

# July 2024 Operations Report

**NEXGEN ANALYTICS**

2024-08-16

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# 1. Situation at Beginning of Month

## 1.1 Available Project Budgets

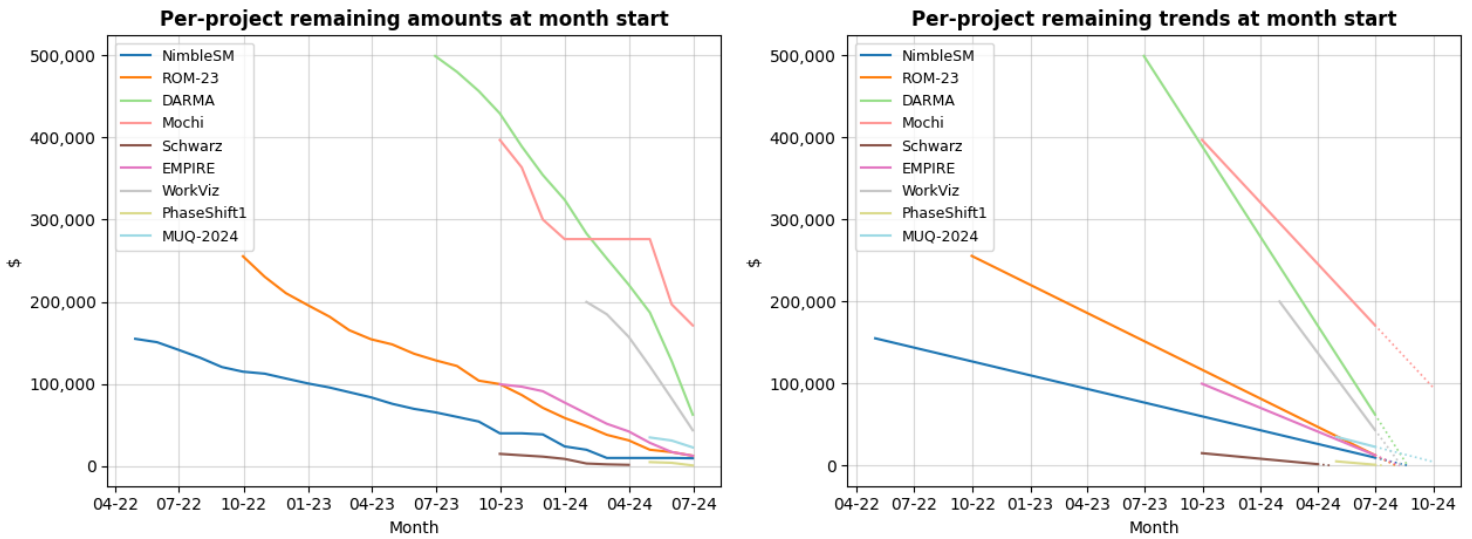


Figure 1.1: Remaining amounts for all active projects at beginning of month: actual (left) and trends (right).

## 1.2 Available Rates and Contributors

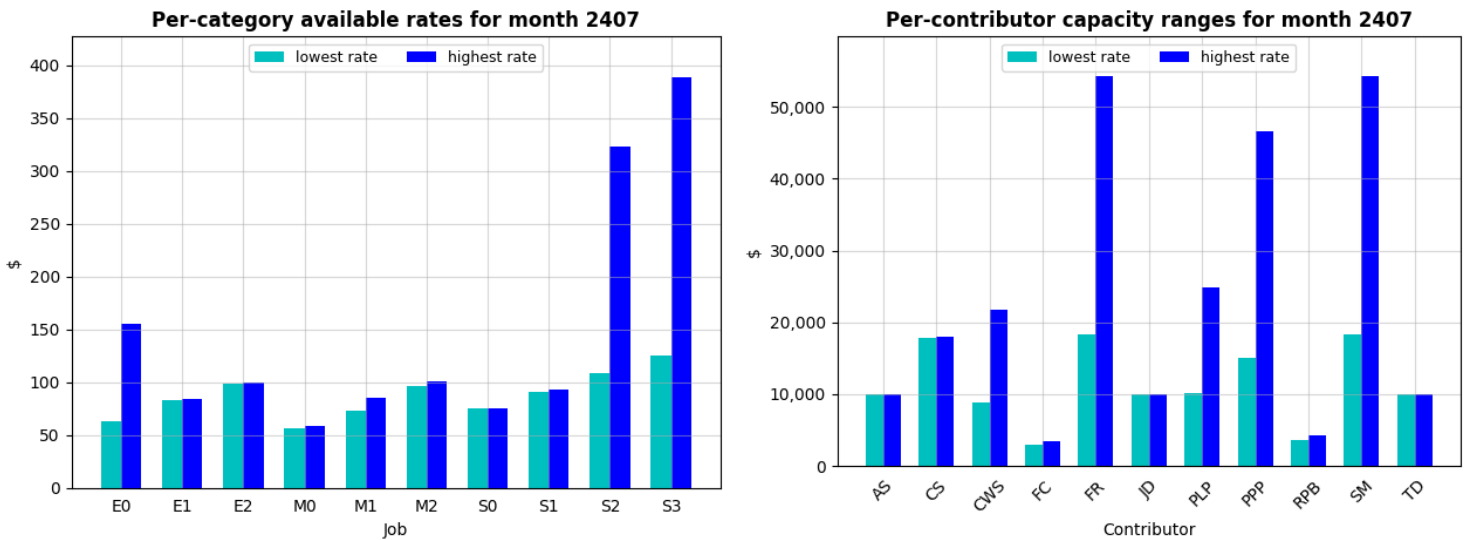


Figure 1.2: Available categories (left) and respective invoicing capacity ranges based on all project rates (right).

