

QuickUp produces financial forecasts and values your business the way real entrepreneurs do it. No need to understand accounting.

Simply tell **QuickUp** a few facts and it automatically generates the financials investors want to see.

QuickUp produces graphs for making your PowerPoint presentations.

	<p>Welcome to QuickUp</p>
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<p>Follow simple steps to the quickest forecast of your financial statements AND VALUATION of your company.</p>	
<p>The first section is an introduction to what the financial statements are and how they are linked.</p>	
<p>The second section walks you through your first forecast.</p>	
<p>The third section is used to complete your final forecast.</p>	
<p>When you are finished, you will have a complete financial model of your business that can be quickly changed without a lot of work.</p>	
<p>I wish you the best!</p>	
	www.nesheimgroup.com
<p>Here is the sequence you will follow:</p>	
<p>A Introduction to Financial Statements</p>	
<p>1 Start with "Basic Income Statement" 2 Look at "Basic Balance Sheet" 3 Examine how they are linked in "Basic Links"</p>	
<p>B First Forecast</p>	
<p>4 Start your financial forecast at "BEGIN MODEL HERE" 5 Complete your first model of your company by completing Steps 1 through 6. 6 Return to Step 1 and continue until you are satisfied. 7 This will give you a very good forecast of your financial statements, including valuation of your new enterprise.</p>	
<p>C Best Forecast</p>	
<p>8 Use the Steps 1-6 results to get you started going through "Step 7 Professional Model." 9 Step 7 Professional Model will give you the most realistic forecast.</p>	
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QuickUp needs only sales and headcount to generate a complete income statement that shows how profitable your business will be.

