

TOWN HALL

-- MEETING --

DAVE SABEN - CEO

What we got in past 3 months?

3 MONTHS REVIEW



3 MONTH REVIEW May 31 to August 31



5

1 REALIGNMENT



14,000 TOTAL WEBSITE VISITORS







1 NEW MSA





34,000 PAGE VIEWS



7 NEW PARTNERS ADDED

7 NEW FEATURES

10 RENEWALS

1 New Independent Contractor Agreement

6 TECH RELEASES

66 BUG FIXES



9 UPSELLS

1 NEW BENEFIT PACKAGE



1 NEW EMAIL SYSTEM

10 NEW JOB DESCRIPTIONS

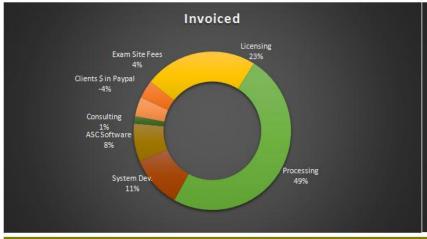
1 NEW ANTIVIRUS SOFTWARE





Q3 2016 QTD Earnings Report

Q3 2016	Exam Site Fees	Licensing	Processing	System Dev.	ASC Software	Consulting	Clients \$ in Paypal	Total Revenue	Run Rate
Cash Collected	\$3,613.85	\$100,703.77	\$208,360.66	\$54,646.50	\$19,194.00	\$31,462.00	-\$15,255.00	\$402,725.78	\$7,065.36
Invoiced	\$14,372.50	\$88,895.96	\$189,141.52	\$40,976.50	\$30,148.00	\$5,710.00	-\$15,255.00	\$353,989.48	\$6,210.34





Cash Collected Q3 Previous FY \$225,199.39

Q3 Cash Collected Target \$528,233.62

Q3 Projection \$990,335.95

CASH COLLECTED **Q3 PREVIOUS FY**

\$225,199.39

Q3 Cash Collected Target

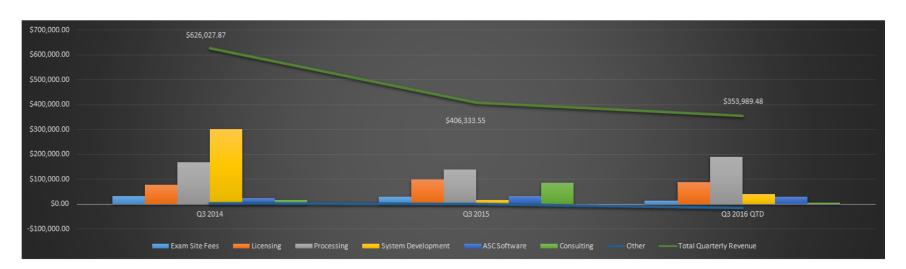
\$528,233.62

Q3 Projection

\$990,335.95

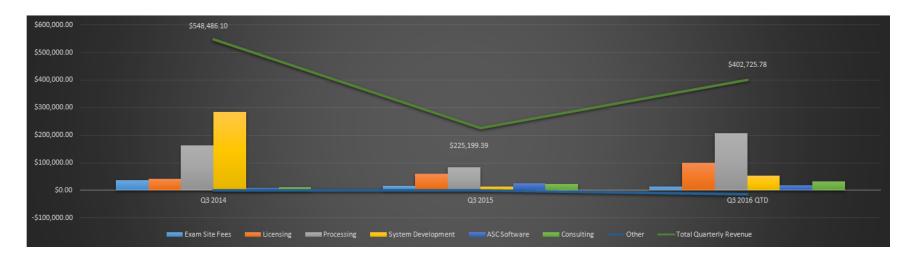
QUARTERLY REVENUE BY PRODUCT (INVOICED)

Sales Quarter	Exam Site Fees	Licensing	Processing	System Develop	ASC Software	Consulting	Other	Total Quarterly	Quarterly Run F
Q3 2014	\$33,300.75	\$77,375.00	\$167,801.65	\$300,875.00	\$25,620.00	\$18,066.54	\$2,988.93	\$626,027.87	\$6,804.65
Q3 2015	\$30,491.00	\$100,497.70	\$139,796.93	\$16,375.00	\$32,270.70	\$86,902.22	\$0.00	\$406,333.55	\$4,416.67
Q3 2016 QTD	\$14,372.50	\$88,895.96	\$189,141.52	\$40,976.50	\$30,148.00	\$5,710.00	-\$15,255.00	\$353,989.48	\$6,210.34
Q4 2016								#REF!	#REF!
Q1 2017								#REF!	#REF!



QUARTERLY REVENUE BY PRODUCT (CASH COLLECTED)

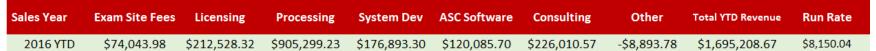
Sales Quarter	Exam Site Fees	Licensing	Processing	System Develop	ASC Software	Consulting	Other	Total Quarterly	Quarterly Run Rate
Q3 2014	\$37,376.00	\$41,387.00	\$162,387.77	\$285,242.50	\$9,647.00	\$12,445.83	\$0.00	\$548,486.10	\$5,961.81
Q3 2015	\$15,626.00	\$60,678.84	\$84,533.18	\$14,175.00	\$26,166.70	\$24,019.67	\$0.00	\$225,199.39	\$2,447.82
Q3 2016 QTD	\$14,372.50	\$100,703.77	\$208,360.66	\$54,646.50	\$19,194.00	\$31,462.00	-\$15,255.00	\$402,725.78	\$7,065.36
Q4 2016								#REF!	#REF!
Q1 2017								#REF!	#REF!

