

Sample Tech Company, Inc.
Profit & Loss Budget vs. Actual
April 2011

	<u>Apr 11</u>	%	<u>Budget</u>	%	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
4210 · RevRunner (Hospitals)	347,236	66%	805,550	71%	(458,314)
4220 · MedRunner (RHIOs)	85,412	16%	263,000	23%	(177,588)
4201 · WebRunner(Network Services)	95,849	18%	58,425	5%	37,424
Total Income	<u>528,497</u>	100%	<u>1,126,975</u>	100%	<u>(598,478)</u>
Cost of Goods Sold					
5210 · RevRunner - Cost of Sales	68,664	13%	261,826	23%	(193,162)
5220 · MedRunner - Cost of Sales	34,422	7%	48,852	4%	(14,430)
5260 · WebRunner - Cost of Sales	8,603	2%	30,224	3%	(21,621)
Total COGS	<u>111,689</u>	21%	<u>340,902</u>	30%	<u>(229,213)</u>
Gross Profit	416,808	79%	786,073	70%	(369,265)
Expense					
6560 · Salary Expense	591,264	112%	572,252	51%	19,012
6567 · Reclass Salary to COGS	0	0%	(150,346)	-13%	150,346
6568 · Reclass Wages to Def Developmnt	(50,000)	-9%	(60,000)	-5%	10,000
6570 · Benefits	59,567	11%	45,416	4%	14,151
5015 · Marketing Expense	16,626	3%	21,875	2%	(5,249)
6410 · Telecom Expense	15,757	3%	10,803	1%	4,954
6150 · Depreciation Expense	30,298	6%	49,197	4%	(18,899)
5030 · Outside Programming	3,333	1%	2,000	0%	1,333
6280 · Legal Fees	68,728	13%	6,107	1%	62,621
5032 · Onsite Training	(35,694)	-7%	0	0%	(35,694)
5020 · Management Consulting	41,077	8%	5,000	0%	36,077
6650 · Accounting	19,419	4%	8,447	1%	10,972
5021 · Recruiting/Executive Search	2,729	1%	46,500	4%	(43,771)
6260 · Printing and Reproduction	2,500	0%	168	0%	2,332
6160 · Industry Assoc Dues & Meetings	4,971	1%	7,943	1%	(2,972)
6171 · Equipment & Auto Rental	2,882	1%	6,797	1%	(3,915)
6300 · Office Expenses	34,066	6%	38,866	3%	(4,800)
8012 · Bad Debts	2,343	0%	5,635	1%	(3,292)
6200 · Interest and Bank Charges	29,368	6%	36,389	3%	(7,021)
6350 · Travel & Ent	58,413	11%	48,000	4%	10,413
Total Expense	<u>897,647</u>	170%	<u>701,049</u>	62%	<u>196,598</u>
Net Ordinary Income	(480,839)	-91%	85,024	8%	(565,863)
Other Income/Expense					
Other Income					
7030 · Other Income	795	0%	0	0%	795
Total Other Income	<u>795</u>	0%	<u>0</u>	0%	<u>795</u>
Other Expense					
6985 · Amortization Exp - DFAC	5,145	1%	818	0%	4,327
6990 · Amortization of Def Dev Cost	697	0%	3,215	0%	(2,518)
8010 · Other Expenses	123	0%	150	0%	(27)
9010 · Provision for State Inc Tax	800	0%	0	0%	800
9011 · Provision for Columbus City Tax	14,000	3%	0	0%	14,000
6970 · Personal Property Tax	275	0%	275	0%	0
Total Other Expense	<u>21,040</u>	4%	<u>4,458</u>	0%	<u>16,582</u>
Net Other Income	<u>(20,245)</u>	-4%	<u>(4,458)</u>	0%	<u>(15,787)</u>
Net Income	<u>(501,084)</u>	-95%	<u>80,566</u>	7%	<u>(581,650)</u>

Sample Tech Company, Inc.
Profit & Loss Budget vs. Actual
January through April 2011