### 1.3 Initial Hourly Assignments

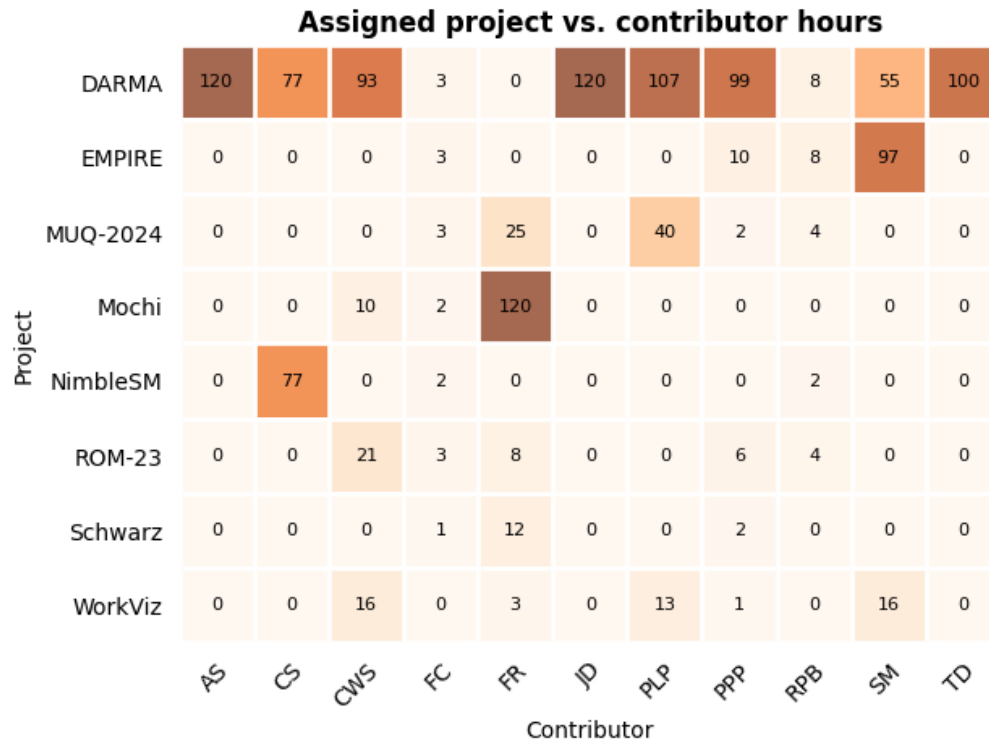


Figure 1.3: Project (vertical axis) vs. contributor (horizontal axis) hourly assignments.

## 2. Accrued Amounts since Beginning of Month

### 2.1 Contributor Time & Revenue Accruals

#### 2.1.1 U.S. Employees

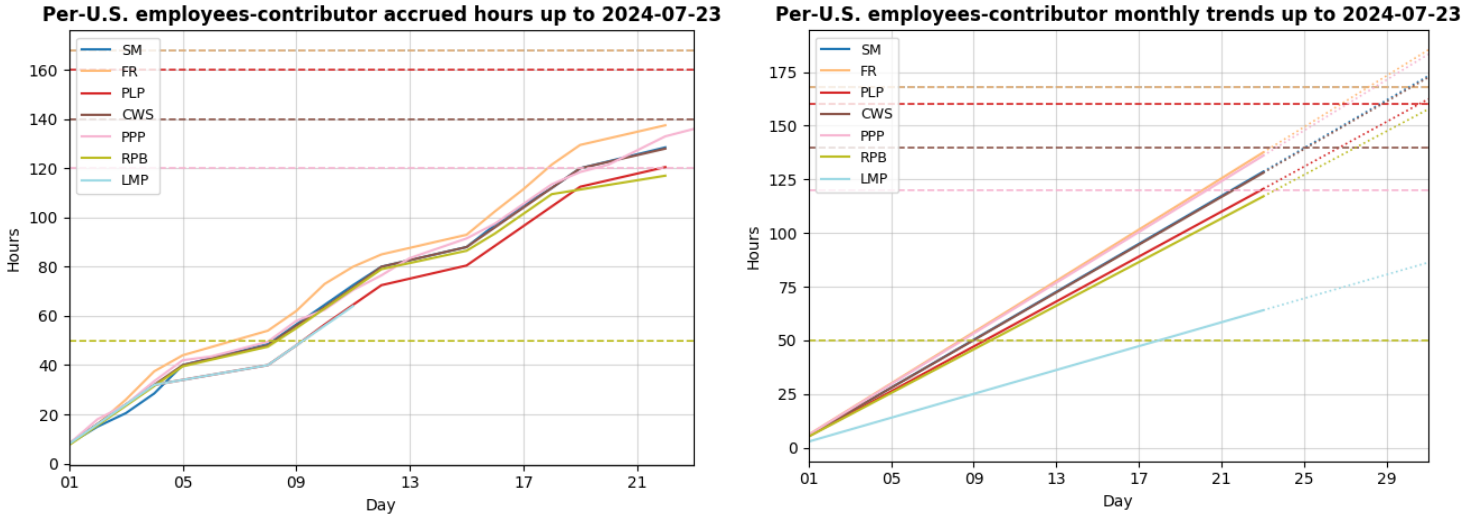


Figure 2.1: Accrued hours for U.S. employees: actual (left) and trends (right); targets are in dashed lines.