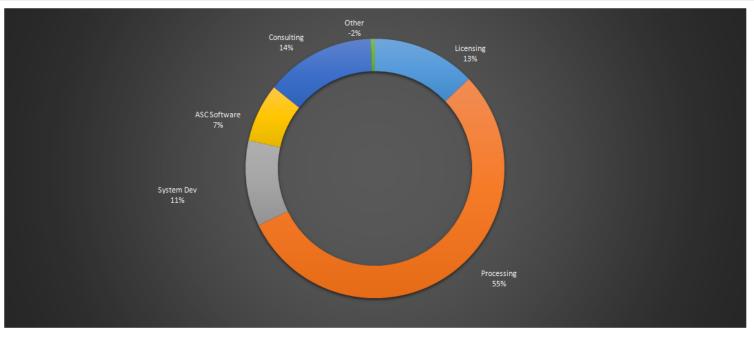


CLOSE RATIOS

RENEWALS		ADD-ONS		NEW		
2014 Renewal Close Ratio	88%	2014 Add-on Close Ratio	77%	2014 New Close Ratio	12%	
2015 Renewal Close Ratio	96%	2015 Add-on Close Ratio	73%	2015 New Close Ratio	30%	
2016 Renewal Close Ratio	92%	2016 Add-on Close Ratio	75%	2016 New Close Ratio	21%	

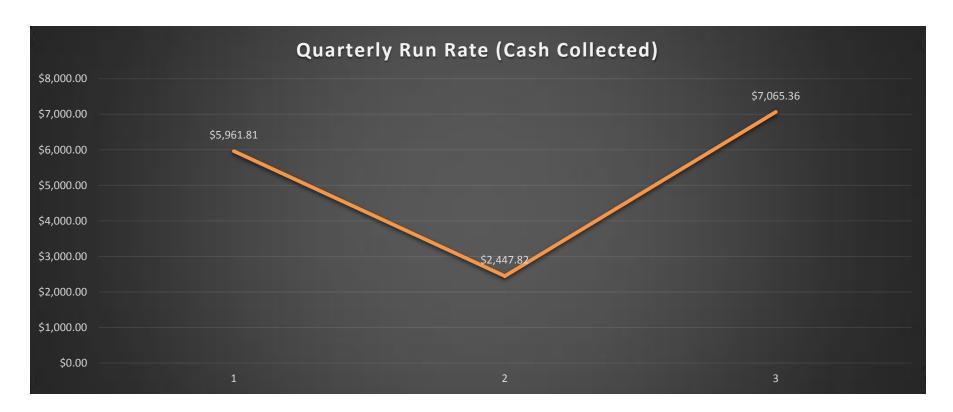
YTD EARNINGS REPORT (CASH COLLECTED)





TOTAL YTD	RUN
REVENUE	RATE
\$1,695,208.67	\$8,150.04

Quarterly Run Rates



FASTTEST/CERTIFIOR REVENUE

BY CLIENT

Client	Sub-Client	Jul - Sep 14	Oct - Dec 14	Jan - Mar 15	Apr - Jun 15	Jul - Sep 15	Oct - Dec 15	Jan - Mar 16	Apr - Jun 16	TOTAL
Academy of Chiropra	ctic Orthopedists	6,285.00	0.00	600.00	0.00	2,745.00	0.00	0.00	800.00	10,430.00
ACT Appraise		17,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,000.00
ACTVET		0.00	0.00	0.00	275,000.00	0.00	0.00	0.00	0.00	275,000.00
ACT ENGAGE		28,422.90	22,352.22	16,374.60	17,752.68	12,149.28	29,983.16	23,668.13	29,586.90	180,289.87
ACT WBS/Quality Cor	e	54,350.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	54,350.00
Adaptace		0.00	38,394.00	4,680.00	0.00	0.00	13,680.00	0.00	7,000.00	63,754.00
AIPMM		495.00	3,190.00	0.00	0.00	0.00	0.00	0.00	0.00	3,685.00
American Board for C	ert. in Homeland Sec.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
American Board of Op	otometry	0.00	0.00	0.00	0.00	19,776.00	0.00	10,880.00	0.00	30,656.00
American Board of Pa	thology	0.00	0.00	0.00	247,920.00	0.00	4,625.00	0.00	0.00	252,545.00
American Board of To	xicology	0.00	0.00	0.00	0.00	0.00	0.00	3,792.00	1,950.00	5,742.00
American College of M	Medical Toxicology	0.00	0.00	6,980.00	0.00	0.00	0.00	5,985.00	0.00	12,965.00
American Jail Associa	ation	0.00	0.00	0.00	0.00	0.00	0.00	8,399.88	0.00	8,399.88
AOBEM		0.00	0.00	0.00	0.00	0.00	0.00	0.00	27,000.00	27,000.00
Assessment Technological	gies Institute	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,000.00	12,000.00
Asset Trader		0.00	0.00	0.00	0.00	0.00	520.00	0.00	0.00	520.00
Assn Of Otolaryngolo	gist Administrators	0.00	0.00	3,505.00	0.00	0.00	0.00	3,480.00	0.00	6,985.00
Association of Energy	/ Engineers	0.00	0.00	8,995.00	3,750.00	1,273.50	22,237.50	7,086.00	9,945.00	53,287.00
Association of Equipr	nent Managent Profess	0.00	0.00	0.00	2,745.00	0.00	210.00	0.00	0.00	2,955.00
Basis Global		0.00	0.00	0.00	0.00	0.00	0.00	3,408.00	2,500.00	5,908.00
Basis Schools LLC		0.00	0.00	0.00	0.00	4,518.00	0.00	845.00	0.00	5,363.00
BASIS.ed		2,895.00	9,900.00	2,600.00	0.00	344.94	0.00	0.00	0.00	15,739.94
Becker Professional E	Education	0.00	0.00	3,000.00	2,555.00	0.00	2,555.00	0.00	0.00	8,110.00
Benesse Corporation		0.00	0.00	0.00	0.00	0.00	0.00	8,750.00	0.00	8,750.00
BICC		0.00	0.00	0.00	0.00	0.00	0.00	7,188.00	8,670.00	15,858.00