	<u>Jan - Apr 11</u>	<u>%</u>	<u>Budget</u>	<u>%</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense					
Income					
4210 · RevRunner (Hospitals)	1,305,742	58%	2,084,750	68%	(779,008)
4220 · MedRunner (RHIOs)	497,877	22%	575,500	19%	(77,623)
4201 · WebRunner(Network Services)	452,753	20%	420,700	14%	32,053
Total Income	<u>2,256,372</u>	100%	<u>3,080,950</u>	100%	<u>(824,578)</u>
Cost of Goods Sold					
5210 · RevRunner - Cost of Sales	528,465	23%	605,846	20%	(77,381)
5220 · MedRunner - Cost of Sales	92,214	4%	134,851	4%	(42,637)
5260 · WebRunner - Cost of Sales	115,421	5%	120,896	4%	(5,475)
Total COGS	<u>736,100</u>	33%	<u>861,593</u>	28%	<u>(125,493)</u>
Gross Profit	1,520,272	67%	2,219,357	72%	(699,085)
Expense					
6560 · Salary Expense	2,165,711	96%	1,942,521	63%	223,190
6567 · Reclass Salary to COGS	(427,587)	-19%	(515,333)	-17%	87,746
6568 · Reclass Wages to Def Developmnt	(184,231)	-8%	(240,000)	-8%	55,769
6570 · Benefits	160,446	7%	150,946	5%	9,500
5015 · Marketing Expense	95,013	4%	112,493	4%	(17,480)
6410 · Telecom Expense	43,341	2%	37,834	1%	5,507
6150 · Depreciation Expense	123,366	5%	164,648	5%	(41,282)
5030 · Outside Programming	7,238	0%	8,000	0%	(762)
6280 · Legal Fees	109,103	5%	24,428	1%	84,675
5031 · Outside Programming - Training	3,861	0%	230	0%	3,631
5032 · Onsite Training	(35,694)	-2%	0	0%	(35,694)
5020 · Management Consulting	99,419	4%	20,000	1%	79,419
6650 · Accounting	40,774	2%	33,788	1%	6,986
5021 · Recruiting/Executive Search	7,295	0%	66,000	2%	(58,705)
6260 · Printing and Reproduction	3,850	0%	2,751	0%	1,099
6160 · Industry Assoc Dues & Meetings	17,166	1%	21,412	1%	(4,246)
6171 · Equipment & Auto Rental	9,724	0%	19,177	1%	(9,453)
6300 · Office Expenses	150,375	7%	155,735	5%	(5,360)
8012 · Bad Debts	11,121	0%	15,405	1%	(4,284)
6200 · Interest and Bank Charges	108,745	5%	137,214	4%	(28,469)
6350 · Travel & Ent	180,311	8%	192,000	6%	(11,689)
Total Expense	<u>2,689,347</u>	119%	<u>2,349,249</u>	76%	<u>340,098</u>
Net Ordinary Income	(1,169,075)	-52%	(129,892)	-4%	(1,039,183)
Other Income/Expense					
Other Income					
7030 · Other Income	3,182	0%	0	0%	3,182
Total Other Income	<u>3,182</u>	0%	<u>0</u>	0%	<u>3,182</u>
Other Expense					
6985 · Amortization Exp - DFAC	20,578	1%	3,272	0%	17,306
6990 · Amortization of Def Dev Cost	2,786	0%	12,860	0%	(10,074)
8010 · Other Expenses	862	0%	600	0%	262
9010 · Provision for State Inc Tax	3,801	0%	0	0%	3,801
9011 · Provision for Columbus City Tax	14,000	1%	0	0%	14,000
6970 · Personal Property Tax	1,100	0%	1,100	0%	0
Total Other Expense	<u>43,127</u>	2%	<u>17,832</u>	1%	<u>25,295</u>
Net Other Income	(39,945)	-2%	(17,832)	-1%	(22,113)
Net Income	<u>(1,209,020)</u>	-54%	<u>(147,724)</u>	-5%	<u>(1,061,296)</u>

Sample Tech Company, Inc.

Profit & Loss

May 2010 through April 2011

	May 10	Jun 10	Jul 10	Aug 10	Sep 10	Oct 10	Nov 10	Dec 10	Jan 11	Feb 11	Mar 11	Apr 11	TOTAL
Ordinary Income/Expense													
Income													
4210 · RevRunner (Hospitals)	251,740	279,616	244,792	243,176	630,583	271,009	263,436	(325,638)	288,233	331,417	338,855	347,236	3,164,455
4220 · MedRunner (RHIOs)	143,670	146,950	227,360	220,934	205,022	230,722	224,147	197,147	175,872	150,272	86,322	85,412	2,093,830
4201 · WebRunner(Network Services)	166,067	146,531	156,074	170,770	149,987	166,095	140,313	142,140	125,247	129,343	102,314	95,849	1,690,730
Total Income	561,477	573,097	628,226	634,880	985,592	667,826	627,896	13,649	589,352	611,032	527,491	528,497	6,949,015
Cost of Goods Sold													
5210 · RevRunner - Cost of Sales	173,355	146,204	137,558	141,716	176,354	151,966	147,914	249,864	160,573	154,760	144,468	68,664	1,853,396
5220 · MedRunner - Cost of Sales	21,939	18,980	19,143	190,255	31,952	44,200	39,549	30,225	23,606	20,785	13,402	34,422	488,458
5260 · WebRunner - Cost of Sales	61,004	54,516	48,747	55,327	48,580	57,558	54,681	41,714	43,373	32,206	31,239	8,603	537,548
Total COGS	256,298	219,700	205,448	387,298	256,886	253,724	242,144	321,803	227,552	207,751	189,109	111,689	2,879,402
Gross Profit	305,179	353,397	422,778	247,582	728,706	414,102	385,752	(308,154)	361,800	403,281	338,382	416,808	4,069,613
Expense													
6560 · Salary Expense	496,883	503,671	487,535	467,067	458,068	497,787	454,585	410,017	505,607	558,801	510,038	591,264	5,941,323
6567 · Reclass Salary to COGS	(183,129)	(164,112)	(161,090)	(179,363)	(146,361)	(174,064)	(160,774)	(123,931)	(162,625)	(135,851)	(129,112)	0	(1,720,412)
6568 · Reclass Wages to Def Developmnt	(128,844)	(122,722)	(95,440)	(90,984)	(80,312)	(99,139)	(79,731)	(79,862)	(35,276)	(47,062)	(51,893)	(50,000)	(961,265)
6570 · Benefits	32,338	36,308	36,618	33,292	46,738	36,026	32,527	31,665	35,795	34,271	30,814	59,567	445,959
5015 · Marketing Expense	20,367	93,455	22,551	7,209	21,218	52,540	12,031	18,076	7,377	23,732	47,278	16,626	342,460
6410 · Telecom Expense	8,121	9,404	9,015	11,748	10,571	440	9,352	10,452	10,156	10,360	7,067	15,757	112,443
6150 · Depreciation Expense	38,407	30,902	26,708	7,936	30,549	31,947	33,773	34,763	34,007	34,385	24,676	30,298	358,351
5030 · Outside Programming	0	0	125	125	125	15,500	0	0	0	880	3,025	3,333	23,113
6280 · Legal Fees	5,463	5,044	4,978	5,488	20,284	18,865	450	8,137	10,000	20,225	10,150	68,728	177,812
5031 · Outside Programming - Training	250	31	125	0	0	156	0	0	3,861	0	0	0	4,423
5032 · Onsite Training	0	0	700	0	0	(16,318)	0	28,800	0	0	0	(35,694)	(22,512)
5020 · Management Consulting	7,110	2,230	2,000	2,000	2,000	15,159	5,000	9,575	2,000	18,040	38,302	41,077	144,493
6650 · Accounting	6,190	7,107	7,222	5,845	6,010	2,820	7,929	8,233	7,744	7,217	6,394	19,419	92,130
5021 · Recruiting/Executive Search	1,462	10,789	3,758	17	7,598	1,191	17,169	4,873	1,107	1,932	1,526	2,729	54,151
6260 · Printing and Reproduction	1,521	4,779	1,528	484	240	3,756	469	3,227	0	870	480	2,500	19,854
6160 · Industry Assoc Dues & Meetings	5,161	4,637	3,594	2,162	2,866	3,351	6,379	3,521	3,381	3,548	5,267	4,971	48,838
6171 · Equipment & Auto Rental	670	3,415	3,000	3,285	2,119	2,945	2,012	2,147	1,330	3,170	2,342	2,882	29,317
6300 · Office Expenses	30,122	31,259	28,383	30,190	29,601	33,224	37,329	36,653	35,734	41,701	38,876	34,066	407,138
8012 · Bad Debts	0	0	0	0	35,000	8,099	8,139	8,069	3,114	3,109	2,555	2,343	70,428
6200 · Interest and Bank Charges	21,361	22,928	30,736	25,211	27,913	26,203	25,969	13,943	25,985	27,306	26,087	29,368	303,010
6350 · Travel & Ent	24,027	19,200	30,162	38,920	26,099	35,222	39,468	33,743	46,225	41,241	34,432	58,413	427,152
6880 · Penalty/Interest	0	0	0	16	43	0	0	0	0	0	0	0	59
6999 · Uncategorized Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expense	387,480	498,325	442,208	370,648	500,369	495,710	452,076	462,101	535,522	647,875	608,304	897,647	6,298,265