#### 2.1.2 E.U. Contractors

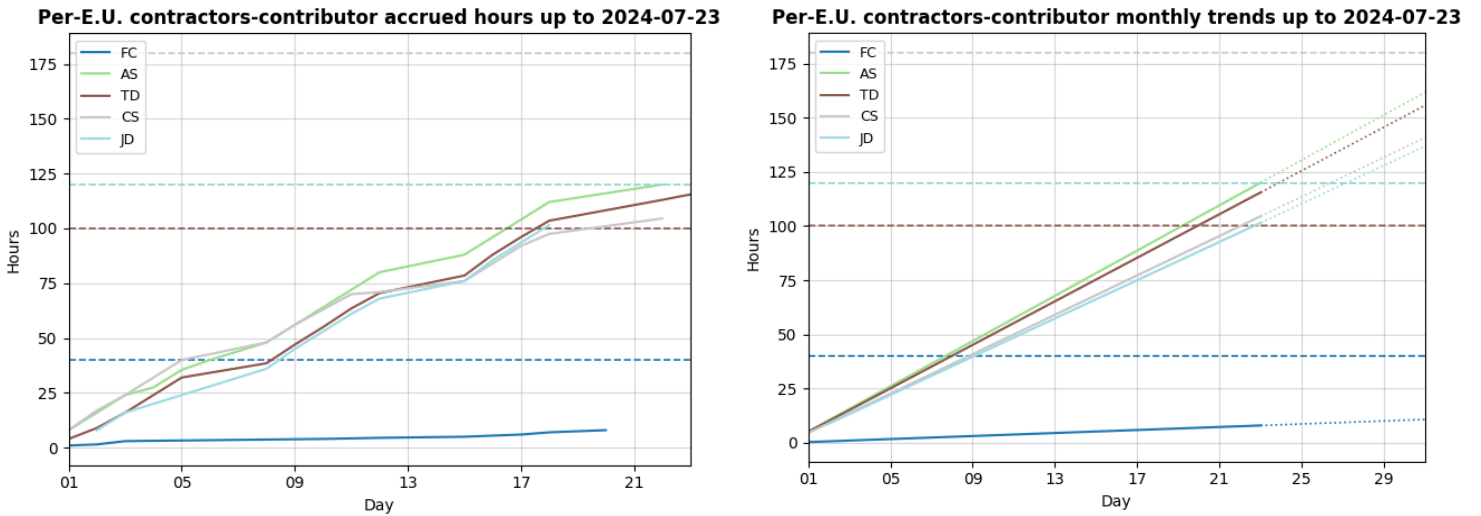


Figure 2.2: Accrued hours for E.U. contractors: actual (left) and trends (right); targets are in dashed lines.

## 2.2 Revenue Accruals per Project

### 2.2.1 Sandia-CA Projects

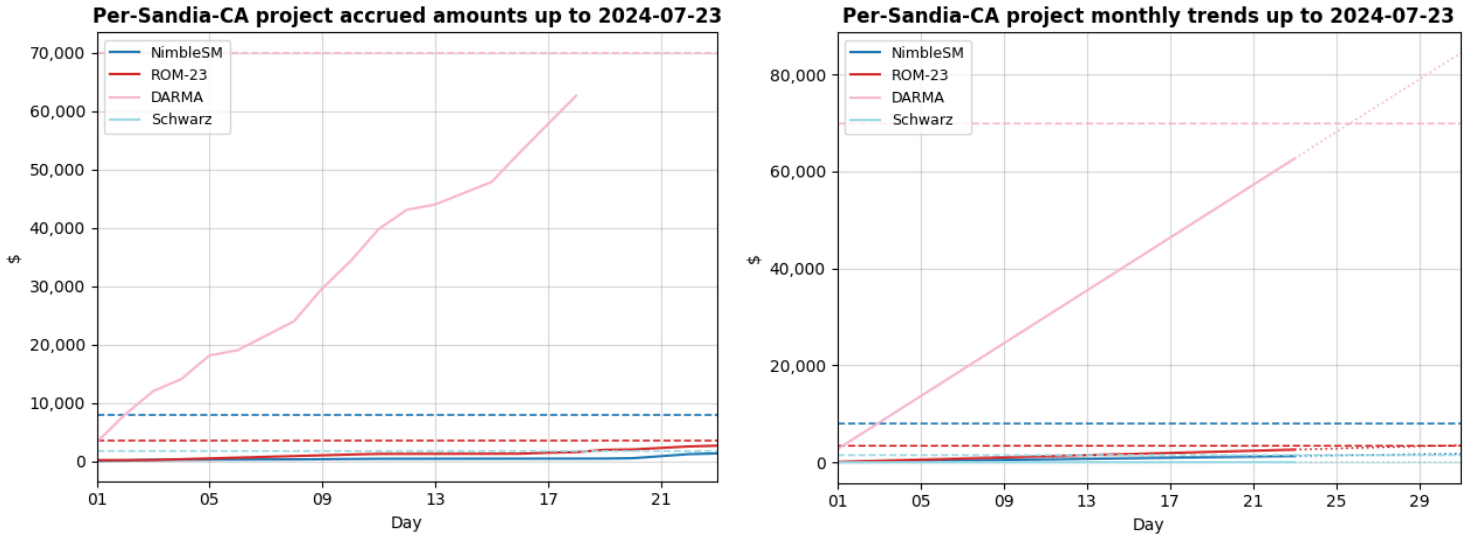


Figure 2.3: Accrued revenue for Sandia-CA projects: actual (left) and trends (right); targets are in dashed lines.

### 2.2.2 Meta Projects

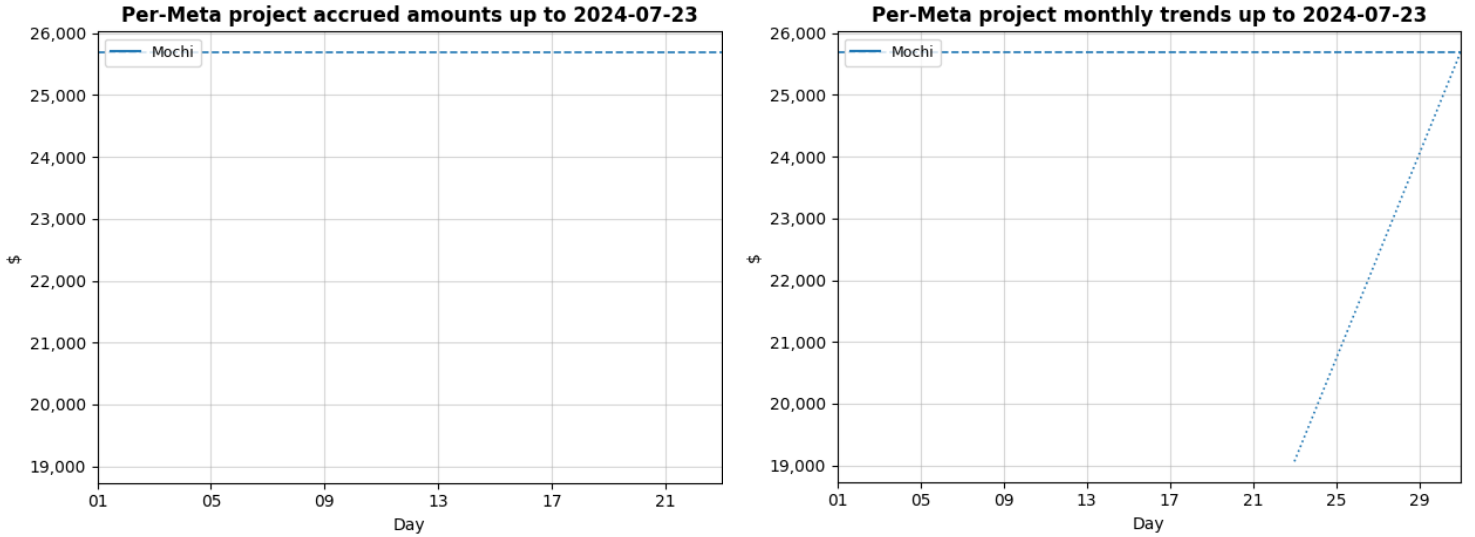


Figure 2.4: Accrued revenue for Meta projects: actual (left) and trends (right); targets are in dashed lines.

