

QUARTERLY PERFORMANCE REPORT

NovaTech Solutions - Q4 2024

Report Date: January 15, 2025

EXECUTIVE SUMMARY

In Q4 2024, NovaTech Solutions experienced robust growth driven by increased demand for its cloud computing services. Revenue surged compared to the previous quarter, reflecting successful client acquisitions and expanded service offerings.

KPI DASHBOARD

Revenue	\$15.4M
Revenue vs Budget	+5%
EBITDA	\$4.1M
EBITDA Margin	26.6%
Cash Position	\$12.8M
Headcount	120

QUARTERLY COMPARISON

Metric	Current	Prior Quarter	YoY Change
Revenue	\$15.4M	\$14.2M	+20%
EBITDA	\$4.1M	\$3.7M	+15%
Gross Margin	60%	58%	+2%
Customer Count	3,250	3,000	+10%

OPERATIONAL HIGHLIGHTS

- Launched a new AI-driven analytics platform that attracted significant client interest.
- Achieved record customer satisfaction scores.

CHALLENGES & CONCERNS

- Encountered delays in product rollout due to supply chain disruptions.
- Completed strategic partnership negotiations.

OUTLOOK

For Q1 2025, we expect continued growth as we capitalize on new customer acquisitions and enhance service offerings. Focus will be on addressing supply chain issues and increasing marketing efforts.

ACTION ITEMS

Item	Owner	Due Date
Develop a revised product rollout schedule to mitigate delays	Alice Johnson	February 15, 2025
Initiate a competitive analysis project	Mark Thompson	March 1, 2025