Sample Tech Company, Inc.
Profit & Loss
May 2010 through April 2011

	May 10	Jun 10	Jul 10	Aug 10	Sep 10	Oct 10	Nov 10	Dec 10	Jan 11	Feb 11	Mar 11	Apr 11	TOTAL
Net Ordinary Income	(82,301)	(144,928)	(19,430)	(123,066)	228,337	(81,608)	(66,324)	(770,255)	(173,722)	(244,594)	(269,922)	(480,839)	(2,228,652)
Other Income/Expense													
Other Income													
7030 · Other Income	1	512	1,372	534	8,281	1,075	(1,236)	(7,441)	812	780	795	795	6,280
Total Other Income	1	512	1,372	534	8,281	1,075	(1,236)	(7,441)	812	780	795	795	6,280
Other Expense													
6985 · Amortization Exp - DFAC	1,860	1,860	1,860	1,860	1,860	1,860	1,860	36,097	1,860	1,860	11,714	5,145	69,696
6990 · Amortization of Def Dev Cost	3,914	(745)	3,188	3,188	3,188	3,188	3,188	3,188	697	697	697	697	25,085
8010 · Other Expenses	167	740	162	165	177	96	485	61,998	105	107	527	123	64,852
9000 · Provision for Federal Inc Tax	0	0	0	0	0	0	0	(172,600)	0	0	0	0	(172,600)
9010 · Provision for State Inc Tax	0	0	2,326	0	0	1,287	0	0	0	3,001	0	800	7,414
9011 · Provision for Columbus City Tax	0	0	0	0	0	0	0	0	0	0	0	14,000	14,000
6970 · Personal Property Tax	275	275	275	275	275	2,379	275	275	275	275	275	275	5,404
Total Other Expense	6,216	2,130	7,811	5,488	5,500	8,810	5,808	(71,042)	2,937	5,940	13,213	21,040	13,851
Net Other Income	(6,215)	(1,618)	(6,439)	(4,954)	2,781	(7,735)	(7,044)	63,601	(2,125)	(5,160)	(12,418)	(20,245)	(7,571)
Net Income	(88,516)	(146,546)	(25,869)	(128,020)	231,118	(89,343)	(73,368)	(706,654)	(175,847)	(249,754)	(282,340)	(501,084)	(2,236,223)

Sample Tech Company, Inc.
Balance Sheet
As of April 30, 2011

	Apr 30, 11	Mar 31, 11	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1000 · Cash	138,397	123,413	14,984
Total Checking/Savings	138,397	123,413	14,984
Accounts Receivable			
1200 · Accounts Receivable	474,412	424,870	49,542
1211 · Allowance For Doubtful Account	(44,665)	(42,321)	(2,344)
Total Accounts Receivable	429,747	382,549	47,198
Other Current Assets			
1208 · Accrued Revenue	30,694	6,221	24,473
1435 · Prepaid Expenses	185,499	146,112	39,387
Total Other Current Assets	216,193	152,333	63,860
Total Current Assets	784,337	658,295	126,042
Fixed Assets			
1364 · Furn & Fix - CL	12,905	12,926	(21)
1363 · Software - CL	0	0	0
1358 · Software	57,545	60,569	(3,024)
1353 · Computer Equipment	81,195	86,558	(5,363)
1356 · Equipment - Capital Leases	451,263	471,422	(20,159)
1352 · Leasehold Improvements	17,397	17,804	(407)
1350 · Furniture & Fixtures	19,936	21,260	(1,324)
Total Fixed Assets	640,241	670,539	(30,298)
Other Assets			
1212 · Long Term Note	24	209,538	(209,514)
1400 · Intangible Assets	10,000	10,000	0
1439 · Capitalized Development	3,216,827	3,251,156	(34,329)
1446 · Deferred Financial Acqu Costs	231,305	236,450	(5,145)
Total Other Assets	3,458,156	3,707,144	(248,988)
TOTAL ASSETS	4,882,734	5,035,978	(153,244)

