

PERFICIENT INC
Form 10QSB
May 14, 2004

U.S. SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, DC 20549

Form 10-QSB

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**Quarterly report under Section 13 or 15(d) of the Securities
Exchange Act of 1934**

For the quarterly Period Ended March 31, 2004

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Transition report under Section 13 or 15(d) of the Exchange Act

Commission file number 001-15169

Perficient, Inc.

(exact name of small business issuer as specified in its charter)

Delaware

(state or other jurisdiction
of incorporation or organization)

74-2853258

(I.R.S. employer
identification no.)

**1120 South Capital of Texas Highway, Suite 220, Bldg. 3
Austin, TX 78746**

(address of principal executive offices)

(512) 531-6000

(Issuer's telephone number)

None

(former name, former address and former fiscal year, if changed since last report)

Check whether the issuer (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days:

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(1) Yes No

(2) Yes No

The number of shares of the Issuer's Common Stock outstanding as of March 31, 2004 was 15,213,816.

Transitional Small Business Disclosure Format: Yes No

PERFICIENT, INC.

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FOR QUARTERLY PERIOD ENDED MARCH 31, 2004

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PART I. CONDENSED CONSOLIDATED FINANCIAL INFORMATION**Item 1. Financial Statements****Perficient, Inc.****Condensed Consolidated Balance Sheets**

	December 31, 2003	March 31, 2004 (unaudited)
ASSETS		
Current assets:		
Cash	\$ 1,989,395	\$ 4,075,929
Accounts receivable, net	5,534,607	6,673,514
Other current assets	297,058	324,203
Total current assets	7,821,060	11,073,646
Property and equipment, net	699,145	619,964
Intangible assets, net	11,693,834	11,643,834
Other noncurrent assets	45,944	46,066
Total assets	\$ 20,259,983	\$ 23,383,510
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 129,895	\$ 372,319
Other current liabilities	3,310,872	3,315,592
Current portion of note payable to related party	366,920	310,559
Total current liabilities	3,807,687	3,998,470
Note payable to related party, net of current portion	436,258	444,490
Total liabilities	4,243,945	4,442,960
Stockholders' equity:		
Common stock	14,033	15,213
Additional paid-in capital	76,315,780	78,618,401
Deferred stock compensation	(26,623)	(14,154)
Accumulated other comprehensive loss	(51,830)	(64,106)
Accumulated deficit	(60,235,322)	(59,614,804)
Total stockholders' equity	16,016,038	18,940,550
Total liabilities and stockholders' equity	\$ 20,259,983	\$ 23,383,510

See accompanying notes to interim unaudited condensed consolidated financial statements.

Perficient, Inc.

Condensed Consolidated Statements of Operations

(unaudited)

	Three Months Ended March 31,	
	2003	2004
Revenue		
Services	\$ 5,745,310	\$ 6,663,786
Software	1,397,835	1,330,476
Reimbursable expenses	462,592	378,165
Total revenue	7,605,737	8,372,427
Cost of revenue		
Project personnel costs	3,206,273	3,695,143
Software costs	1,196,750	1,153,353
Reimbursable expenses	462,592	378,165
Other project related expenses	73,196	110,273
Total cost of revenue	4,938,811	5,336,934
Gross margin	2,666,926	3,035,493
Selling, general and administrative	1,962,226	1,840,203
Stock compensation	41,869	12,468
Depreciation	201,162	101,122
Amortization of intangibles	337,500	50,001
Total operating expense	2,542,757	2,003,794
Income from operations	124,169	1,031,699
Interest income	1,004	98
Interest expense	(74,588)	(14,371)
Other	(5,965)	2,092
Income before income taxes	44,620	1,019,518
Provision for income taxes	130,000	399,000
Net income (loss)	\$ (85,380)	\$ 620,518
Accretion of dividends on preferred stock	(46,830)	
Net income (loss) available to common stockholders	(132,210)	620,518
Basic net income (loss) per share	(0.01)	