

Board Report

March 2026

Prepared automatically with RusDox

ARR \$18.7M	NRR 117%	Cash Runway 24 mo
-----------------------	--------------------	-----------------------------

Page two starts with a forced page break to simulate a proper leadership packet.

Board Narrative

The company entered the quarter with stronger retention than forecast, a healthier sales mix, and lower infrastructure variance. The major concern remains hiring compression in customer operations and security review lead time for larger deals.

Management recommends holding the current burn posture, leaning further into enterprise expansion, and continuing to delay lower-signal speculative projects until activation efficiency stabilizes.

Board-Level Scorecard

Category	Current	Status	Board Note
ARR	\$18.7M	Strong	Expansion revenue now carries 44% of net new ARR.
Net Revenue Retention	117%	Strong	Churn held below forecast and large accounts expanded earlier than expected.
Security review cycle time	31 days	Watch	Cycle time is manageable but still gating two seven-figure opportunities.
Support leadership hiring	1 open role	Risk	Backfill delay puts pressure on response-time targets for the next quarter.

Capital Allocation

Bucket	Investment	Expected Outcome
Core product	\$1.2M	Accelerate analytics adoption and improve expansion leverage.
Security and compliance	\$420k	Shorten procurement cycles and reduce late-stage deal risk.
Customer operations	\$310k	Protect response SLAs and absorb enterprise account growth.