Sample Tech Company, Inc.
Balance Sheet
As of April 30, 2011

	Apr 30, 11	Mar 31, 11	\$ Change
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 · Accounts Payable	285,910	221,416	64,494
2010 · Interest Payable	28,959	26,248	2,711
Total Accounts Payable	314,869	247,664	67,205
Other Current Liabilities			
2528 · Commerce Natl Line of Credit	623,982	520,000	103,982
2200 · Sales Tax Payable	(531)	(12)	(519)
2500 · Other Current Liability	798,610	677,412	121,198
2509 · Capital Leases - Short Term	264,484	264,702	(218)
2550 · Payroll Liabilities	94,861	60,521	34,340
Total Other Current Liabilities	1,781,406	1,522,623	258,783
Total Current Liabilities	2,096,275	1,770,287	325,988
Long Term Liabilities			
2660 · Capital Leases - LT Portion	203,242	225,065	(21,823)
2600 · Long Term Liability	3,015,114	3,054,624	(39,510)
2300 · Deferred Revenue	1,003,261	1,020,345	(17,084)
Total Long Term Liabilities	4,221,617	4,300,034	(78,417)
Total Liabilities	6,317,892	6,070,321	247,571
Equity			
3000 · Equity	2,048,829	1,948,559	100,270
3100 · Retained Earnings	(2,274,969)	(2,274,969)	0
Net Income	(1,209,019)	(707,935)	(501,084)
Total Equity	(1,435,159)	(1,034,345)	(400,814)
TOTAL LIABILITIES & EQUITY	4,882,733	5,035,976	(153,243)

Sample Tech Company, Inc.
Statement of Cash Flows
April 2011

	Apr 11
OPERATING ACTIVITIES	
Net Income	(501,084)
Adjustments to reconcile Net Income to net cash provided by operations:	
6150 · Depreciation Expense	30,298
1200 · Accounts Receivable	(49,542)
1211 · Allowance For Doubtful Account	2,343
1435 · Prepaid Expenses:1440 · Prepaid Expense	(39,387)
1208 · Accrued Revenue	(24,474)
1350 · Furniture & Fixtures:1351 · Accum Depreciation-F & F	(5,158)
1439 · Capitalized Development:1429 · Capitalized Deferred Dev:1436 · Accm Amortized Cap Dev Cos	30,697
1446 · Deferred Financial Acqu Costs:1445 · Accumulated Amort - DFAC	5,145
2000 · Accounts Payable	64,494
2010 · Interest Payable	2,712
2200 · Sales Tax Payable	(519)
2500 · Other Current Liability:2531 · Accrued Expenses	140,408
2528 · Commerce Natl Line of Credit	103,982
2509 · Capital Leases - Short Term:2512 · Capital Leases-IBM Comp Equipmt	(218)
2550 · Payroll Liabilities:2583 · United Way	(503)
2550 · Payroll Liabilities:2570 · Taxes - State Withholding	(21)
2550 · Payroll Liabilities:2575 · Taxes - Columbus withholding	112
2550 · Payroll Liabilities:2577 · Flexible Spending	12,005
2550 · Payroll Liabilities:2581 · Accrued Unused Vacation	22,777
2500 · Other Current Liability:2542 · Contingent Liability	(19,211)
2550 · Payroll Liabilities:2586 · Taxes- Other State Disability	(30)
2300 · Deferred Revenue:2310 · Def Rev - Transaction Server:2312 · Implementation Fee	27,827
2300 · Deferred Revenue:2310 · Def Rev - Transaction Server:2311 · License Fee - Advance	(5,074)
2300 · Deferred Revenue:2350 · Def Rev - Router:2351 · Annual Support Fees	(23,887)
Net cash provided by Operating Activities	(226,308)
INVESTING ACTIVITIES	
1350 · Furniture & Fixtures	5,654
1364 · Furn & Fix - CL	(5,654)
1364 · Furn & Fix - CL:1361 · Accum Dep - F & F -CL	5,158
1363 · Software - CL	1,086
1363 · Software - CL:1360 · Accum - Software CL	(1,086)
1358 · Software:1359 · Accum Dep - Software	0
1353 · Computer Equipment:1354 · Accum Depreciation - Comp Equ	7
1356 · Equipment - Capital Leases:1357 · Accum Dep - Equipment - Cap Lea	(7)
1439 · Capitalized Development:1429 · Capitalized Deferred Dev:1430 · Capitalized Development Cost	(50,000)
1212 · Long Term Note	209,514
1439 · Capitalized Development:1429 · Capitalized Deferred Dev:1431 · Accum Amort - RHIO	53,632
Net cash provided by Investing Activities	218,304
FINANCING ACTIVITIES	
2660 · Capital Leases - LT Portion:2661 · IBM Comp Equipment	(16,059)
2600 · Long Term Liability:2610 · Note Payable - Shareholder	(2,098)
2600 · Long Term Liability:2625 · Innovation Ohio Loan	(37,085)
2600 · Long Term Liability:2635 · Capital One Small Business	(328)
2660 · Capital Leases - LT Portion:2668 · Dollar- computer LT	(68)
2660 · Capital Leases - LT Portion:2667 · Dell Computers	(995)
2660 · Capital Leases - LT Portion:2665 · De Lage Landen - Equipment	(1,844)
2660 · Capital Leases - LT Portion:2664 · VAResources - Equipment	(1,291)
2660 · Capital Leases - LT Portion:2645 · Great America Leases-LT	(540)
2660 · Capital Leases - LT Portion:2655 · Cisco Systems - CL- LT	(1,026)
2300 · Deferred Revenue:2310 · Def Rev - Transaction Server:2314 · Deferred Revenue - Contracts	(15,950)
3000 · Equity:3200 · Stock:3230 · Pending transactions	98,365
3000 · Equity:3200 · Stock:3210 · Common Stock	1,906
Net cash provided by Financing Activities	22,987
Net cash increase for period	14,983
Cash at beginning of period	123,413
Cash at end of period	138,396

