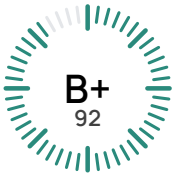
PREPARED FOR

Restaurant technology business, 100–1,000 accounts



Submitted date 30 Oct 2026 100–1,000 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 — 100 A+

- 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 account totals — CR-04
- The amount matches the status word — CR-05

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 — 100 A+

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	
A new product line copies a price the account already had Mirrored prices on under 10% of the accounts that gained a product.	AN-04	**Not checked**
Odd or negative amounts	AN-05	

5 more

What this file says

The most important result first: your customer rows add up to the annual recurring revenue you report, exactly, in every reported period. The year's movements also rebuild from those same rows with nothing left unexplained. A buyer can start from your detail and land on your totals.

From December 2024 to December 2025, annual recurring revenue went from $9.2M to $11.0M. New customers added $2.2M, expansion added $436K, and churn was -$769K. Logo churn was 4.7%, GRR was 95.8% and NRR was 100.4%.

The grade is B+ (overall 92.6) at detail level 3. Ownership holds it back. 20.8% of annual recurring revenue has no owner, and a buyer will notice that quickly. Expect two questions early in any review:

- Who owns the 20.8% of annual recurring revenue with no owner?
- What happens to the revenue held by the largest owner, and who covers the accounts with no owner?

A buyer will also look at your three largest monthly moves: January 2025 at $668K (7.3%), March 2025 at $575K (5.6%), and January 2024 at $528K (7.7%). One account led each of these moves.

What to do first

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

- Assign an owner to $2.3M of ARR. 42 active accounts have no owner, and the largest owner holds 30.3% of ARR. The parent field is the least-covered tag. Filling in owners fixes two things a buyer checks: 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.
- Add a definitions tab. Write one line each for ARR, NRR, GRR, churn, new, expansion, reactivation and cohort. With written definitions, anyone can rebuild your KPI table and get the same answers. Cited as CP-07. This lets us check your definitions and moves you closer to diligence-ready.
- Clean up 2 tag fields. Two fields hold the same value spelled different ways, with different capitals or extra spaces. One cleanup pass fixes this. Cited as SG-04. This would lift your Multi-Dimensional Insights score by a letter.
- Send the inputs we could not check. Add the tables listed under "What we could not check" so every check can run. More of your file gets graded and less is assumed.
- Re-grade after each month-end close. A monthly re-grade catches broken ties, duplicates and

status drift before they reach the board pack. This protects your Audit-Grade Accuracy score.

Where the grade comes from

We read 2 files, 8 sheets and 14,563 data rows, covering January 2023 through December 2025 (36 months). Your form said 100 to 1,000 customers, and the file billed 220 accounts. Your form said 5,000,000 to 20,000,000 ARR, and the file's ARR in its last month is $11.0M.

We ran 40 of 42 checks. We could not run 2, and they are listed below.

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

Three of the five pillars came through clean. Everything below relates to ownership, tags and written definitions.

Each check

This section covers each check that found something, grouped by pillar. The short code is a citation, in case you want to look the check up.

Unified, Finance-Approved Foundation

Bookings with no product or no owner

Cited as CP-05 (owner side).

We checked how much of your latest revenue has no product and how much has no owner. Buyers cut the book by product and by owner, so blank fields get in the way.

Every account in this file has a product. Ownership is the gap: 42 accounts have no owner. Together they carry $2.3M of unassigned revenue, which is 20.8% of your latest revenue. A buyer will ask who owns the 20.8% of annual recurring revenue with no owner.

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 the standard terms, such as ARR, NRR and churn, in your definitions. We checked that they are written down, not that they match your numbers.

You define 5 of the 9 terms we look for. ARR, NRR, churn, expansion and cohort are written down. MRR, GRR, new and reactivation are not. A buyer will ask: where are the written definitions 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.

These checks 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); Bookings with no product or no owner, product side (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

Every check in this pillar 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); 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).

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.

Your revenue is spread across 3 owners. The largest holds $3.3M, which is 30.3% of your latest revenue. 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 the 6 tags in your file, coverage averages 79.9%. The parent field is the least covered, and owner is the other gap. 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, and counted how many spellings each one has.

Your segment and status tags, 2 in all, hold more than one spelling of the same value. A buyer filtering on either one could miss accounts. A buyer will ask which spellings of the same category can be merged.

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

These checks 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

Every check in this pillar 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); Duplicate rows (AN-06); The book sits in a few customers (AN-07); Prices did not move where an escalator was promised (AN-08); A sentence in the talking points does not match the file (AN-09).

What we could not check

- A new product line copies a price the account already had (AN-04). We did not run this check. It only applies in a month that moved the whole book, and your file has no such month.
- Tags stay stable over the year (SG-07). We did not run this check. Your file stores one tag per account instead of one per month, so we cannot see whether tags changed over time. Exporting each tag as of each month would let this check run.

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, D 45 or above.

We read your monthly figures as amounts that add up over time. Rules version e1ed077ee33b.

On readiness, the file is AI-ready, but it is not yet decision-ready or diligence-ready. The letter comes from the five pillar scores. Readiness is a separate test and does not change the letter. The open ownership gaps are what keep this file from being decision-ready today.

Next step

The Strategic Revenue Intelligence Assessment walks through these findings with a FinQore analyst. It

also shows what a decision-ready and diligence-ready cube looks like for your business.

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