receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Increase/Decrease in accounts payable	53,287	1,193	1,223	1,254	1,285	53,287	1,193	1,223	1,254	1,285	-	-	-	-	-
Increase/Decrease in other liabilities	71,701	2,151	2,216	2,282	2,350	71,701	2,151	2,216	2,282	2,350	-	-	-	-	-
Total Reconciling Adjustments	178,324	56,681	56,775	74,703	74,802	154,488	32,844	32,939	33,036	33,136	(23,836)	(23,837)	(23,836)	(41,667)	(41,666)
<b>Total Cash flows from operating activities</b>	<b>228,297</b>	<b>193,736</b>	<b>217,597</b>	<b>235,076</b>	<b>273,721</b>	<b>307,295</b>	<b>268,416</b>	<b>288,421</b>	<b>296,559</b>	<b>334,734</b>	<b>78,998</b>	<b>74,680</b>	<b>70,824</b>	<b>61,483</b>	<b>61,013</b>
<b>Cash flows from investing activities</b>															
Acquisition of PP&E															
End User IT	(30,000)	-	-	-	-	(30,000)	-	-	-	-	-	-	-	-	-
End User IT Refresh	-	-	-	(30,000)	-	-	-	-	(30,000)	-	-	-	-	-	-
Infrastructure IT	(71,509)	-	-	-	-	-	-	-	-	-	71,509	-	-	-	-
Infrastructure IT Refresh	-	-	-	(125,000)	-	-	-	-	-	-	-	-	-	125,000	-
Non-IT Assets	(195,000)	-	-	-	-	(195,000)	-	-	-	-	-	-	-	-	-
<b>Total Cash flows from investing activities</b>	<b>(296,509)</b>	<b>-</b>	<b>-</b>	<b>(155,000)</b>	<b>-</b>	<b>(225,000)</b>	<b>-</b>	<b>-</b>	<b>(30,000)</b>	<b>-</b>	<b>71,509</b>	<b>-</b>	<b>-</b>	<b>125,000</b>	<b>-</b>
<b>Cash flows from financing activities</b>															
Proceeds - short term portion of leases/debt issued	183,227	(76,738)	(26,819)	(17,152)	(62,518)	138,989	(29,922)	(23,480)	(18,425)	(67,162)	(44,238)	46,816	3,339	(1,273)	(4,644)
Proceeds from issuance of long-term leases/debt	54,699	-	-	-	-	-	-	-	-	-	(54,699)	-	-	-	-
Retirement of long-term leases/debt	(49,737)	(4,962)	-	-	-	-	-	-	-	-	49,737	4,962	-	-	-
<b>Total Cash flows from financing activities</b>	<b>188,189</b>	<b>(81,700)</b>	<b>(26,819)</b>	<b>(17,152)</b>	<b>(62,518)</b>	<b>138,989</b>	<b>(29,922)</b>	<b>(23,480)</b>	<b>(18,425)</b>	<b>(67,162)</b>	<b>(49,200)</b>	<b>51,778</b>	<b>3,339</b>	<b>(1,273)</b>	<b>(4,644)</b>
Cash and cash equivalents at Beginning of period	-	119,978	232,014	422,791	485,716	-	221,284	459,778	724,719	972,853	-	101,306	227,764	301,928	487,137
<b>Total Cash and cash equivalents at End of period</b>	<b>119,978</b>	<b>232,014</b>	<b>422,791</b>	<b>485,716</b>	<b>696,919</b>	<b>221,284</b>	<b>459,778</b>	<b>724,719</b>	<b>972,853</b>	<b>1,240,426</b>	<b>101,306</b>	<b>227,764</b>	<b>301,928</b>	<b>487,137</b>	<b>543,507</b>