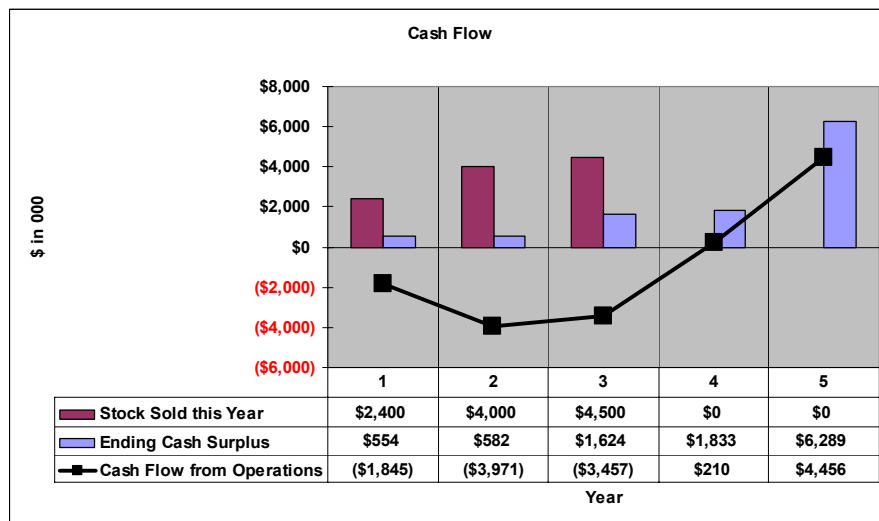
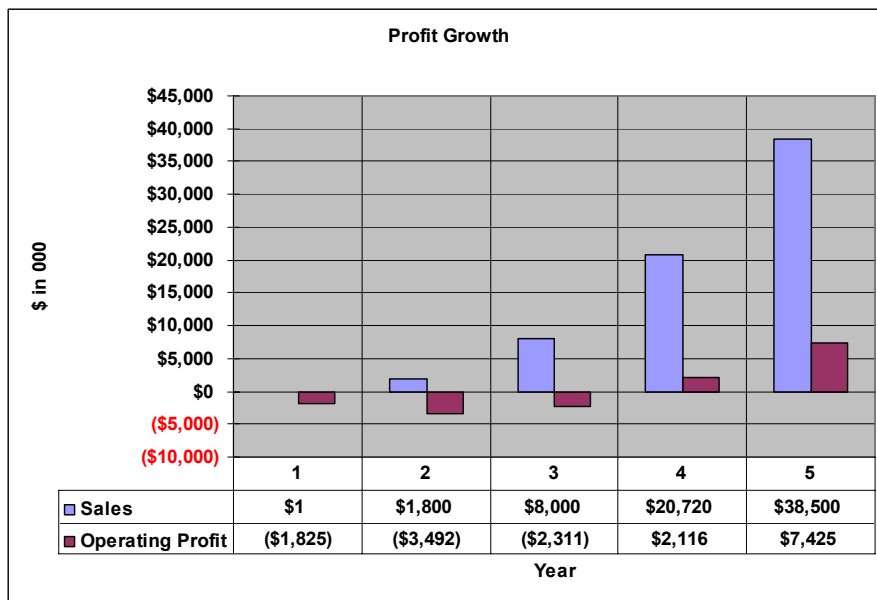
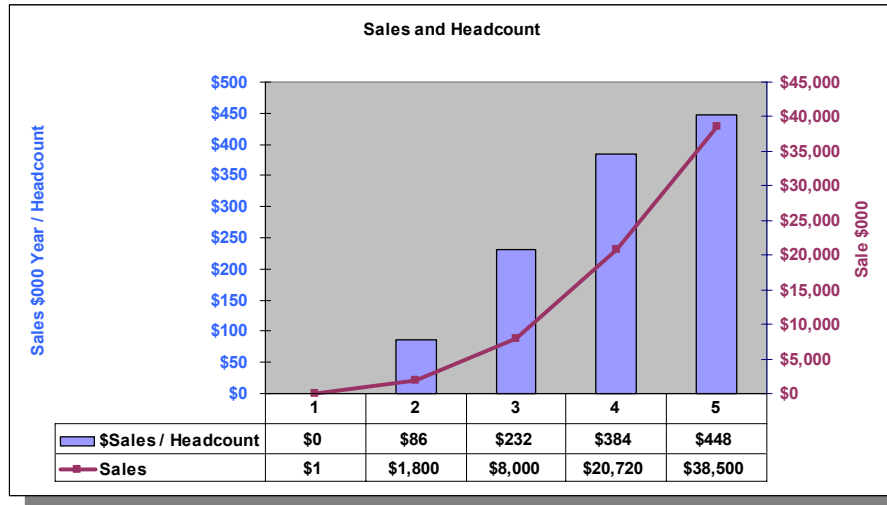
	Year	1	2	3	4	5
Income Statement		\$ in 000				
Sales		\$1	\$1,800	\$8,000	\$20,720	\$38,500
Cost of Goods Sold		\$301	\$1,702	\$4,003	\$7,944	\$12,805
Gross Margin		(\$300)	\$98	\$3,997	\$12,776	\$25,695
<i>Percent of Sales</i>		-30040%	5%	50%	62%	67%
R&D/Engineering		\$640	\$1,190	\$1,733	\$2,170	\$3,410
Sales & Marketing & Customer Support		\$585	\$1,500	\$3,375	\$7,050	\$12,300
Finance General & Administrative		\$300	\$900	\$1,200	\$1,440	\$2,560
Operating Expenses		\$1,525	\$3,590	\$6,308	\$10,660	\$18,270
Operating Profit		(\$1,825)	(\$3,492)	(\$2,311)	\$2,116	\$7,425
<i>Percent of Sales</i>		-182540%	-194%	-29%	10%	19%
Total Interest Expense		\$0	\$0	\$0	\$0	\$0
Income Before Taxes		(\$1,825)	(\$3,492)	(\$2,311)	\$2,116	\$7,425
Provision for Income Taxes		0	0	0	0	765
Net Income		(\$1,825)	(\$3,492)	(\$2,311)	\$2,116	\$6,660
<i>Percent of Sales</i>		-182540%	-194%	-29%	10%	17%

	Year	1	2	3	4	5
Headcount		<i>Headcount: End of Year</i>				
R&D/Engineering		4	7	11	14	22
Sales & Marketing & Customer Support		2	5	10	21	36
Finance General & Administrative		1	3	6	9	16
TOTAL HEADCOUNT		9	21	35	54	86
<i>\$Sales / Headcount</i>		\$0	\$86	\$232	\$384	\$448
		\$ in 000				
Operating Expenses include the entire expenses per department divided by number of people.						
		\$ in 000				
Operating Expenses per Headcount per Year						
R&D/Engineering		\$160	\$170	\$165	\$155	\$155
Sales & Marketing & Customer Support		\$290	\$290	\$300	\$300	\$300
Sales Commission % Sales		5%	5%	5%	5%	5%
Finance General & Administrative		\$300	\$300	\$200	\$160	\$160
Operating Expenses per Department per year						
R&D/Engineering		\$640	\$1,190	\$1,733	\$2,170	\$3,410
Sales (with commissions) & Marketing & Cust. Support		\$585	\$1,500	\$3,375	\$7,050	\$12,300
Finance General & Administrative		\$300	\$900	\$1,200	\$1,440	\$2,560
Operating Expenses		\$1,525	\$3,590	\$6,308	\$10,660	\$18,270

QuickUp automatically generates a balance sheet that tells you how much venture capital your business will require.

