**ABC**

 parker-ROUGE | 32nd AVENUE, BGC

**ABC Company**

**Monthly Report**

January 2018

**EXECUTIVE SUMMARY**

During the 4th quarter, Parker-Rouge showed continued growth and exceeded profit expectations. The new year is starting strong with January 2018 proving to be a profitable month.

**ABC**

Data Security software sales are up by 15%, subscriptions through our online marketing are up by 18%, and capital expenditures in the marketing department have decreased since the 3rd quarter.

At the beginning of the month, Trish Esguerra (formerly Business Security Manager) was promoted to the role of Senior Vice President. John Jardin assumed the role of Web Security Developer in order to grow and troubleshoot our online applications.

Clients report their satisfaction with the flexibility that our applications continue to afford them. The marketing department plans to study usage trends throughout the 1st and 2nd quarter so that the development team can tailor our offerings to best meet demands. Marketing and sales trends indicate that our overall growth will continue.

Parker-Rouge has been invited to present at this year’s IT Security Conference. The presentation will be on how to apply creative solutions to the increasing demands that clients place on data security. The two speakers to attend the conference on behalf of Parker-Rouge will be announced at next month’s staff meeting.

Parker-Rouge also received the January 2018 Editor’s Choice Award from PZNews.com for its easy-to-use and intuitive interface – both as an online security tool, and as a software package. President Joey Ramirez and Senior Security Software Developer Roxanne Salaver accepted the award on behalf of our creative and resourceful software development team.

**UPDATED CHAIN OF COMMAND**

The updated chain of command is effective January 2018. If a manager is not available due to extenuating circumstances, then problems or concerns should be directed to the next manager up in the chain.

**MONTHLY REVENUE**

### By Client

|  |  |  |
| --- | --- | --- |
| Clients | Quarter 4 | Quarter 1 |
| Phil. State University | $42,600 | $53,600 |
| Jarvis Unified School District | $31,200 | $42,400 |
| Health Lab Foundation | $16,000 | $19,000 |
| Oil Essentials.com | $5,200 | $6,400 |
| Express Delivery System | $3,600 | $4,400 |
| Organic Plants | $2,400 | $4,600 |
| Beauty Essentials | $12,400 | $13,600 |
| N.G. Property Inc. | $64,500 | $68,319 |
| Mindanao College System | $86,024 | $92,050 |

### Database Web Applications

|  |  |  |
| --- | --- | --- |
| Application | Quarter 4 | Quarter 1 |
| DataSecAnalyzer | $118,656 | $121,975 |
| Home Data Security | $152,011 | $167,004 |
| DataBreachReporter | $52,733 | $57,840 |
| Large Date Sec | n/a | $48,650 |

**CLIENTS OVERVIEW**

The company has added 13 new clients to its roster between December 2017 and January 2018. Four of the clients are schools, three are non-profits, and six are small to medium-sized businesses. New categories of business clients we serve include: landscaping, event planning, law firms, and editing houses.

### New Clients

* ABC Academy
* Rouge Institute
* Luzon State University
* Animal Care
* Old Age Sanctuary
* Health for the Homeless
* Photo Imaging Inc.
* Take Out Express Delivery
* Healthy Teeth Inc.
* YYZ Insurance
* Beauty and the Best Parlor
* JBC Lying In Clinic
* Secured Pawnshop Corp.