Pervand County 9-11	Biddle Consulting G	roup Inc.									
Charlestan County 911	g		0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.768.80	1,768.80
City of Pollats		Charleston County 911								ĺ	
City of Dalas											1,798.50
City of Proine Police Dept 0.00											1,438.80
City of Wathwen 0.00											9,416.74
City of Whitehall 0.00		City of Irvine Police Dept									1,798.50
City of Whitehall		City of New Haven	0.00	0.00	0.00	0.00	0.00	2,080.20	0.00	0.00	2,080.20
Country of Parings, CA			0.00				0.00				2,098.50
County of Sax Mateo, CA 0.00 0.											1,438.80
Fire and Police Selection											7,959.12
General Atomics Aeronautical Systems O.00 O		Fire and Police Selection									2,777.28 4,000.00
Hogan Lovells, US, LLP		General Atomics								,	4,258.80
Linn County Sheriff 0.00		·									2,550.00
NSW Ambulance										i i	2,488.05
Paulding County DPS		· ·									2,174.70
Southwest Atrilines Biddle Consulting Group Inc Other 0.00 5.350.00 1.380.00 1.774.50 0.00											1,798.50
Biddle Consulting Group Inc Other 0.00 5.350.00 1,350.00 1,774.50 0.00 0.00 0.00 0.00 0.00 8.472 Total Biddle Consulting Group Inc. 0.00 5.350.00 1,350.00 1,350.00 1,774.50 0.00 7,057.35 13,438.80 41,349.14 70,315 Board of Cert. In Prof. Ergonomics 1,370.00 1,920.00 8.840.00 3,915.00 810.00 1,796.00 90.00 1,300.00 2.00 Brocade 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 California Commission on POST 0.00 0.00 4,990.00 0.00 0.00 0.00 3,330.00 0.00 8.320.00 0.00											12,000.00
Total Biddle Consulting Group Inc. 0.00 5,350.00 1,350.00 1,774.50 0.00 7,057.35 13,438.80 41,349.14 70,318 Board of Cert. In Prof. Ergonomics 1,370.00 1,920.00 8,840.00 3,915.00 810.00 1,795.00 90.00 1,390.00 2,00 Brigham Young University 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 1,131.30 18,390 0.00 0.00 3,300.00 0.00 11,013.50 18,390 0.00 0.00 0.00 3,330.00 0.00 11,013.50 18,390 0.00 0.00 0.00 1,145.00 0.00 0.00 0.00 1,145.00 0.00											
Board of Cert. in Prof. Ergonmics											8,474.50
Brigham Young University 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 18.986 0.00 18.986 0.00 18.986 0.00 18.986 0.00 15.789.78 0.00 3.330.00 0.00 8.287 0.00 15.789.78 0.00 17.145.00 57.586 0.00 15.789.78 0.00 17.145.00 57.586 0.00 15.789.78 0.00 17.145.00 57.586 0.00 15.789.78 0.00 17.145.00 57.586 0.00		•		· ·				· ·	· ·		70,319.79
Brocade 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.		_									20,570.00
California Commission on POST 0.00 4,990.00 0.00 0.00 3,330.00 0.00 8,320 Cambridge Michigan Language Assessments 0.00 11,151.70 13,500.00 0.00 6,520.00 0.00 15,789.76 0.00 17,145.00 57,588 CCCVI 0.00 0.00 0.00 0.00 0.00 6,520.00 0.00 0.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 0.00 4,995.00 0.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 0.00 4,995.00 0.00<		ersity									0.00
Cambridge Michigan Language Assessments 0.00 11,151.70 13,500.00 0.00 0.00 15,789.76 0.00 17,145.00 57,886 CCCVI 0.00 0.00 0.00 866.25 0.00 6,520.00 0.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 20,966 20,00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 20,966 20,00 0.00 0.00 0.00 0.00 10,976.53 852,640 20,00 0.00											18,986.50
CCCVI 0.00 0.00 866.25 0.00 6,520.00 0.00 0.00 7,386 Center for Energy Workforce Development 0.00 0.00 0.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 4,995.00 0.00 0.00 20,966 20 0.00									· · ·		8,320.00
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Charles County Public Schools 39,149.20 0.00 20,916.44 80,000.00 69,000.00 0.00 0.00 20,968 CIC 99,227.09 148,308.84 93,241.72 103,907.34 75,606.22 134,274.45 88,298.72 109,776.53 852,640 City and County of San Francisco 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 10,970.00 20,968 CO2 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 4,966 Council for Homeopathic Certiffication 0.00 0.00 1,995.00 0.00 997.00 3,095.00 3,576.00 17,463.00 27,126 Council for Medical Auditors 0.00<											7,386.25
CIC 99,227.09 148,308.84 93,241.72 103,907.34 75,606.22 134,274.45 88,298.72 109,776.53 852,64C City and County of San Francisco 0.00 0.00 9,998.00 0.00 0.00 0.00 0.00 10,970.00 20,968 CO2 0.00 0.00 0.00 -6,392.26 0.00 0.00 0.00 0.00 0.00 -6,392 Contaminated Sites Approved Professionals 13,973.93 9,019.00 0.00 10,310.00 0.00 10,166.50 0.00 0.00 43,465 Council for Medical Auditors 0.00 0.00 0.00 3,580.00 0.00 997.00 3,095.00 3,576.00 17,463.00 27,126 Council for Medical Auditors 0.00 0.00 0.00 3,580.00 0.00											