	Year	1	2	3	4	5
Balance Sheet		\$ in 000				
Assets						
Checking Account		\$1	\$2	\$3	\$4	\$5
Balancer: Surplus Cash		\$554	\$582	\$1,624	\$1,833	\$6,289
Receivables		\$0	\$271	\$1,205	\$3,122	\$5,801
Inventory		\$37	\$210	\$494	\$979	\$1,579
Current Assets		\$592	\$1,065	\$3,326	\$5,939	\$13,674
Equipment		\$136	\$684	\$1,538	\$2,516	\$3,644
Cumulative Depreciation		\$4	\$232	\$744	\$1,538	\$2,524
Net Equipment		\$132	\$452	\$794	\$978	\$1,120
Total Assets		\$725	\$1,518	\$4,120	\$6,917	\$14,793
Liabilities and Equity						
Bank Debt		\$0	\$0	\$0	\$0	\$0
Leases - Current Portion		\$0	\$0	\$0	\$0	\$0
Accounts Payable		\$150	\$435	\$847	\$1,529	\$2,554
Taxes Payable		\$0	\$0	\$0	\$0	\$191
Current Liabilities		\$150	\$435	\$847	\$1,529	\$2,745
Leases - Long Term Portion		\$0	\$0	\$0	\$0	\$0
Total Liabilities		\$150	\$435	\$847	\$1,529	\$2,745
Cumulative Stock Sold - Venture Capital \$000		\$2,400	\$6,400	\$10,900	\$10,900	\$10,900
Beginning Retained Earnings		\$0	(\$1,825)	(\$5,317)	(\$7,628)	(\$5,512)
Net Income this period		(\$1,825)	(\$3,492)	(\$2,311)	\$2,116	\$6,660
Cumulative Retained Earnings		(\$1,825)	(\$5,317)	(\$7,628)	(\$5,512)	\$1,148
Total Shareholders' Equity		\$575	\$1,083	\$3,272	\$5,388	\$12,048
Total Liabilities and Equity		\$725	\$1,518	\$4,120	\$6,917	\$14,793
Total Liabilities and Equity		\$725	\$1,518	\$4,120	\$6,917	\$14,793
Total Assets less Surplus Cash		\$171	\$935	\$2,496	\$5,084	\$8,505
Difference		\$554	\$582	\$1,624	\$1,833	\$6,289

QuickUp generates graphics that show the financial condition of your business.



QuickUp guides you through the steps for valuation of your company, planning rounds of venture capital and choosing shares for the stock option pool.

\$ in 000 unless otherwise indicated					
Newco Corporation					
Year	1	2	3	4	5
Company Valuation					
Chosen Company Valuation is:					IPO
"Post-Money" = Total Company Value in \$Millions	\$6	\$22	\$55	\$120	\$160
Alternative Valuations:					
Sales	\$1	\$1,800	\$8,000	\$20,720	\$38,500
Multiple of Revenue	4.0	4.0	4.0	4.0	4.0
Company Valuation \$Millions	\$0.004	\$7	\$32	\$83	\$154
Net Income	(\$1,825)	(\$3,492)	(\$2,311)	\$2,116	\$6,660
Multiple of Net Income	33	33	33	33	33
Company Valuation \$Millions	(\$60)	(\$115)	(\$76)	\$70	\$220
Investors' Return on Investment					
Year	1	2	3	4	5
\$ in 000 unless otherwise indicated					
Sales	\$1	\$1,800	\$8,000	\$20,720	\$38,500
New Stock Sold - Venture Capital \$000	\$2,400	\$4,000	\$4,500	\$0	\$0
Cumulative Stock Sold - Venture Capital \$000	\$2,400	\$6,400	\$10,900	\$10,900	\$10,900
"Pre-Money" = Total Company Value in Millions	\$3,600	\$18,000	\$50,500	\$120,000	\$160,000
New Stock Sold - Venture Capital \$000	\$2,400	\$4,000	\$4,500	\$0	\$0
"Post-Money" = Total Company Value in Millions	\$6,000	\$22,000	\$55,000	\$120,000	\$160,000