### 2.2.3 Sandia-NM Projects

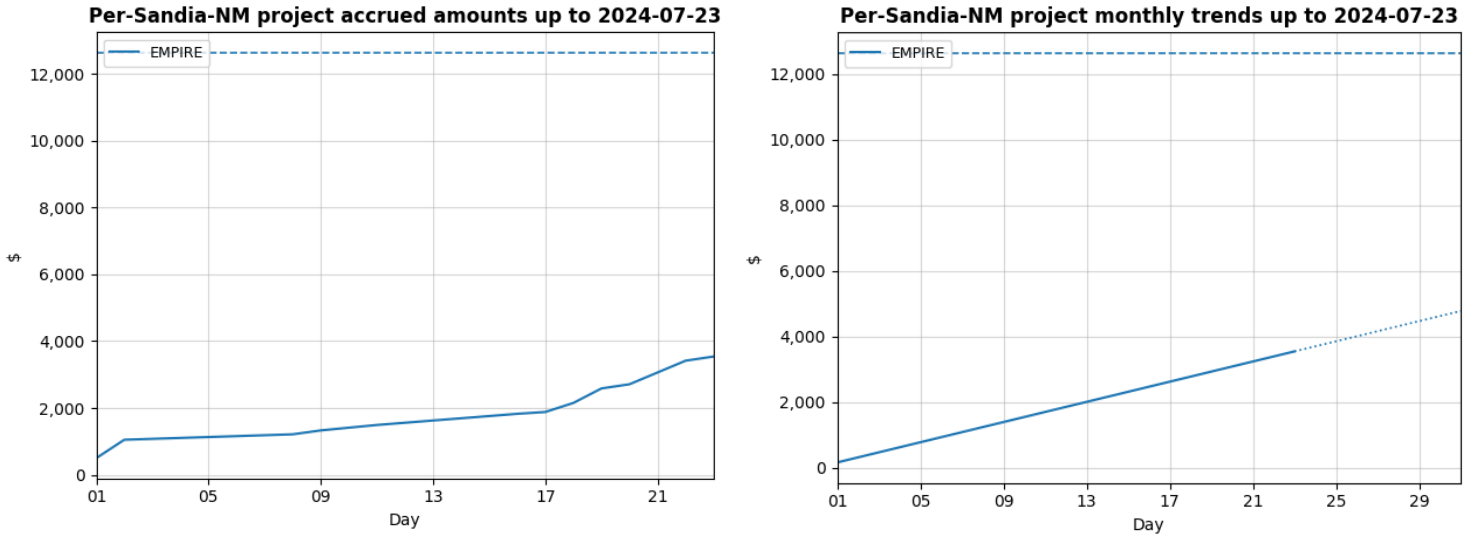


Figure 2.5: Accrued revenue for Sandia-NM projects: actual (left) and trends (right); targets are in dashed lines.

### 2.2.4 DOE Projects

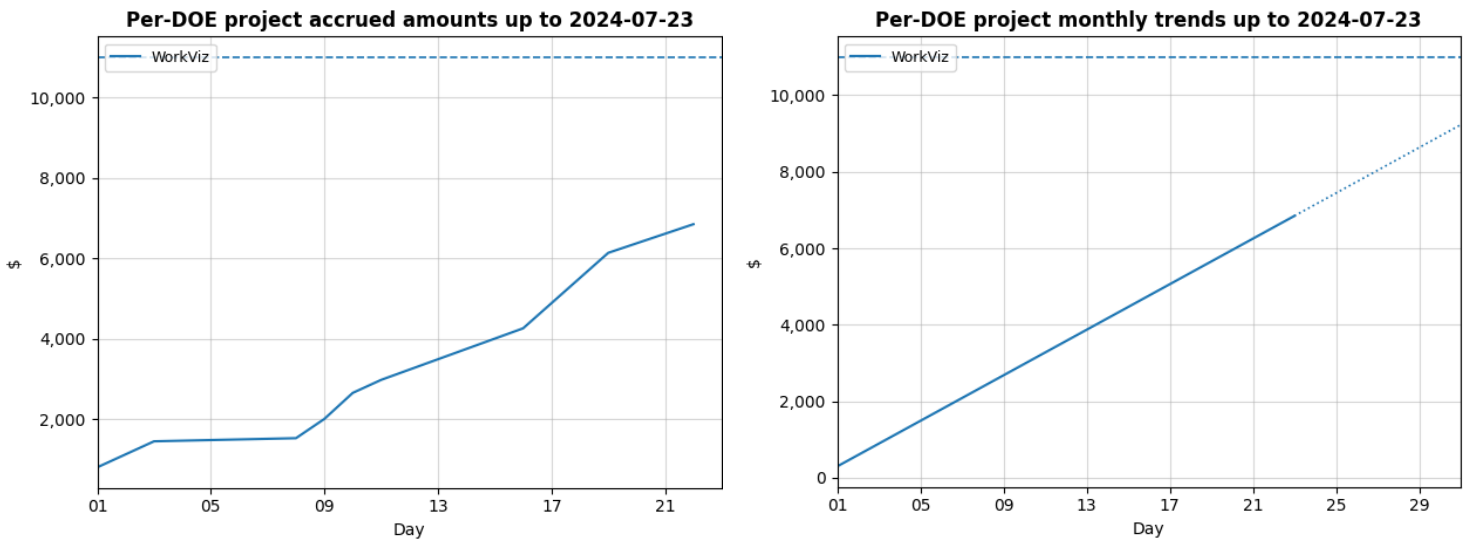


Figure 2.6: Accrued revenue for DOE projects: actual (left) and trends (right); targets are in dashed lines.