Sample Tech Company, Inc.
Statement of Cash Flows
January through April 2011

Jan-Apr 11

OPERATING ACTIVITIES

Net Income	(1,209,019)
Adjustments to reconcile Net Income to net cash provided by operations:	
6150 · Depreciation Expense	123,366
1200 · Accounts Receivable	347,627
1211 · Allowance For Doubtful Account	(26,956)
1435 · Prepaid Expenses:1440 · Prepaid Expense	(41,994)
1208 · Accrued Revenue	(24,474)
1350 · Furniture & Fixtures:1351 · Accum Depreciation-F & F	(5,158)
1439 · Capitalized Development:1429 · Capitalized Deferred Dev:1436 · Accm Amortized Cap Dev Cos	126,126
1446 · Deferred Financial Acqu Costs:1445 · Accumulated Amort - DFAC	20,578
2000 · Accounts Payable	92,031
2010 · Interest Payable	11,120
2200 · Sales Tax Payable	(4,757)
2500 · Other Current Liability:2531 · Accrued Expenses	245,439
2528 · Commerce Natl Line of Credit	138,982
2509 · Capital Leases - Short Term:2512 · Capital Leases-IBM Comp Equipmt	(863)
2550 · Payroll Liabilities:2583 · United Way	(263)
2550 · Payroll Liabilities:2570 · Taxes - State Withholding	(104)
2550 · Payroll Liabilities:2577 · Flexible Spending	3,195
2550 · Payroll Liabilities:2581 · Accrued Unused Vacation	27,413
2500 · Other Current Liability:2542 · Contingent Liability	(19,211)
2509 · Capital Leases - Short Term:2546 · Nationwide Value - ST	(1,038)
2550 · Payroll Liabilities:2586 · Taxes- Other State Disability	(20)
2300 · Deferred Revenue:2310 · Def Rev - Transaction Server:2312 · Implementation Fee	81,183
2300 · Deferred Revenue:2310 · Def Rev - Transaction Server:2311 · License Fee - Advance	(54,074)
2300 · Deferred Revenue:2350 · Def Rev - Router:2351 · Annual Support Fees	(48,910)
Net cash provided by Operating Activities	<u>(219,781)</u>

INVESTING ACTIVITIES

1350 · Furniture & Fixtures	5,654
1364 · Furn & Fix - CL	(5,654)
1364 · Furn & Fix - CL:1361 · Accum Dep - F & F -CL	5,158
1363 · Software - CL	1,086
1363 · Software - CL:1360 · Accum - Software CL	(437)
1358 · Software	1,456
1358 · Software:1359 · Accum Dep - Software	(1,780)
1353 · Computer Equipment	15,785
1353 · Computer Equipment:1354 · Accum Depreciation - Comp Equ	(18,494)
1356 · Equipment - Capital Leases	3,149
1356 · Equipment - Capital Leases:1357 · Accum Dep - Equipment - Cap Lea	(3,496)
1439 · Capitalized Development:1429 · Capitalized Deferred Dev:1430 · Capitalized Development Cost	(184,231)
1212 · Long Term Note	207,175
1439 · Capitalized Development:1429 · Capitalized Deferred Dev:1431 · Accum Amort - RHIO	56,272
Net cash provided by Investing Activities	<u>81,643</u>

FINANCING ACTIVITIES

2660 · Capital Leases - LT Portion:2661 · IBM Comp Equipment	(64,102)
2600 · Long Term Liability:2610 · Note Payable - Shareholder	(12,000)
2600 · Long Term Liability:2620 · Shareholder Loan	325,000
2600 · Long Term Liability:2625 · Innovation Ohio Loan	(73,622)
2600 · Long Term Liability:2635 · Capital One Small Business	(1,278)
2660 · Capital Leases - LT Portion:2668 · Dollar- computer LT	(270)

Sample Tech Company, Inc.
Statement of Cash Flows
January through April 2011

	<u>Jan-Apr 11</u>
2660 · Capital Leases - LT Portion:2667 · Dell Computers	(4,130)
2660 · Capital Leases - LT Portion:2665 · De Lage Landen - Equipment	(7,287)
2660 · Capital Leases - LT Portion:2664 · VAResources - Equipment	(5,189)
2660 · Capital Leases - LT Portion:2645 · Great America Leases-LT	(2,944)
2660 · Capital Leases - LT Portion:2655 · Cisco Systems - CL- LT	(4,053)
2300 · Deferred Revenue:2310 · Def Rev - Transaction Server:2314 · Deferred Revenue - Contracts	(17,850)
3000 · Equity:3200 · Stock:3230 · Pending transactions	100,246
3000 · Equity:3200 · Stock:3210 · Common Stock	1,906
Net cash provided by Financing Activities	<u>234,427</u>
Net cash increase for period	96,289
Cash at beginning of period	<u>42,106</u>
Cash at end of period	<u><u>138,395</u></u>

