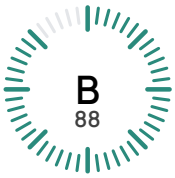
PREPARED FOR

Energy software business, 1,000+ accounts



Submitted date 30 Oct 2026 1,000+ accounts

Read this report online

Unified Foundation — 86 B

- Bookings with no product or no owner — CP-05
- The words in the definitions were written down — CP-07
- Enough history to follow a customer — CP-01
  12 months or more gives a buyer enough history to trust the trends.
- Months where the whole book went quiet — CP-02
- A customer goes quiet without a churn mark — CP-03

6 more

Audit-Grade Accuracy — 88 B

- The bridge and the KPI table agree — CR-08
- Product and segment totals add up — CR-09
- Duplicate dollars that break the tie — CR-10
- The bridge foots on its own — CR-01
- Customer detail matches the bridge ending — CR-02

6 more

Cohort-Centric — 100 A+

- Customers have a start date — CO-01
- The start date matches the first revenue month — CO-02
- Too many customers share one start month — CO-03
- A returning customer kept the same key — CO-04
- Contract end dates exist and fall after the start — CO-05

2 more

Multi-Dimensional — 77 C+

- One owner does not hold the book — SG-06
  One owner under 15% of the book, and unassigned under 2%.
- Those tags actually cover the book — SG-02
- The same idea is spelled one way — SG-04
- The cuts a buyer expects are present — SG-01
- A tag is a category, not free text — SG-03

2 more

Anomalies — 95 A-

A sentence in the talking points does not match the file	AN-09
Duplicate rows	AN-06
One customer spikes for a month and reverts	AN-01
A customer drops to zero and comes back unmarked	AN-02
One month moves the whole book	AN-03

5 more

What this file says

The core numbers hold together. Your customer rows add up exactly to the annual recurring revenue you report in every reported period. Your bridge rebuilds from those same rows with nothing left unexplained. A buyer checks this first, and it passes.

The grade is B (overall 89) at detail level 3. Two pillars pull it down: Multi-Dimensional Insights and Unified, Finance-Approved Foundation. Both have the same cause: a large block of revenue has no owner.

A buyer will ask these first:

- Who owns the 24.5% of annual recurring revenue that has no owner?
- What happens to the revenue held by the largest owner, and who covers the accounts with no owner?
- Why do the KPI table and the bridge disagree on churn?

Three months moved more than the rest, and a buyer will ask what happened in each:

- January 2025: $24.9M (6.3%)
- January 2024: $20.2M (7.1%)
- March 2023: $10.5M (5.4%)

In each of these months, a single account led the move. A short note on each month will answer the question before it comes up.

What to do first

These changes would move your grade the most, in order.

- Assign an owner to $108.5M of ARR. 1,127 active accounts have no owner. The largest owner holds 25.8% of ARR. Parent is the tag field with the least coverage. Owner coverage drives two checks in Multi-Dimensional Insights: how well your tags cover the book, and whether one owner holds too much of it. Cited as CP-05. This would lift your Multi-Dimensional Insights score toward a B.
- Remove 6 duplicate rows. We found 6 duplicate rows, and they are the same 6 rows that show up as problems elsewhere in this report. Cited as AN-06. This would lift your Anomalies and Audit-Grade Accuracy scores together.
- Restate the KPI table from the bridge. Your KPI table reports churn below 1% for both 2024 and 2025. The bridge implies 4.3% for 2024 and 6.34% for 2025. Either restate the table, or add one line that defines how you measure churn. Cited as AN-09. This would lift your Audit-Grade Accuracy score

toward a B.
- Add a definitions tab. Write one line each for ARR, NRR, GRR, churn, new, expansion, reactivation and cohort. With definitions in place, someone else can reproduce your KPI table. Cited as CP-07. This also lets us check your definitions, and it moves you closer to diligence-ready.
- Clean up spelling in 2 tag fields. In segment and status, the same value appears with different capitals or extra spaces. One cleanup pass fixes both. Cited as SG-04. This would lift your Multi-Dimensional Insights score by a letter.

Where the grade comes from

We read 2 files, 8 sheets and 400,912 data rows. They cover January 2023 through December 2025, which is 36 months. Your form said 1,000 to 10,000 customers, and the file bills 5,000 accounts. Your form said $150,000,000 to $500,000,000 of ARR, and the file shows $442.2M in its last month.

We ran 40 of 42 checks. The 2 we could not run are listed further down.

- Unified, Finance-Approved Foundation: 86.5 (B)
- Audit-Grade Accuracy: 88.4 (B)
- Cohort-Centric Design: 100 (A+)
- Multi-Dimensional Insights: 77.5 (C+)
- Anomalies: 95.4 (A-)

Each check

Below are the checks that found something, grouped by pillar. Each check has a short code. Use it only if you want to look the check up.

Unified, Finance-Approved Foundation

Bookings with no product or no owner

Cited as CP-05.

Buyers cut the book by product and by owner, so blanks get in the way. 1,127 accounts have no owner, which is 24.5% of your latest revenue, or $108.5M. A buyer will ask who covers those accounts.

Next step. Assign a product and an owner to the revenue that has none before your next export.

The words in the definitions were written down

Cited as CP-07.