## 2.2.5 MIT Projects

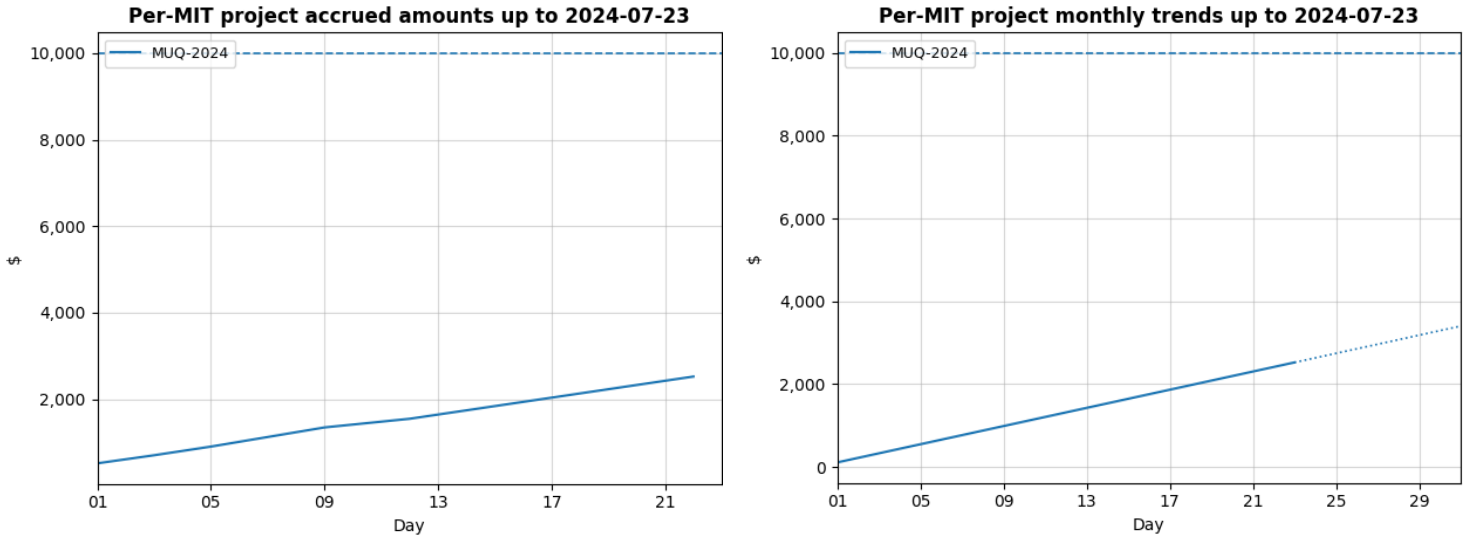


Figure 2.7: Accrued revenue for MIT projects: actual (left) and trends (right); targets are in dashed lines.

## 2.3 Contributors & Projects Summaries

### 2.3.1 Hourly Summaries

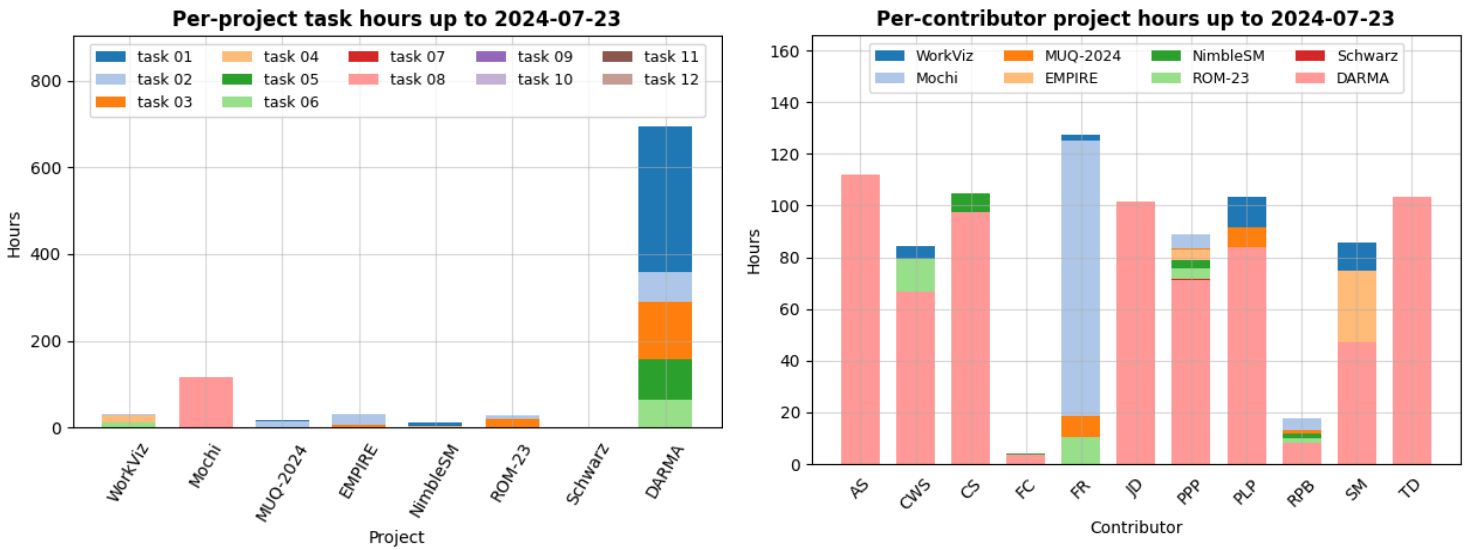


Figure 2.8: Accrued hours: per-project, split by tasks (left) and per-contributor, split by projects (right).

