

Sample Co.

Where We've Been

Where We're Going

Item	<u>2006</u>	<u>2007</u>	Projected <u>2008</u>	Projected <u>2009</u>	Projected <u>2010</u>	Projected <u>2011</u>
Revenue						
Products	\$ 99,250	\$ 112,500	\$ 124,810	\$ 138,500	\$ 159,275	\$ 175,203
Labor Break Fix	\$ 67,962	\$ 86,624	\$ 96,249	\$ 102,000	\$ 117,300	\$ 129,030
Managed Services	\$ 185,240	\$ 245,620	\$ 292,910	\$ 375,665	\$ 432,015	\$ 475,216
Misc	\$ 1,279	\$ 1,865	\$ 2,072	\$ 2,250	\$ 2,588	\$ 2,846
Total Revenue	\$ 353,731	\$ 446,609	\$ 516,041	\$ 618,415	\$ 711,177	\$ 782,295
Year / Year Increase		26.26%	15.55%	19.84%	15.00%	10.00%
Expenses						
COG Products	\$ 89,325	\$ 90,675	\$ 100,750	\$ 110,800	\$ 127,420	\$ 140,162
COG Mngd Svc	\$ 19,620	\$ 24,030	\$ 26,700	\$ 33,000	\$ 37,950	\$ 41,745
Payroll - Total	\$ 158,564	\$ 209,516	\$ 232,796	\$ 271,500	\$ 312,225	\$ 343,448
Sales - Marketing	\$ 6,306	\$ 9,229	\$ 10,254	\$ 12,000	\$ 13,800	\$ 15,180
Computer Colo		\$ 8,760	\$ 9,840	\$ 10,200	\$ 11,730	\$ 12,903
Employee Expenses	\$ 5,410	\$ 8,789	\$ 9,765	\$ 11,650	\$ 13,398	\$ 14,737
Office Supplies	\$ 4,921	\$ 7,690	\$ 8,544	\$ 10,200	\$ 11,730	\$ 12,903
Rent	\$ 12,150	\$ 13,500	\$ 15,000	\$ 18,000	\$ 20,700	\$ 22,770
Telephone	\$ 7,588	\$ 11,098	\$ 12,331	\$ 13,700	\$ 15,755	\$ 17,331
Other	\$ 18,616	\$ 26,240	\$ 29,155	\$ 37,000	\$ 42,550	\$ 46,805
Total Expenses	\$ 322,500	\$ 409,527	\$ 455,135	\$ 528,050	\$ 607,258	\$ 667,983
Year / Year Increase		26.99%	11.14%	16.02%	15.00%	10.00%
Profit	\$ 31,231	\$ 37,082	\$ 60,906	\$ 90,365	\$ 103,920	\$ 114,312
Year / Year Increase		15.78%	39.12%	32.60%	13.04%	9.09%
Percent of Revenue	8.83%	8.30%	11.80%	14.61%	14.61%	14.61%