We looked for standard terms such as ARR, NRR and churn in your definitions. We found 5 of the 9 we expect. The missing ones are MRR, GRR, new and reactivation. We check only that the definitions are written down, not that they match your numbers. A buyer will ask where the written definitions are for the metrics your summary reports.

Next step. Write a short definition for each headline metric your summary uses, so a buyer reads

the same meaning you do.

Came through clean: Enough history to follow a customer (CP-01); Months where the whole book went quiet (CP-02); A customer goes quiet without a churn mark (CP-03); Billing rows with revenue and no customer identity (CP-04); the product side of Bookings with no product or no owner (CP-05); The product file covers the same months as billing (CP-06); Billed customers appear on the customer list (CP-08); One account, one key (CP-10).

Audit-Grade Accuracy

The bridge and the KPI table agree

Cited as CR-08.

We worked out churn and net retention from your bridge and compared them with your KPI table. Of the 6 figures we tested, 2 disagree. Both are churn, one for each recent year. A buyer will ask why the KPI table and the bridge disagree on churn.

Next step. Make the KPI table match what the bridge implies, or show the definition that explains the difference.

Product and segment totals add up

Cited as CR-09.

We added up the product and segment rows in your summary. Then we compared that sum with the summary total and with ending ARR. In 1 period, the rows do not add up to the total shown. A buyer will ask which figure is right for that year.

Next step. Make the product and segment subtotals add up to the summary and to ending ARR.

Came through clean: The bridge foots on its own (CR-01); Customer detail matches the bridge ending (CR-02); Movements rebuild from the customer rows (CR-03); Product lines tie to billing (CR-04); The amount matches the status word (CR-05); Statuses tell a legal story over time (CR-06); Headline KPIs can be reproduced (CR-07); Duplicate dollars that break the tie (CR-10).

Cohort-Centric Design

Every check in this pillar came through clean: Customers have a start date (CO-01); The start date matches the first revenue month (CO-02); Too many customers share one start month (CO-03); A returning customer kept the same key (CO-04); Contract end dates exist and fall after the start (CO-05); Retention looks earned, not just unexpired (CO-06); A trailing year has a year of history behind it (CO-07).

Multi-Dimensional Insights

One owner does not hold the book

Cited as SG-06.

We measured how much of your latest revenue sits with the largest owner, and how much has no owner. The book is spread across 3 owners. The largest holds $113.9M, which is 25.8%. Almost as much again has no owner at all. A buyer will ask what happens to the revenue held by the largest owner, and who covers

the accounts with no owner.

Next step. Reassign the largest concentrations and fill in the missing owners, so the book does not depend on one person.

Those tags actually cover the book

Cited as SG-02.

For each tag, we measured how much of your latest revenue sits on accounts that have a real value. Across your 6 tags, average coverage is 79.2%. Parent and owner are the gaps. A buyer will ask why so many accounts are missing tag values, and which ones matter most.

Next step. Fill in the blank tags on the accounts that carry the most revenue, starting with product and owner.

The same idea is spelled one way

Cited as SG-04.

We grouped tag values that are the same once capitals and spaces are ignored. Two fields, segment and status, carry more than one spelling of the same value. A buyer will ask which spellings can be merged.

Next step. Pick one spelling for each category and use it throughout the file.

Came through clean: The cuts a buyer expects are present (SG-01); A tag is a category, not free text (SG-03); Parent accounts are used (SG-05).

Anomalies

Duplicate rows

Cited as AN-06.

We counted duplicate billing rows, product rows and customer rows. We found 6 duplicate rows carrying $832K. 5 of them sit in the revenue rows. A buyer will ask why there are duplicate rows in the file.

Next step. Remove the duplicates, so there is one record per account and month.

A sentence in the talking points does not match the file

Cited as AN-09.

We tested the numbers quoted in your talking points against figures we can produce from the file. Of the 4 we tested, we could not reproduce 1, the churn rate. A buyer will ask which talking points the customer rows can actually back up.

Next step. Rewrite or remove the sentences that the customer rows cannot back up.

Came through clean: One customer spikes for a month and reverts (AN-01); A customer drops to zero and comes back unmarked (AN-02); One month moves the whole book (AN-03); Amounts do not match the file's own format (AN-05); The book sits in a few customers (AN-07); Prices did not move where an escalator was promised (AN-08).

What we could not check

- A new product line copies a price the account already had (AN-04). No month moved the whole book enough to test this.
- Tags stay stable over the year (SG-07). Your file stores one tag per account, not one per month, so we cannot see whether tags changed.

How this was graded

Each pillar counts toward the grade by a set weight: Unified, Finance-Approved Foundation 30%, Audit-Grade Accuracy 25%, Cohort-Centric Design 15%, Multi-Dimensional Insights 15%, Anomalies 15%. The letter bands are A 93 or above, B 80 or above, C 60 or above and D 45 or above.

We read your bridge as monthly amounts added up. Rules version e1ed077ee33b.

Readiness:

- Decision-ready: not yet
- Diligence-ready: no
- AI-ready: yes

The two unowned-revenue findings hold back decision and diligence readiness. The grade comes from the five pillar scores. Readiness is a separate test and does not change the grade.

Next step

The Strategic Revenue Intelligence Assessment walks through these findings with a FinQore analyst. It shows what a decision-ready and diligence-ready revenue file looks like for your business.

Your files are retained in FinQore infrastructure for the stated retention period and deleted on request.