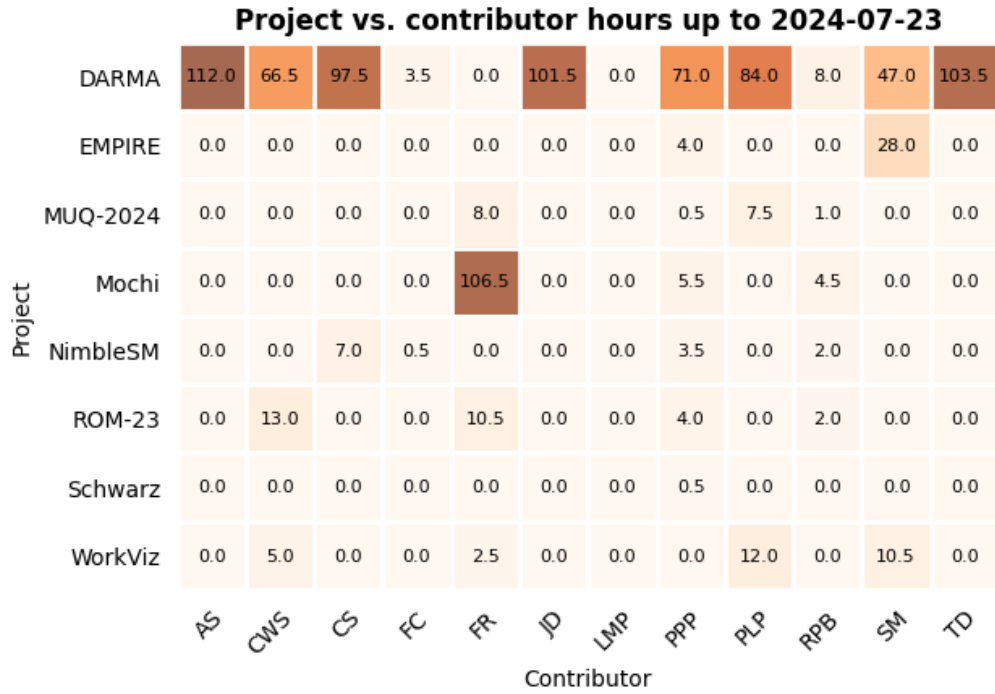


Figure 2.9: Project (vertical axis) vs. contributor (horizontal axis) accrued hours.

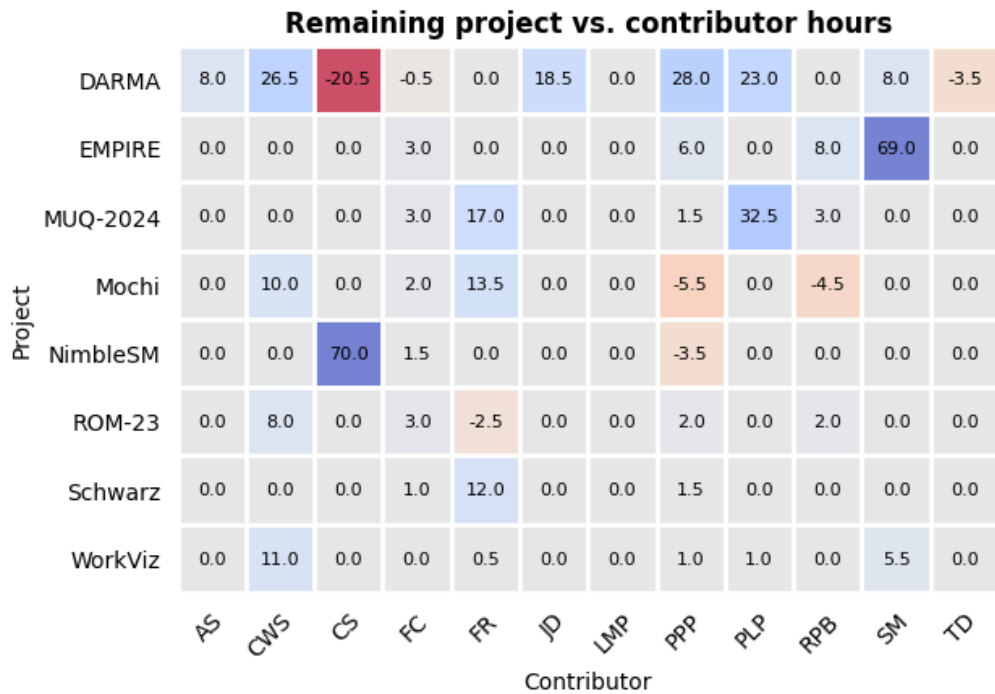


Figure 2.10: Project (vertical axis) vs. contributor (horizontal axis) remaining with respect to assigned hours.

### 2.3.2 Amounts Summaries

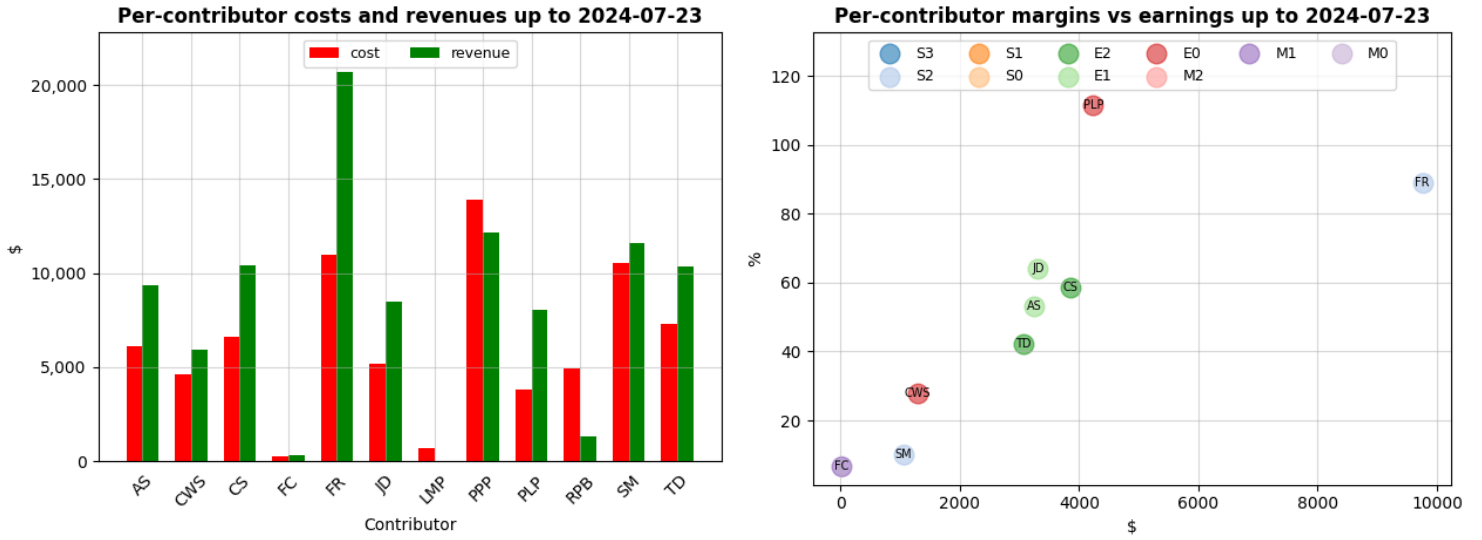


Figure 2.11: Per-contributor accrued costs, revenues (left) and earnings, and margins (right).