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CO2 0.00 0.00 0.00 0.00 -6,392.26 0.00 0.00 0.00 0.00 -6,392 Contaminated Sites Approved Professionals 13,973.93 9,019.00 0.00 10,310.00 0.00 10,166.50 0.00 0.00 43,468 Council for Homeopathic Certification 0.00 0.00 0.00 0.00 997.00 3,095.00 3,576.00 17,463.00 27,126 Council for Medical Auditors 0.00 0.		`au Francisco									
Contaminated Sites Approved Professionals 13,973.93 9,019.00 0.00 10,310.00 0.00 10,166.50 0.00 0.00 43,468 Council for Homeopathic Certification 0.00 0.00 1,995.00 0.00 997.00 3,095.00 3,576.00 17,463.00 27,126 Council for Medical Auditors 0.00 0		oan Francisco			· ·						· ·
Council for Homeopathic Certification 0.00 0.00 1,995.00 0.00 997.00 3,095.00 3,576.00 17,463.00 27,126 Council for Medical Auditors 0.00		Annuavad Duafacaianala									
Council for Medical Auditors 0.00 0.00 0.00 3,580.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 7.95 EPEC 0.00 1,500.00 0.00 1,500.00 0.00 1,000.00 300.00 0.00 4,300 eTest (Vegoia) 629.00 629.00 629.00 0.00 0.00 0.00 1,258.00 0.00 629.00 3,774 Exemplar Global 0.00 0.00 0.00 0.00 0.00 0.00 0.00 12,000.00 0.00 18,950 General Electric 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451 44,451											· ·
Crane Institute 0.00 795.00 0.00 0.00 0.00 0.00 0.00 0.00 795.00 EPEC 0.00 1,500.00 0.00 1,500.00 0.00 1,500.00 0.00 1,000.00 300.00 0.00 4,300 eTest (Vegoia) 629.00 629.00 629.00 0.00 0.00 0.00 1,258.00 0.00 629.00 3,774 Exemplar Global 0.00 0.00 0.00 6,950.00 0.00 0.00 12,000.00 0.00 18,950 General Electric 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 44,451.40											3,580.00
EPEC 0.00 1,500.00 0.00 1,500.00 0.00 1,000.00 300.00 0.00 4,300 eTest (Vegoia) 629.00 629.00 629.00 0.00 0.00 0.00 1,258.00 0.00 629.00 3,774 Exemplar Global 0.00 0.00 0.00 6,950.00 0.00 0.00 12,000.00 0.00 18,950 General Electric 0.00 0.		nuuitUI S									795.00
eTest (Vegoia) 629.00 629.00 629.00 0.00 0.00 1,258.00 0.00 629.00 3,774 Exemplar Global 0.00 0.00 0.00 6,950.00 0.00 0.00 12,000.00 0.00 18,950 General Electric 0.00											4,300.00
Exemplar Global 0.00 0.00 0.00 6,950.00 0.00 0.00 12,000.00 0.00 18,950 General Electric 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 44,451.40											3,774.00
General Electric 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 44,451.40	· · · · · · · · · · · · · · · · · · ·										18,950.00
Georgia Gwinnett College -7,012.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 -7,012 Global Skills Exchange 0.00 0.00 6,140.00 1,500.00 1,000.00 2,990.00 0.00 10,904.88 22,534 Hormel 10,500.00 10,500.00 21,000.00 4,975.00 25,975.00 10,500.00 104,450 Iceland Directorate of Education 0.00 0.00 0.00 0.00 3,708.00 0.00 57,532.00 61,240 Institute for Energy Mgmt Professionals 0.00 150.00 400.00 4,640.00 0.00 0.00 4,765.00 0.00 9,955 IPMA-HR 0.00 0.00 2,008.75 0.00 0.00 1,921.00 0.00 0.00 3,925						·			· ·		44,451.40
Global Skills Exchange 0.00 0.00 6,140.00 1,500.00 1,000.00 2,990.00 0.00 10,904.88 22,534 Hormel 10,500.00 10,500.00 10,500.00 21,000.00 4,975.00 25,975.00 10,500.00 10,500.00 104,450 Iceland Directorate of Education 0.00 0.00 0.00 0.00 0.00 3,708.00 0.00 57,532.00 61,240 Institute for Energy Mgmt Professionals 0.00 150.00 400.00 4,640.00 0.00 0.00 4,765.00 0.00 9,955 IPMA-HR 0.00 0.00 2,008.75 0.00 0.00 1,921.00 0.00 0.00 3,925		ollege									-7,012.00
Hormel 10,500.00 10,500.00 10,500.00 21,000.00 4,975.00 25,975.00 10,500.00 10,500.00 104,450 Iceland Directorate of Education 0.00 0.00 0.00 0.00 0.00 3,708.00 0.00 57,532.00 61,240 Institute for Energy Mgmt Professionals 0.00 150.00 400.00 4,640.00 0.00 0.00 4,765.00 0.00 9,955 IPMA-HR 0.00 0.00 2,008.75 0.00 0.00 1,921.00 0.00 0.00 3,925		<u> </u>	· ·								22,534.88
Iceland Directorate of Education 0.00 0.00 0.00 0.00 0.00 3,708.00 0.00 57,532.00 61,240 Institute for Energy Mgmt Professionals 0.00 150.00 400.00 4,640.00 0.00 0.00 4,765.00 0.00 9,955 IPMA-HR 0.00 0.00 2,008.75 0.00 0.00 1,921.00 0.00 0.00 3,925											104,450.00
Institute for Energy Mgmt Professionals 0.00 150.00 400.00 4,640.00 0.00 0.00 4,765.00 0.00 9,955 IPMA-HR 0.00 0.00 2,008.75 0.00 0.00 1,921.00 0.00 0.00 3,925		of Education									61,240.00
IPMA-HR 0.00 0.00 2,008.75 0.00 0.00 1,921.00 0.00 0.00 3,929											9,955.00
Netheral Association of the Boundal World	IPMA-HR		0.00	0.00			0.00	1,921.00		0.00	3,929.75
National Association of the Remodeling In 4,290.00 0.00 0.00 2,490.00 0.00 0.00 0.00 6,780	National Association	of the Remodeling In	4,290.00	0.00	0.00	0.00	2,490.00	0.00	0.00	0.00	6,780.00

