Sonasoft Corporation
Profit and Loss
January - March, 2016

		Total
Income		
4999 Revenue Adjustments		
4750 Unearned Maintenance Contract		-5,195.60
Revenue Project in Progress		81,852.23
Total 4999 Revenue Adjustments	**$**	**76,656.63**
Revenue		
4100 Sales Other		
4600 Services		9,995.00
4710 Maintenance Contract		199.00
Total 4100 Sales Other	**$**	**10,194.00**
4200 Software Sales		
4201 Sales - SonaVault Archiving		21,103.75
4203 Sales - MSP		8,413.50
4204 Sales - SonaExchange		1,495.00
4205 Sales - SonaSQL		0.00
Total 4200 Software Sales	**$**	**31,012.25**
4610 Maintenance Contract		747.00
4611 Maintenance Contract - SonaVault		61,862.20
4612 Maintenance Contract - SonaConsole		4,545.00
4613 Maintenance Contract - SonaSQL		11,817.04
4614 Maintenance Contract - SonaExchange		2,514.25
4800 Sales Discount		-1,743.10
Total 4610 Maintenance Contract	**$**	**79,742.39**
4620 Professional- Services		8,073.00
4622 Services - SonaVault Export		3,000.00
Total 4620 Professional- Services	**$**	**11,073.00**
4640 Installation		
4641 Installation - SonaVault		1,500.00
Total 4640 Installation	**$**	**1,500.00**
Total Revenue	**$**	**133,521.64**
Total Income	**$**	**210,178.27**
Cost of Goods Sold		
5061 Excel Micro Cloud Archiving		6,000.00
5100 Professional Services		
5120 Consultants - Outside Services		36,600.00
Total 5100 Professional Services	**$**	**36,600.00**
Total Cost of Goods Sold	**$**	**42,600.00**
Gross Profit	**$**	**167,578.27**
Expenses		
6001 Operation Expenses		
6230 Licenses and Permits		151.00

6355 Consulting Fees		34,500.00
Total 6001 Operation Expenses	**$**	**34,651.00**
6025 Research & Development Exp		
6012 Research & Development-Salary		37,500.00
6015 Integra Micro Software		19,914.38
6022 Zone24x7 - Cloud Dev		43,910.50
Total 6025 Research & Development Exp	**$**	**101,324.88**
6050 Marketing Expenses		
6013 Sales & Marketing- Salary		76,500.00
6016 Sales Commission		5,836.55
6115 Marketing Services		26,125.00
6214 Webex		1,402.60
6220 SalesForce		1,875.00
6225 Web Hosting		438.77
6231 Software Licenses		762.48
6760 Meals		1,804.74
6765 Travel		59.95
6770 Air fare		46.75
Total 6050 Marketing Expenses	**$**	**114,851.84**
6051 Sales & Marketing Expenses		2,618.00
6101 General & administration Expens		
6011 G & A-Salary officer		12,000.00
6017 G &A Salary-Others		12,500.00
6180 Interest Expense		
6185 Finance Charge		652.38
Total 6180 Interest Expense	**$**	**652.38**
6240 Miscellaneous		
6120 Bank Service Charges		23.50
6125 Automobile Expense		1,095.33
6550 Office Supplies		192.56
Total 6240 Miscellaneous	**$**	**1,311.39**
6350 Professional Fees		
6351 Accounting & HR		11,092.50
6352 Legal Fees		4,040.00
6354 Filing Fee		26.00
6356 Auditing Fees		2,500.00
6668 Stock transfer fees		400.00
Total 6350 Professional Fees	**$**	**18,058.50**
6360 Consulting Fees - Other		325.00
6400 Rent		9,300.00
6410 Electricity Charges		0.00
Total 6400 Rent	**$**	**9,300.00**
6690 Telephone		
6691 Tel Local		387.26
6693 Wireless		1,561.71
6696 Internet		486.91
Total 6690 Telephone	**$**	**2,435.88**

8100 Office Expenses		110.86
8101 Copier Lease		918.14
Total 8100 Office Expenses	**$**	**1,029.00**
8110 Postage and Delivery		
8115 Shipping & Handling		224.12
Total 8110 Postage and Delivery	**$**	**224.12**
Total 6101 General & administration Expens	**$**	**57,836.27**
6140 Dues and Subscriptions		
6141 Accounting Online - Cloud		79.90
Total 6140 Dues and Subscriptions	**$**	**79.90**
6680 Taxes - Other		
6675 State		21.96
Total 6680 Taxes - Other	**$**	**21.96**
QuickBooks Payments Fees		519.67
Total Expenses	**$**	**311,903.52**
Net Operating Income	**-$**	**144,325.25**
Net Income	**-$**	**144,325.25**