### 3. Current Situation

#### 3.1 Active Projects Summary

Project	Initial	Beginning of month: 2024-07-01			Latest date: 2024-07-23		
		used before	remaining	used since	used before	remaining	
NimbleSM	\$155,000.00	\$145,338.51	\$9,661.49	\$1,323.19	\$146,661.70	\$8,338.30	5.4%
ROM-23	\$255,454.74	\$242,760.67	\$12,694.07	\$2,644.33	\$245,405.00	\$10,049.74	3.9%
DARMA	\$499,191.30	\$436,532.87	\$62,658.43	\$62,648.24	\$499,181.11	\$10.18	0.0%
Mochi	\$396,995.00	\$225,695.00	\$171,300.00	\$0.00	\$225,695.00	\$171,300.00	43.1%
Schwarz	\$15,000.00	\$13,366.89	\$1,633.11	\$63.25	\$13,430.15	\$1,569.85	10.5%
EMPIRE	\$99,694.04	\$87,047.36	\$12,646.68	\$3,541.96	\$90,589.32	\$9,104.72	9.1%
WorkViz	\$199,871.00	\$156,153.94	\$43,717.06	\$6,845.82	\$162,999.76	\$36,871.24	18.4%
PhaseShift1	\$5,000.00	\$4,108.64	\$891.36	\$0.00	\$4,108.64	\$891.36	17.8%
MUQ-2024	\$34,963.28	\$12,097.31	\$22,865.97	\$2,525.33	\$14,622.64	\$20,340.64	58.2%
<b>Totals</b>	<b>\$1,661,169.36</b>	<b>\$1,323,101.19</b>	<b>\$338,068.17</b>	<b>\$79,592.14</b>	<b>\$1,402,693.32</b>	<b>\$258,476.04</b>	<b>15.6%</b>

Table 3.1: Initial, used, and remaining budgets for all projects since their respective starts.

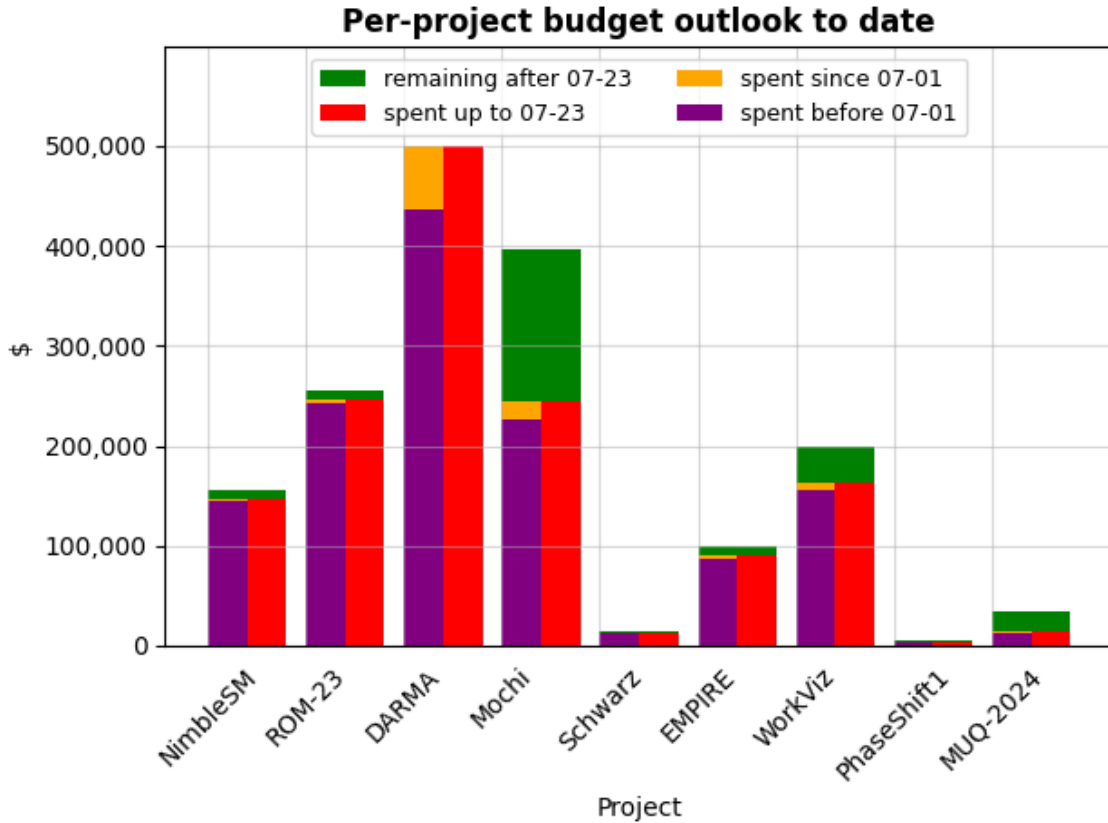


Figure 3.1: Used and remaining budgets for all projects since their respective starts.