Instituto Technologico de Monterrey	0.00	34,000.00	0.00	0.00	0.00	0.00	0.00	0.00	34,000.00
Norfolk State University	8,066.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,066.00
Gazi Faculty of Education	0.00	0.00	0.00	4,595.00	0.00	0.00	0.00	0.00	4,595.00
Guangzhou University of Chinese Medicine	0.00	0.00	0.00	2,995.00	0.00	0.00	0.00	0.00	2,995.00
IAAP	0.00	0.00	0.00	7,274.64	0.00	0.00	0.00	19,380.00	26,654.64
IFBA	25,330.00	5,000.00	27,595.00	11,000.00	38,985.00	3,000.00	0.00	16,090.00	127,000.00
Institute for Functional Medicine	0.00	0.00	0.00	2,985.00	0.00	0.00	0.00	0.00	2,985.00
Intl Wildlife Rehabilitation Council	0.00	0.00	1,745.00	0.00	1,245.00	1,245.00	0.00	0.00	4,235.00
Ipromexico	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,868.00	2,868.00
Kansas State University - Earles	0.00	0.00	9,995.00	0.00	0.00	0.00	0.00	3,775.00	13,770.00
King Fahd Univ. of Petroleum & Minerals	0.00	0.00	4,000.00	4,000.00	0.00	0.00	0.00	0.00	8,000.00
Lombard Medical Technologies	0.00	0.00	2,295.00	0.00	0.00	0.00	0.00	0.00	2,295.00
Michigan State	0.00	0.00	0.00	0.00	600.00	128.75	0.00	0.00	728.75
Millward Brown	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NAESA International	0.00	6,975.00	12,600.00	0.00	2,000.00	9,750.00	0.00	0.00	31,325.00
National Assn Elevator Contractors	0.00	0.00	2,975.00	0.00	0.00	0.00	2,975.00	0.00	5,950.00
National Assn for Health Professionals	0.00	0.00	4,000.00	0.00	16,500.00	5,000.00	3,750.00	0.00	29,250.00
National Assn of Boards of Pharmacy	0.00	27,735.00	13,500.00	0.00	62,985.00	0.00	27,000.00	3,000.00	134,220.00
National Assn Student Financial Aid Admin	0.00	8,000.00	0.00	8,000.00	12,000.00	0.00	0.00	0.00	28,000.00
National Institute for Social Media	3,904.00	946.00	1,527.00	469.00	485.00	94.00	159.00	0.00	7,584.00
National Taiwan Normal University	0.00	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
NICET	0.00	0.00	0.00	6,000.00	6,000.00	0.00	0.00	0.00	12,000.00
Northwest Energy Efficiency Council	0.00	0.00	0.00	9,554.76	0.00	8,640.00	0.00	0.00	18,194.76
OptumHealth Education	0.00	0.00	0.00	0.00	0.00	0.00	64,015.79	48,285.00	112,300.79
Philips Medical Systems	25,853.00	9,995.00	0.00	34,575.00	0.00	10,000.00	0.00	0.00	80,423.00
Project Lead The Way	14,113.75	61,377.50	30,628.75	50,331.25	19,796.15	43,795.00	0.00	83,090.00	303,132.40
QIYAS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sage Group	0.00	0.00	0.00	0.00	0.00	4,056.00	0.00	0.00	4,056.00
Sakarya University	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
San Francisco Dept of Human Services	0.00	0.00	0.00	0.00	0.00	0.00	6,600.00	0.00	6,600.00
San Francisco Dept of Public Health	0.00	0.00	0.00	0.00	0.00	0.00	6,600.00	0.00	6,600.00
SCRFA	0.00	0.00	1,867.92	2,618.76	2,618.76	2,768.76	1,745.84	0.00	11,620.04
Second Language Testing	0.00	0.00	0.00	0.00	0.00	2,047.50	8,720.87	3,122.61	13,890.98
SIG University	0.00	0.00	0.00	0.00	0.00	0.00	4,816.00	0.00	4,816.00
State of Minnesota	0.00	49,500.00	36,470.00	49,884.00	0.00	131,393.00	0.00	0.00	267,247.00
State of New Jersey, Civil Service Comm	4,765.00	0.00	0.00	0.00	0.00	4,765.00	0.00	0.00	9,530.00
Supreme Solutions Center	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TeacherMatch	0.00	0.00	0.00	4,500.00	0.00	0.00	0.00	0.00	4,500.00
University of Cambridge	3,480.00	0.00	0.00	0.00	3,480.00	0.00	0.00	0.00	6,960.00
University of Cape Town	0.00	162.50	0.00	0.00	162.50	0.00	0.00	0.00	325.00
UNSWGlobal - EAA	13,000.00	0.00	0.00	0.00	0.00	22,740.00	0.00	0.00	35,740.00
Viriphi	0.00	0.00	0.00	3,995.00	695.00	0.00	0.00	960.00	5,650.00
Zebra Technologies	0.00	0.00	0.00	9,945.00	385.00	75,175.00	0.00	9,945.00	95,450.00
	370,086.87	468,850.76	371,308.43	995,129.67	370,142.35	642,433.73	346,163.03	601,504.96	4,165,619.80