Sample Tech Company, Inc.
A/R Aging Summary
As of April 30, 2011

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
888-OHIOCOMP	315	0	0	0	0	315
Advocare, Inc.	711	621	6	0	0	1,338
Advocate Billing LLC	10,725	0	1,877	0	0	12,602
Akron General Medical Center	4,435	0	0	0	0	4,435
ALPS CompCare	123	0	0	0	0	123
AmeriBen Solutions	3,937	0	0	0	0	3,937
Anderson & Roers CPAs LLC	1,041	0	0	0	0	1,041
Apollo Health Street	0	19,387	0	0	0	19,387
Arnot Ogden Medical Center	0	7,425	0	0	0	7,425
ASAP Homecare & Home Nurses, Inc	79	0	0	0	0	79
AultComp	485	0	0	0	0	485
Aultman Hospital	9,900	0	0	0	0	9,900
Barnesville Hospital	0	7,500	0	0	0	7,500
BlueLyte Solutions, LLC	403	0	0	0	0	403
Chamberlin Edmonds Associates	2,145	0	0	0	0	2,145
Charter Management Services	0	0	0	1,213	8,494	9,707
Choice Health Care	70	0	0	0	0	70
ClaimRemedi	1,000	0	0	0	0	1,000
Clearwave	2,144	0	1	0	0	2,145
Cleveland County Healthcare System	10,882	0	0	0	0	10,882
Community Memorial Health System	20,934	0	0	0	0	20,934
Comp One, Inc.	223	0	182	0	314	719
CompManagement Inc.	0	0	0	0	(7,513)	(7,513)
Condell Medical Center	16,004	0	0	0	0	16,004
Consolidated Stores	19	0	0	0	0	19
Contr Laborers	1,800	0	0	0	0	1,800
Dunlap Memorial Hospital	675	0	0	0	0	675
Dyserv Incorporated	27	0	0	0	0	27
EBMC	3,965	0	0	0	0	3,965
Ernst & Young LLP	8,706	0	0	0	0	8,706
Floyd Memorial Hospital	0	14,160	0	0	0	14,160
Forum Health	14,978	0	0	0	0	14,978
Gates McDonald	2,905	0	0	0	0	2,905
GBS	2,550	0	0	0	0	2,550
GBS - Tenet	28,567	0	0	0	0	28,567
GenAudit(KeyBridge)	2,989	10	0	0	0	2,999
Genesis Healthcare System	7,156	0	0	0	0	7,156
Genex Care of Ohio	264	0	0	0	0	264
Health Alliance	32,273	0	0	0	0	32,273
Health Plan UOV	91	0	0	0	0	91
HMS	694	0	0	0	0	694
HRSI	1,987	0	0	0	0	1,987
HWBS	1,770	0	0	0	0	1,770
Hyde Park	27	0	0	0	0	27
Interim Healthcare	227	0	0	0	0	227
Jones, Heather	0	0	0	0	0	0
Keystone	585	0	0	0	0	585
King, D	0	27	0	0	0	27
Loving Care	0	(12)	0	0	0	(12)
Maxon Co	3,460	3,460	0	0	0	6,920
Medical Administrators, Inc.	550	0	0	0	0	550
Medical Mutual of Oh	11,965	0	0	0	0	11,965
Medigistics (Asurent)	202	0	0	0	0	202
Mercy Health Partners - Springfield	13,800	0	0	0	0	13,800

Sample Tech Company, Inc.
A/R Aging Summary
As of April 30, 2011

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Mercy Work Solutions	137	0	0	0	0	137
Midland Professional Services, Inc.	4,826	0	0	0	0	4,826
Mills, P	0	0	0	0	0	0
Morrow County Hospital	2,179	0	0	0	0	2,179
NFocus	150	0	0	0	0	150
Ohio DJFS	31,500	0	0	0	0	31,500
OhioHealth	21,000	0	0	0	0	21,000
OHP/Vantage	397	0	0	0	0	397
OSU Medical Center	12,790	0	0	0	0	12,790
Paramount Preferred (Pronet)	63	0	0	0	0	63
Plante & Moran, PLLC	80	92	0	0	0	172
Premier Health Partners	50	0	0	0	0	50
Premier Mng Care Svcs	292	0	0	0	0	292
Presidio Health	4,290	0	0	0	0	4,290
ProMedica Health System	9,700	2,500	0	6,250	0	18,450
Redlands Community Hospital	1,877	0	0	0	0	1,877
RT Medical Services	27	0	0	0	0	27
Salina Regional Health Center	3,554	0	0	0	0	3,554
Seton Health	10,417	10,417	0	6,425	0	27,259
Sheakley UniComp, Inc.	3,288	0	0	0	0	3,288
Sorrell, J	0	27	(4)	0	0	23
Southwest Home Health Care	0	(54)	0	0	0	(54)
Stewart C Miller	3,578	8	0	0	0	3,586
TSHAC	0	27	27	27	0	81
UHIN	12,750	50	0	0	0	12,800
UNI/Care Systems, Inc	0	2,500	0	0	0	2,500
University CompCare	547	0	0	0	500	1,047
Waldman, Maureen	0	(11)	0	0	0	(11)
West 380 Family Care	0	16,400	0	0	0	16,400
Wooster Community Hospital	20,747	0	0	0	0	20,747
Wright, Teresa	0	27	0	0	0	27
Young, Sarah	0	27	0	0	0	27
TOTAL	372,027	84,588	2,089	13,915	1,795	474,414