## 3.2 Payroll Costs

### 3.2.1 Employees

Employee	Job	Base Salary	Bonus	FICA	401k	Loaded Salary
Caleb W. Schilly	E0	\$5,500.00/m	\$0.00	\$420.75	6.00%	\$6,250.75/m
Francesco Rizzi	S2	\$13,000.00/m	\$0.00	\$994.50	6.00%	\$14,774.50/m
Lorraine M Pebay	I0	\$10.00/h	\$0.00	\$0.77	0.00%	\$10.77/h
Philippe P. Pebay	S3	\$16,500.00/m	\$0.00	\$1,262.25	6.00%	\$18,752.25/m
Pierre L. Pebay	E0	\$4,500.00/m	\$0.00	\$344.25	6.00%	\$5,114.25/m
Raphael P. Bischel	M1	\$5,833.00/m	\$0.00	\$446.22	6.00%	\$6,629.20/m
Sean McGovern	S2	\$12,500.00/m	\$0.00	\$956.25	6.00%	\$14,206.25/m

Table 3.2: Per-employee pay elements for July 2024.

Employee	Loaded Salary	Time	Committed	CTO	Accrued
Caleb W. Schilly	\$6,250.75/m	128.00h	\$6,250.75	8.00h	\$4,878.05
Francesco Rizzi	\$14,774.50/m	137.50h	\$14,774.50	-32.00h	\$8,688.88
Lorraine M Pebay	\$10.77/h	64.00h	\$688.96	-8.00h	\$688.96
Philippe P. Pebay	\$18,752.25/m	136.00h	\$18,752.25	0.00h	\$13,912.96
Pierre L. Pebay	\$5,114.25/m	120.50h	\$5,114.25	-32.00h	\$3,007.69
Raphael P. Bischel	\$6,629.20/m	117.00h	\$6,629.20	-32.00h	\$3,898.64
Sean McGovern	\$14,206.25/m	128.50h	\$14,206.25	-31.50h	\$8,388.84
<b>Total Employees</b>		<b>831.50h</b>	<b>\$66,416.16</b>		<b>\$43,464.02</b>

Table 3.3: Per-employee costs from month start up to 2024-07-23.

### 3.2.2 Contractors

Contractor	Job	Rate	Payment	Time	Accrued
Arek Szczepkowicz	E1	\$51.00/h	transfer	120.00h	\$6,120.00
Cezary Skrzynski	E2	\$63.00/h	transfer	104.50h	\$6,583.50
Flore CavayÃ©	M1	\$34.00/h	transfer	8.00h	\$272.00
Jakub Domagala	E1	\$51.00/h	transfer	101.50h	\$5,176.50
Thomas Dutheillet	E2	\$63.00/h	transfer	115.50h	\$7,276.50
<b>Total Contractors</b>				<b>449.50h</b>	<b>\$25,428.50</b>
Direct Deposits					\$0.00
Wire Transfers					\$25,428.50

Table 3.4: Per-contractor costs from month start up to 2024-07-23 (commitments equal costs for contractors).

### 3.2.3 Requirements

<b>Payment Type</b>	<b>Committed</b>
Direct Deposits	\$66,416.16
Wire Transfers	\$25,428.50
<b>Total Payroll</b>	<b>\$91,844.66</b>

Table 3.5: Summary of payroll requirements from month start up to 2024-07-23.

### 3.3 Global Metrics

Item	2024-07-23 value
capacity	\$92,448.08--\$191,118.71
target	\$105,707.10
accrued	\$79,592.13
accrued-to-target ratio	75.3%

Item	2024-07-31 value
capacity	\$124,603.94--\$257,594.78
target	\$142,474.79
trend	\$107,276.36
trend-to-target ratio	75.3%

Table 3.6: Gross revenue since beginning of month: actual (left) and linear regression trend (right).

Item	2024-07-23 value
target	\$71,943.41
accrued	\$68,892.52
cost-revenue ratio	86.6%

Item	2024-07-31 value
target	\$96,967.20
trend	\$92,855.14
cost revenue ratio	86.6%

Table 3.7: COGS since month start: actual (left) and trend estimated from actual cost revenue ratio (right).

Item	2024-07-23 value
target	\$20,504.67--\$119,175.30
accrued	\$10,699.61
gross margin ratio	13.4%

Item	2024-07-31 value
target	\$27,636.74--\$160,627.58
trend	\$14,421.22
gross margin ratio	13.4%

Table 3.8: Gross earnings since month start: actual (left) and trend estimated from revenue and COGS trends (right).

## 4. Year-on-Year Comparisons

### 4.1 Invoiced Amounts

Year	Yearly Total	01–06		Y.o.Y.
		Total	Monthly	
2017	\$131,454.93	\$56,597.80	\$9,432.97	
2018	\$507,834.61	\$185,115.60	\$30,852.60	+227.1%
2019	\$921,301.22	\$442,897.23	\$73,816.21	+139.3%
2020	\$1,468,015.01	\$554,941.50	\$92,490.25	+25.3%
2021	\$1,540,567.77	\$707,911.96	\$117,985.33	+27.6%
2022	\$1,915,318.07	\$940,902.12	\$156,817.02	+32.9%
2023	\$1,614,175.15	\$838,320.19	\$139,720.03	-10.9%
2024	\$671,417.53	\$671,417.53	\$111,902.92	-19.9%

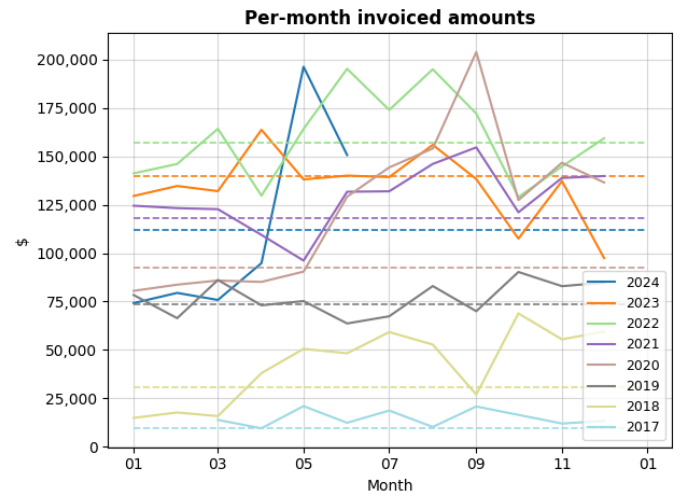


Figure 4.1: Invoiced amounts over the past 8 years: yearly totals, same-period totals and monthly averages, and year-on-year variations of the latter (left); month-on-month plots with dashed same-period monthly averages (right).