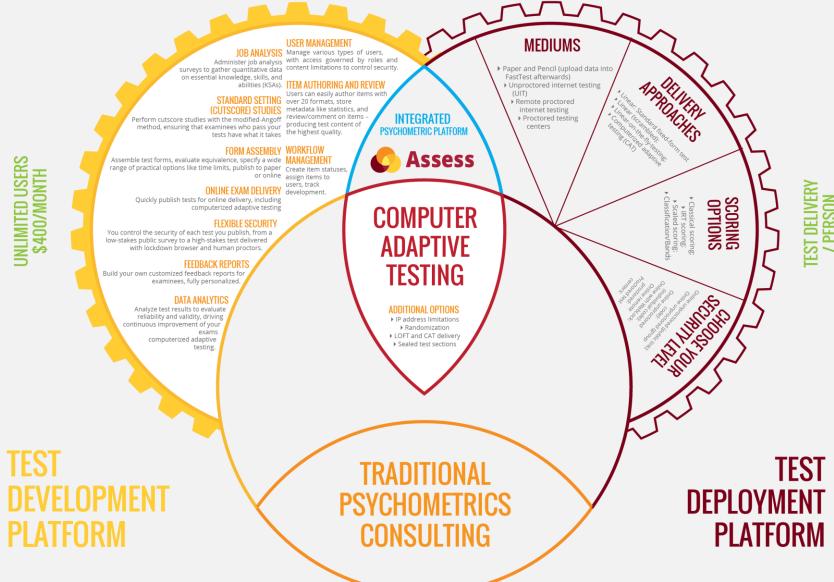
QTD FASTTEST/CERTIFIOR REVENUE BY CLIENT