78.4%	17.8%	0.4%	2.9%	0.4%	100.0%
	96.2%	0.4%	2.9%	0.4%	100.0%
	100	70	40	10	

Collection Score **98**
Target **90**

Sample Tech Company, Inc.
A/P Aging Summary
As of April 30, 2011

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Accurant	0	706	0	0	0	706
ACS EDI	2,014	752	0	0	0	2,766
Beanstalk CFO Group	0	6,598	0	0	0	6,598
Blast Companies	0	50	0	0	0	50
Bostech Corporation	0	0	6,750	0	0	6,750
Calfee, Halter & Griswold LLP	9,191	0	0	0	16,296	25,487
Capitol Office Supply	446	408	0	0	0	854
CAQH CORE	0	0	0	4,000	0	4,000
Carlile Patchen & Murphy LLP	355	0	0	0	0	355
CDW	591	3,706	0	0	0	4,297
Ceridian - auto	117	0	0	0	0	117
Chamberlin Edmonds	0	2,500	0	0	0	2,500
Chase Corp Card	11,711	4,667	0	0	0	16,378
Columbus Office Solutions	233	0	0	0	0	233
Comfort Inn	0	1,598	0	0	0	1,598
Commerce CC - All	14,893	0	0	0	0	14,893
Connells Maple Lee	0	125	0	0	0	125
Corporate Value Partners, Inc.	0	3,500	0	0	0	3,500
Dell Financial Services	1,391	0	0	0	0	1,391
Edgin, Jerry	888	2,297	0	0	0	3,185
EDS	0	1,370	0	0	0	1,370
EMC2	0	0	0	0	23,800	23,800
EMDEON Business Services	0	1,244	1,011	0	0	2,255
Equifax	0	131	0	0	0	131
ExhibitPro	0	1,143	0	0	0	1,143
FHS	32,500	8,000	0	0	0	40,500
FierceMarkets	0	0	5,000	0	0	5,000
GreatAmerica	839	0	0	0	0	839
Hanys	0	4,688	0	0	0	4,688
Hausser+Taylor LLP	26,300	0	0	0	0	26,300
HFMA	13,500	3,950	0	0	0	17,450
HIMSS	1,500	0	0	0	0	1,500
HMA	230	0	4,727	0	0	4,957
Hyper Active, Inc.	8,898	0	0	0	0	8,898
Marketing Works	3,167	0	0	0	0	3,167
Miles, Richard M	(111)	0	0	0	0	(111)
MTBT-Mansfield Maint	0	331	0	0	0	331
Musketeer Group, Inc.	0	375	0	0	0	375
MVP Systems	975	0	2,138	0	0	3,113
Nationwide Value Computer	1,050	0	0	0	0	1,050
Qwest	7,749	0	0	0	0	7,749
RapiDemand	0	11,223	0	0	0	11,223
Richards, Fred	856	863	0	870	7,271	9,860
Sean P. Dunn, LLC.	0	2,000	2,075	0	0	4,075
Shealy, Ramon	803	809	0	816	4,495	6,923
Stewart's Security Service	630	0	0	0	0	630
Swartzlander, Dennis	1,053	1,213	0	1,066	8,844	12,176
Team Dynamix	0	1,641	0	0	0	1,641
Time Warner Telecom	0	3,729	0	0	0	3,729
Two Caterers	0	133	0	0	0	133
United Parcel Service	86	64	0	0	0	150
United Way of Delaware County	0	652	0	0	0	652
VAResources, Inc.	1,478	0	0	0	0	1,478
Verizon Wireless	4,199	4,053	0	0	0	8,252
VisionShare, Inc.	0	3,210	0	0	0	3,210
Wells Fargo Financial (Greater Bay)	0	412	0	0	0	412
WWE columbus	38	0	0	0	0	38
TOTAL	147,570	78,141	21,701	6,752	60,706	314,870

Sample Tech Company, Inc.
Profit & Loss
May 2010 through April 2011

	May 10	Jun 10	Jul 10	Aug 10	Sep 10	Oct 10	Nov 10	Dec 10	Jan 11	Feb 11	Mar 11	Apr 11	TOTAL
Ordinary Income/Expense													
Income													
4210 · RevRunner (Hospitals)	251,740	279,616	244,792	243,176	630,583	271,009	263,436	(325,638)	288,233	331,417	338,855	347,236	3,164,455
4220 · MedRunner (RHIOs)	143,670	146,950	227,360	220,934	205,022	230,722	224,147	197,147	175,872	150,272	86,322	85,412	2,093,830
4201 · WebRunner(Network Services)	166,067	146,531	156,074	170,770	149,987	166,095	140,313	142,140	125,247	129,343	102,314	95,849	1,690,730
Total Income	561,477	573,097	628,226	634,880	985,592	667,826	627,896	13,649	589,352	611,032	527,491	528,497	6,949,015
Cost of Goods Sold													
5210 · RevRunner - Cost of Sales	173,355	146,204	137,558	141,716	176,354	151,966	147,914	249,864	160,573	154,760	144,468	68,664	1,853,396
5220 · MedRunner - Cost of Sales	21,939	18,980	19,143	190,255	31,952	44,200	39,549	30,225	23,606	20,785	13,402	34,422	488,458
5260 · WebRunner - Cost of Sales	61,004	54,516	48,747	55,327	48,580	57,558	54,681	41,714	43,373	32,206	31,239	8,603	537,548
Total COGS	256,298	219,700	205,448	387,298	256,886	253,724	242,144	321,803	227,552	207,751	189,109	111,689	2,879,402
Gross Profit	305,179	353,397	422,778	247,582	728,706	414,102	385,752	(308,154)	361,800	403,281	338,382	416,808	4,069,613
Gross Margin													
5210 · RevRunner - Cost of Sales	78,385	133,412	107,234	101,460	454,229	119,043	115,522	(575,502)	127,660	176,657	194,387	278,572	1,311,059
5220 · MedRunner (RHIO)- Cost of Sales	121,731	127,970	208,217	30,679	173,070	186,522	184,598	166,922	152,266	129,487	72,920	50,990	1,605,372
5260 · Network Services - Webrnr COGS	105,063	92,015	107,327	115,443	101,407	108,537	85,632	100,426	81,874	97,137	71,075	87,246	1,153,182
Total Gross Margin	305,179	353,397	422,778	247,582	728,706	414,102	385,752	(308,154)	361,800	403,281	338,382	416,808	4,069,613
Gross Margin %													
5210 · RevRunner - Cost of Sales	31%	48%	44%	42%	72%	44%	44%	177%	44%	53%	57%	80%	41%
5220 · MedRunner (RHIO)- Cost of Sales	85%	87%	92%	14%	84%	81%	82%	85%	87%	86%	84%	60%	77%
5260 · Network Services - Webrnr COGS	63%	63%	69%	68%	68%	65%	61%	71%	65%	75%	69%	91%	68%
Total Gross Margin %	54%	62%	67%	39%	74%	62%	61%	-2258%	61%	66%	64%	79%	59%

