



## VendorVault™ Worksheet (Template of Data Provided)

Software Vendor

### Vendor Performance versus Analysts Estimates (all \$ values x 1M except EPS)

|                        | ----- Current Quarter (3/31) ----- |          |           |          | ----- Prior Quarter (12/31) ----- |           |              |               | ----- Growth Estimates ----- |          |        |        |      |
|------------------------|------------------------------------|----------|-----------|----------|-----------------------------------|-----------|--------------|---------------|------------------------------|----------|--------|--------|------|
|                        | Estimates                          | 03/31/05 | \$ Growth | % Growth | Actual                            | Estimates | Over/(Under) | %Over/(Under) | SV                           | Industry | Sector | S&P500 |      |
| Revenues (1)           | 0.00                               | 0.00     | 0.00      | #DIV/0!  | -                                 | n/a       | n/a          | n/a           | Curr Qtr                     | 0.0%     | 0.0%   | 0.0%   | 0.0% |
| Net Income (1)         | 0.00                               | 0.00     | 0.00      | #DIV/0!  | -                                 | n/a       | n/a          | n/a           | Next Qtr                     | 0.0%     | 0.0%   | 0.0%   | 0.0% |
| Earnings Per Share (1) | 0                                  | 0        | 0.00      | #DIV/0!  | 0                                 | n/a       | n/a          | n/a           | Curr Yr                      | 0.0%     | 0.0%   | 0.0%   | 0.0% |
|                        |                                    |          |           |          |                                   |           |              |               | Next Yr                      | 0.0%     | 0.0%   | 0.0%   | 0.0% |

### Other Financial Indicators (all \$ values x 1M)

| Annual Financial Highlights               | Est     | ----- Actuals ----- |               |         | Strategic Considerations   |
|---|---------|---------------------|---------------|---------|--|
|   | 3/31/06 | 3/31/05             | 3/31/04       | 3/31/03 |  |
| Total Revenue                             | 0       | 0                   | 0             | 0       | Fiscal Year Ends/Seasonality<br>Market Capitalization<br>Number of Employees<br>Dollar Value of Major Deals (2)<br>Method of Recognizing License Revenue (3)<br>Major Software Competitors<br>Primary Revenue Source<br>Strongest Vertical Markets<br>Preferred License Model<br>Primary Channel Focus<br>Recent Major Acquisitions<br>Number of Large Deals (2) |
| Gross Margin (1)                          | n/a     | 0                   | 0             | 0       |  |
| Operating Profit (1)                      | n/a     | 0                   | 0             | 0       |  |
| Cash (1)                                  | n/a     | 0                   | 0             | 0       |  |
| Working Capital (1)                       | n/a     | 0                   | 0             | 0       |  |
| <i>Revenue Breakdown (latest quarter)</i> |         |                     |               |         |  |
| Subscription                              | 0%      | North America       | International | 0%      |  |
| Maintenance                               | 0%      |                     |               |         |  |
| Software fees (OEM)                       | 0%      |                     |               |         |  |
| Financing                                 | 0%      |                     |               |         |  |
| Professional services                     | 0%      |                     |               |         |  |
| n/a - not available      unk - unknown    |         |                     |               |         |  |

Notes:

- (1) - Actual Key Financial Performance Indicator can be obtained from the vendor's public filings at [www.sec.gov](http://www.sec.gov) or from their quarter earnings reports. Analysts estimates for these key Financial Performance Indicators can be obtained from popular financial websites such as [www.yahoo.finance.com](http://www.yahoo.finance.com).
- (2) - The number of large deals is often tracked by management and reported to the public to help detail the health of the business. If reported to the public, this information can be obtained from the vendor's quarterly earnings reports.
- (3) - The Method of Recognizing License Revenue is generally noted in the vendor's latest Form 10-K under the the footnoted "Accounting Policies". The Form 10-K can be obtained from the SEC website at [www.sec.gov](http://www.sec.gov).