Sonasoft Corporation

PROFIT AND LOSS

July - September, 2016

	TOTAL
INCOME	
4999 Revenue Adjustments	
4750 Unearned Maintenance Contract	-2,734.22
Total 4999 Revenue Adjustments	**-2,734.22**
Revenue	
4200 Software Sales	1,990.00
4201 Sales - SonaVault Archiving	10,030.00
4203 Sales - MSP	2,599.50
4205 Sales - SonaSQL	0.00
Total 4200 Software Sales	**14,619.50**
4206 Sales - SonaCloud	1,518.00
4610 Maintenance Contract	0.00
4611 Maintenance Contract - SonaVault	87,388.20
4612 Maintenance Contract - SonaConsole	1,515.00
4613 Maintenance Contract - SonaSQL	350.00
4614 Maintenance Contract - SonaExchange	764.25
4800 Sales Discount	-3,798.98
Total 4610 Maintenance Contract	**86,218.47**
4620 Professional- Services	26,480.00
4640 Installation	
4642 Installation - SonaConsole	0.00
Total 4640 Installation	**0.00**
Total Revenue	**128,835.97**
Total Income	**$126,101.75**
COST OF GOODS SOLD	
5061 Excel Micro Cloud Archiving	4,941.50
5100 Professional Services	
5120 Consultants - Outside Services	8,840.00
Total 5100 Professional Services	**8,840.00**
Total Cost of Goods Sold	**$13,781.50**
GROSS PROFIT	**$112,320.25**
EXPENSES	
6001 Operation Expenses	
6355 Consulting Fees	32,450.00
Total 6001 Operation Expenses	**32,450.00**
6025 Research & Development Exp	
6012 Research & Development-Salary	37,500.00
6015 Integra Micro Software	20,516.12
6022 Zone24x7 - Cloud Dev	43,850.00
Total 6025 Research & Development Exp	**101,866.12**
6050 Marketing Expenses	
6013 Sales & Marketing- Salary	72,000.00

	TOTAL
6016 Sales Commission	9,392.04
6115 Marketing Services	2,260.00
6214 Webex	1,403.98
6220 SalesForce	1,875.00
6225 Web Hosting	6,194.15
6760 Meals	3,334.88
6765 Travel	1,687.38
Total 6050 Marketing Expenses	**98,147.43**
6051 Sales & Marketing Expenses	3,927.00
6101 General & administration Expens	
6011 G & A-Salary officer	6,000.00
6017 G &A Salary-Others	9,000.00
6180 Interest Expense	
6185 Finance Charge	1,000.98
Total 6180 Interest Expense	**1,000.98**
6240 Miscellaneous	
6120 Bank Service Charges	137.00
6125 Automobile Expense	1,326.40
6300 Printing and Reproduction	284.61
6550 Office Supplies	236.75
Total 6240 Miscellaneous	**1,984.76**
6350 Professional Fees	
6351 Accounting & HR	7,267.50
6352 Legal Fees	23,784.98
6356 Auditing Fees	6,000.00
6357 IPO Expenses	6,122.00
Total 6350 Professional Fees	**43,174.48**
6400 Rent	3,300.00
6650 Taxes	85.00
6690 Telephone	
6693 Wireless	2,086.32
6696 Internet	691.75
Total 6690 Telephone	**2,778.07**
8100 Office Expenses	28.13
8101 Copier Lease	721.07
Total 8100 Office Expenses	**749.20**
8110 Postage and Delivery	
8115 Shipping & Handling	43.10
Total 8110 Postage and Delivery	**43.10**
Total 6101 General & administration Expens	**68,115.59**
6140 Dues and Subscriptions	
6141 Accounting Online - Cloud	78.00
Total 6140 Dues and Subscriptions	**78.00**
6680 Taxes - Other	
6670 Property	482.03
6675 State	903.57
Total 6680 Taxes - Other	**1,385.60**
QuickBooks Payments Fees	273.01

	TOTAL
Total Expenses	**$306,242.75**
NET OPERATING INCOME	**$ -193,922.50**
OTHER INCOME	
7030 Other Income	1,250.00
Total Other Income	**$1,250.00**
NET OTHER INCOME	**$1,250.00**
NET INCOME	**$ -192,672.50**