Client	Sub-Client	TOTAL
ACT ENGAGE		7,307.19
American Board of Optometry		19,056.00
Association of Energy Enginee	rs	3,616.50
Association of Equipment Man	agent Profess	1,995.00
Basis Schools		260.00
Biddle Consulting Group Inc.		
	AvalonBay Communities Inc	1,455.00
	Bureau of Land Management-AZ	1,798.50
Total Biddle Consulting Group	3,253.50	
Board of Cert. in Prof. Ergonon	nics	8,350.00
CIC		\$15,982.00
Council for Homeopathic Certif	ication	5,125.00
Council for Medical Auditors		3,480.00
Iceland Directorate of Education	n	15,000.00
National Association of the Rei	modeling In	2,490.00
Intl Wildlife Rehabilitation Cour	ncil	1,245.00
LA County Sheriff's Dept		22,000.00
Ohio Dept of Public Safety		8,292.00
Sage Group		2,856.00
Second Language Testing		1,040.87
	TOTAL	122,174.06



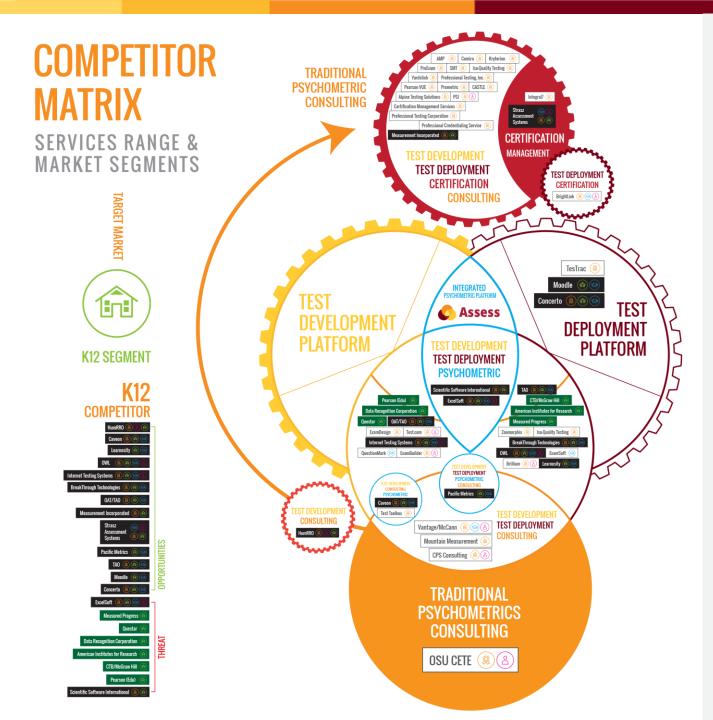
Assess Platform



COMPETITOR MATRIX

SERVICES RANGE & MARKET SEGMENTS





MARKET SEGMENTS ICON

CERTIFICATION / LICENSURE



K12



HIGHER EDUCATION



WORKFORCE

COLOR INDICATIONS

TES

TEST DELIVERY PLATFOR



TEST DEPLOYMENT PLATFORM



INTEGRATED PSYCHOMETRIC

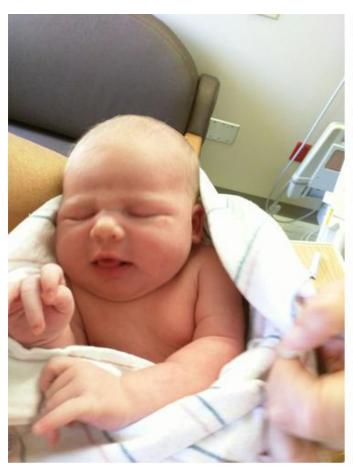


TRADITIONAL PSYCHOMETRICS CONSULTING

TEST DEVELOPMENT

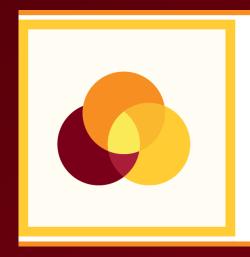
TEST DEPLOYMENT
INTEGRATED PSYCHOMETRIC
CERTIFICATION
CONSULTING

3 BABBIES

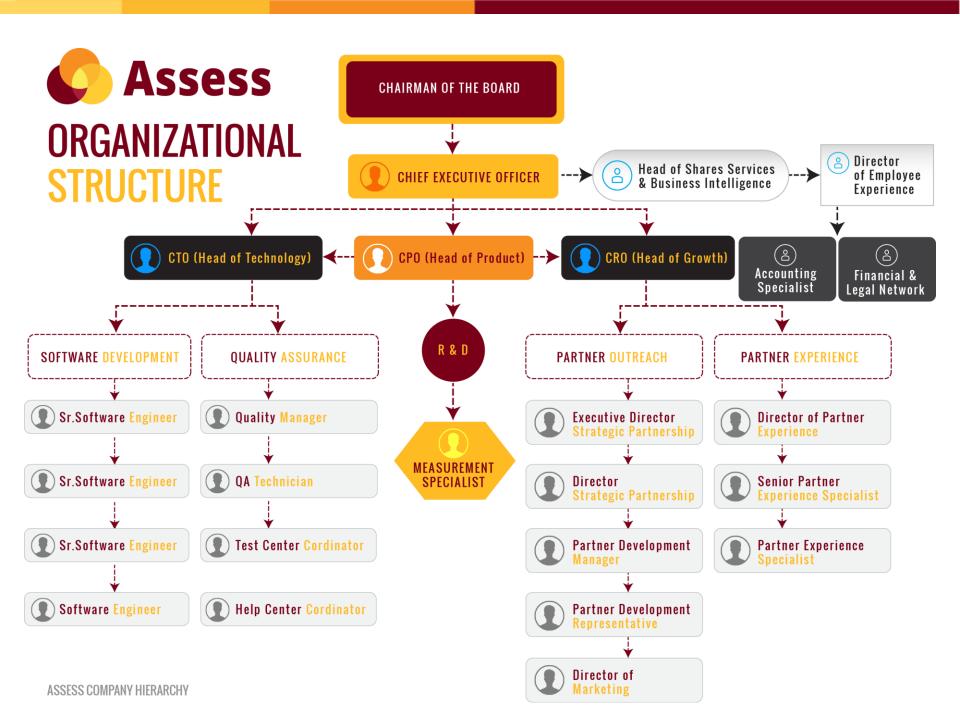








ORGANIZATIONAL STRUCTURE

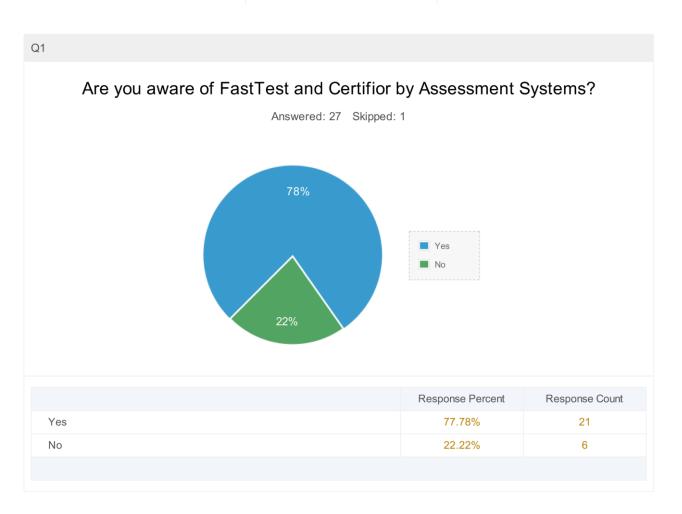


PARTNER SUPPORT SURVEY

Partner Support Survey

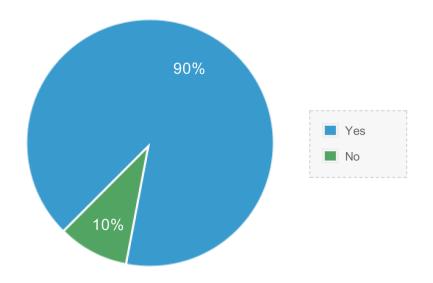
Completed Responses Partial Responses Survey Visits

24 4 38

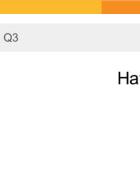


Is your account still active with our company?

Answered: 21 Skipped: 7

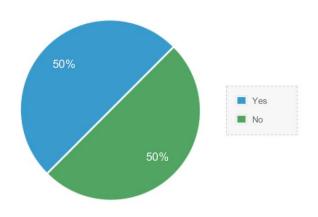


Yes 90.48% 19 No 9.52% 2		Response Percent	Response Count
No 9.52% 2	Yes	90.48%	19
	No	9.52%	2



Have you ever used the services of our company?

Answered: 2 Skipped: 26



	Response Percent	Response Count
Yes	50.0%	1
No	50.0%	1

Q4

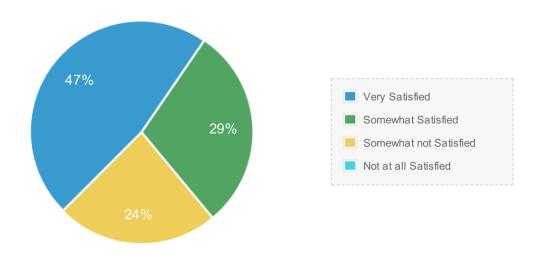
Can you please tell me why you have never used the services of our company?

Answered: 1 Skipped: 27

1 . We are still in R&D phase before.

We expext youe experiences in our future project such as both our own survices and government project.

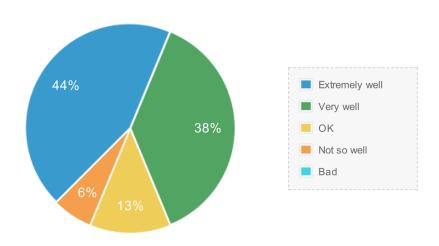
How satisfied are you with the team that is/was servicing your account from our company?



	Response Percent	Response Count
Very Satisfied	47.06%	8
Somewhat Satisfied	29.41%	5
Somewhat not Satisfied	23.53%	4
Not at all Satisfied	0.0%	0

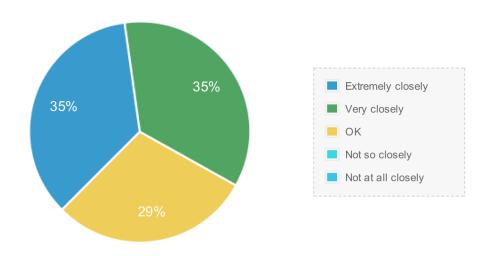
How would you rate the Account Manager for the way he/she handled your account?

Answered: 16 Skipped: 12



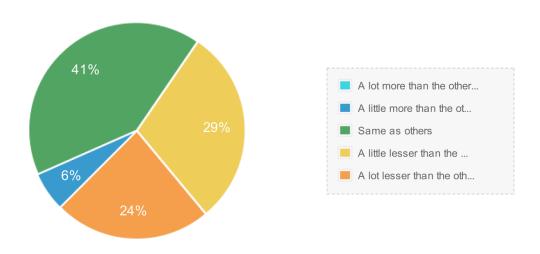
Extremely well	43.75%	7
		/
Very well	37.5%	6
OK	12.5%	2
Not so well	6.25%	1
Bad	0.0%	0

How closely did our company meet the timeline set by your team?