Sample Tech Company, Inc.
Profit & Loss

2011 Budget

	Forecast May-11	Forecast Jun-11	Forecast Jul-11	Forecast Aug-11	Forecast Sep-11	Forecast Oct-11	Forecast Nov-11	Forecast Dec-11
Ordinary Income/Expense								
Income								
Total 4210 · RevRunner (Hospitals)	790,100	950,700	964,300	1,098,700	1,296,900	1,403,000	1,359,400	1,443,800
Total 4220 · MedRunner (RHIO)	263,000	113,000	142,000	142,000	217,000	142,000	142,000	217,000
Total 4201 · Network Services - Webrunner	58,425	58,425	253,425	253,425	253,425	253,425	253,425	253,425
Total Income	1,111,525	1,122,125	1,359,725	1,494,125	1,767,325	1,798,425	1,754,825	1,914,225
Cost of Goods Sold								
5315 · Option Expense-COGS	0	0	0	0	0	0	0	0
Total 5200 · Transaction Mgr - Cost of Sales	20,824	20,824	20,824	20,824	20,824	20,824	20,824	20,824
Total 5210 · RevRunner - Cost of Sales	281,461	232,325	298,276	332,089	392,217	380,514	389,149	442,109
Total 5220 · MedRunner (RHIO)- Cost of Sales	50,033	36,487	45,248	45,657	35,066	49,682	49,682	38,682
5230 · Service Bureau - Cost of Sales	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400
5240 · Projects (Med.) - Cost of Sales	0	0	0	0	0	0	0	0
Total COGS	361,718	299,036	373,747	407,969	457,507	460,420	469,055	511,015
Gross Profit	749,807	823,089	985,978	1,086,156	1,309,818	1,338,005	1,285,770	1,403,210
Expense								
4025 · Option Expense-G&A								
Total 6560 · Salary Expense	586,812	621,171	683,945	703,973	736,314	777,634	776,819	789,347
6567 · Reclass Salary to COGS	(158,221)	(167,913)	(206,985)	(209,711)	(212,437)	(236,547)	(236,547)	(236,547)
6568 · Reclass Wages to Def Developmnt	(60,000)	(60,000)	(60,000)	(60,000)	(60,000)	(60,000)	(60,000)	(60,000)
Total 6570 · Benefits	54,106	56,369	66,684	67,730	68,777	75,366	75,366	75,366
Total 5015 · Marketing Expense	28,337	107,779	37,276	16,524	32,333	50,314	22,343	20,024
Total 6410 · Telecom Expense	8,527	9,874	9,466	12,336	11,101	463	9,821	10,975
6150 · Depreciation Expense	50,780	52,363	54,641	55,808	57,252	59,391	60,697	62,002
5030 · Outside Programming	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
6280 · Legal Fees	6,107	6,107	6,107	6,107	6,107	6,107	6,107	6,107
5031 · Outside Programming - Training	263	33	131	0	0	164	0	0
5032 · Onsite Training	0	0	735	0	0	(17,134)	0	30,240
5020 · Management Consulting	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
6650 · Accounting	8,447	8,447	8,447	8,447	8,447	8,447	8,447	8,447
5021 · Executive Search Fees	0	0	0	0	0	0	0	0
4280 · Consulting Expense								
6260 · Printing and Reproduction	1,597	5,018	1,604	508	252	3,944	492	3,388
Total 6160 · Industry Assoc Dues & Meetings	5,418	4,869	3,774	2,270	3,009	3,519	6,697	3,697
Total 6171 · Equipment & Auto Rental	708	3,590	3,156	3,456	2,233	3,100	2,123	2,265
Total 6300 · Office Expenses	40,201	41,396	38,374	40,272	39,655	43,459	43,568	50,081
Total 6200 · Interest and Bank Charges	36,155	35,509	35,402	34,134	33,771	32,895	31,688	31,073
Total 6350 · Travel & Ent	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000
Total 6880 · Penalty/Interest	0	0	0	0	0	0	0	0
Total Expense	664,236	779,611	737,757	736,856	781,814	806,123	802,622	851,466
Net Ordinary Income	85,571	43,478	248,221	349,300	528,004	531,882	483,148	551,744
Other Income/Expense								
Other Income								
7030 · Other Income	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0
Other Expense								
6985 · Amortization Exp - DFAC	818	818	818	818	818	818	818	818
6990 · Amortization of Def Dev Cost	3,215	3,215	3,215	3,215	3,215	3,215	3,215	3,215
Total 8010 · Other Expenses	5,708	5,761	6,949	7,621	8,987	9,142	8,924	9,721
9010 · Provision for State Inc Tax								
6970 · Personal Property Tax	275	275	275	275	275	275	275	275
Total Other Expense	10,016	10,069	11,257	11,929	13,295	13,450	13,232	14,029
Net Other Income	(10,016)	(10,069)	(11,257)	(11,929)	(13,295)	(13,450)	(13,232)	(14,029)
Net Income	75,555	33,409	236,964	337,371	514,709	518,432	469,916	537,715
EBITDA	260,453	212,025	418,756	530,806	711,111	731,877	683,954	746,114
Cap Dev	(60,000)	(60,000)	(60,000)	(60,000)	(60,000)	(60,000)	(60,000)	(60,000)
Cap Exp	(23,139)	(24,722)	(27,000)	(28,167)	(29,611)	(31,750)	(33,056)	(34,361)
Cash Burn	177,314	127,302	331,756	442,639	621,500	640,127	590,899	651,752