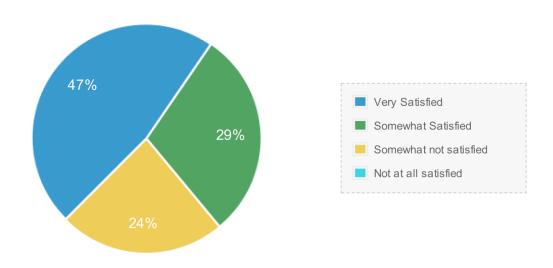
	Response Percent	Response Count
Extremely closely	35.29%	6
Very closely	35.29%	6
OK	29.41%	5
Not so closely	0.0%	0
Not at all closely	0.0%	0

How would you rate the pricing of our services in comparison with the other companies?



	Response Percent	Response Count
A lot more than the others	0.0%	0
A little more than the others	5.88%	1
Same as others	41.18%	7
A little lesser than the others	29.41%	5
A lot lesser than the others	23.53%	4

How satisfied are you with the overall services provided by our company?



	Response Percent	Response Count
Very Satisfied	47.06%	8
Somewhat Satisfied	29.41%	5
Somewhat not satisfied	23.53%	4
Not at all satisfied	0.0%	0

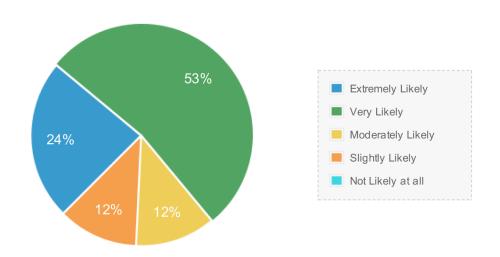
What are the most liked features of our service?

1 . Willingness to work with me to get the product at a competitive price
2 . System capable to deliver the type of assessment we need
3 . The import and export features in csv format for items, examinee responses etc was most user-friendly.
4 . export and import features for item bank creation, account creation, results and reports creation.
5 . ASC is client centered and the staff is willing to provide the answers to any questions I might have.
6 . Quick response to questions since often when there is a question we are already deep into an assessment.
7 . Customer Service
8 . Ease of use and the ability to quickly deploy a test
9 . Extremely fast responses to questions/requests
10 . Computerized standardized assessment system
11 . Fast Test, Certifior, Psychometric consulting services
12 . Ease of use
13 . Dr. Thompson's psychometric consulting. FastTest's delivery capabilities.

What are the most disliked features of our services?

- 1. customization does not fully meet our needs
- 2 . Employees are slow to respond to our communications. Sometimes takes several weeks to get a response. Frequently, we report service interruptions and test irregularities, and we get no clear response as to why they happen. We just keep getting told that nothing was wrong on your end, while we continue to deal with frustrated students who aren't able to take their tests correctly. As far as technical issues go, we have a lot of problems with audio files not playing, browsers closing unexpectedly, tests freezing and buffering partway through. I was also rather unimpressed at how limited knowledge your employees had regarding incorporating video into your tests. Responses were minimal and unhelpful, as usual.
- 3 . We have been assigned 5 different staff from Assessment Systems over the past 2 years. This lack of continuity disrupts the service provided and understanding of our needs. I believe this has lead to poor support for exam development and understanding of the mechanics of FastTest. Assessment Systems had a server crash during our testing. This lead to a cascade of problems during our 4 hour test block. At two separate occasions we could not reach any staff. When learners restarted their test, the questions were shuffled so they could not restart where they left off. Some learners had to log in twice, thus removing a spot for a later test taker that wasn't identified until the next group could not log in. We have trouble obtaining metrics from the exam and have to do our own means and distributions.
- 4. Fields for statistics all but useless for historical. Also no capability for distractor stats.

How likely are you to hire our company again?



	Response Percent	Response Count
Extremely Likely	23.53%	4
Very Likely	52.94%	9
Moderately Likely	11.76%	2
Slightly Likely	11.76%	2
Not Likely at all	0.0%	0









WE DREAM OF A BETTER WORLD THROUGH ACCURATE MEASUREMENT





MEASUREMENT. WE MEASURE OUR SUCCESSES AND FAILURES AND HOLD EACH OTHER ACCOUNTABLE.





THE RIGHT THING BY OUR PARTNERS. OUR PEOPLE AND OUR PLANET. THIS MEANS WE RESPECT ALL PEOPLE AND ALWAYS



ONE OF US IS NOT AS SMART AS ALL OF US WE ARE A TEAM THAT VALUES EVERYONE'S CONTRIBUTION THE BEST SOLUTION WINS

REGARDLESS OF WHO THE SOLUTION CAME FROM

WE COLLABORATE WITH OUR

PARTNERS AND OUR TEAM TO ENSURE THE BEST SOLUTION WINS



WE ARE A DATA CENTRIC ORGANIZATION. WE BELIEVE ALL DATA POINTS ARE IMPORTANT,

SO COLLECT EVERYTHING.





OUR STRENGTH LIES IN OUR ABILITY TO ADAPT WE EMBRACE AND ADAPT TO CHANGE, BECAUSE MARKETS CONSUMER BEHAVIOR AND DATA CHANGES





WE D.R.E.A.M

WE DREAM OF A BETTER WORLD
THROUGH ACCURATE MEASUREMENT

DATA RULES EVERYTHING AROUND ME

WE ARE A DATA CENTRIC ORGANIZATION.
WE BELIEVE ALL DATA POINTS ARE IMPORTANT,
SO COLLECT EVERYTHING.

WE MEASURE

WE LIVE AND BREATHE MEASUREMENT.
WE SOLVE PROBLEMS AND PROVIDE ANSWERS THROUGH
MEASUREMENT. WE MEASURE OUR SUCCESSES AND
FAILURES AND HOLD EACH OTHER ACCOUNTABLE.

DO THE RIGHT THING

WE DO THE RIGHT THING BY OUR PARTNERS,
OUR PEOPLE AND OUR PLANET. THIS MEANS
WE RESPECT ALL PEOPLE AND ALWAYS
ASSUME POSITIVE INTENT.

WE DRIVE CHANGE

WE ARE NON-CONFORMIST AND SAY UNPOPULAR THINGS BECAUSE THEY ARE RIGHT.



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