

INFORMATION ANALYSIS INC  
Form 10-Q  
August 16, 2010  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**  
**Form 10-Q**

(Mark One)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**  
For the quarterly period ended June 30, 2010

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**  
For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 0-22405

**Information Analysis Incorporated**

(Exact Name of Registrant as Specified in Its Charter)

**Virginia**  
(State or other jurisdiction of  
incorporation or organization)

**54-1167364**  
(I.R.S. Employer  
Identification No.)

**11240 Waples Mill Road**

**Suite 201**

**Fairfax, Virginia 22030**

**(703) 383-3000**

(Address including zip code, and telephone number, including area code, of principal executive offices)

**Not applicable**

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

## Edgar Filing: INFORMATION ANALYSIS INC - Form 10-Q

Indicate by check mark whether the registrant (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. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company   
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of August 13, 2010, 11,196,760 shares of common stock, par value \$0.01 per share, of the registrant were outstanding.

**Table of Contents**

**Information Analysis Incorporated**

Second Quarter 2010 Report on Form 10-Q

**INFORMATION ANALYSIS INCORPORATED**

**FORM 10-Q**

Index

	<b>Page Number</b>
<b>PART I. <u>FINANCIAL INFORMATION</u></b>	
Item 1. <u>Financial Statements (unaudited)</u>	
<u>Balance Sheets as of June 30, 2010 and December 31, 2009</u>	2
<u>Statements of Operations and Comprehensive Income for the three months ended June 30, 2010 and June 30, 2009</u>	3
<u>Statements of Operations and Comprehensive Income for the six months ended June 30, 2010 and June 30, 2009</u>	4
<u>Statements of Cash Flows for the six months ended June 30, 2010 and June 30, 2009</u>	5
<u>Notes to Unaudited Financial Statements</u>	6
Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	12
Item 4T. <u>Controls and Procedures</u>	14
<b>PART II. <u>OTHER INFORMATION</u></b>	
Item 1A. <u>Risk Factors</u>	14
Item 5. <u>Other Information</u>	15
Item 6. <u>Exhibits</u>	15
<u>SIGNATURES</u>	15

**Table of Contents**

Information Analysis Incorporated

Second Quarter 2010 Report on Form 10-Q

**INFORMATION ANALYSIS INCORPORATED****BALANCE SHEETS**

(Unaudited)

	June 30, 2010	December 31, 2009
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 1,932,085	\$ 1,478,504
Accounts receivable, net	850,184	940,206
Prepaid expenses	539,442	688,914
Total current assets	3,321,711	3,107,624
Fixed assets, net	38,449	36,434
Other assets	6,281	6,281
Total assets	\$ 3,366,441	\$ 3,150,339
<b>LIABILITIES &amp; STOCKHOLDERS EQUITY</b>		
Current liabilities:		
Accounts payable	\$ 63,278	\$ 89,560
Deferred revenue	679,606	779,367
Other accrued liabilities	466,598	306,910
Accrued payroll and related liabilities	246,358	254,918
Total current liabilities	1,455,840	1,430,755
Stockholders' equity:		
Common stock, par value \$0.01, 30,000,000 shares authorized; 12,839,376 shares issued, 11,196,760 outstanding	128,393	128,393
Additional paid-in capital	14,562,191	14,553,386
Accumulated deficit	(11,849,772)	(12,031,984)
Treasury stock, 1,642,616 shares at cost	(930,211)	(930,211)
Total stockholders' equity	1,910,601	1,719,584
Total liabilities and stockholders' equity	\$ 3,366,441	\$ 3,150,339

*The accompanying notes are an integral part of the financial statements*

**Table of Contents**

Information Analysis Incorporated

Second Quarter 2010 Report on Form 10-Q

**INFORMATION ANALYSIS INCORPORATED****STATEMENTS OF OPERATIONS****AND COMPREHENSIVE INCOME**

(Unaudited)

	<b>For the three months ended June 30,</b>	
	<b>2010</b>	<b>2009</b>
Sales		
Professional fees	\$ 1,114,762	\$ 1,198,233
Software sales	573,108	206,257
Total sales	1,687,870	1,404,490
Cost of sales		
Cost of professional fees	665,004	748,331
Cost of software sales	460,295	152,188
Total cost of sales	1,125,299	900,519
Gross profit	562,571	503,971
Selling, general and administrative expenses	486,544	500,354
Income from operations	76,027	3,617
Other income, net	2,418	2,365
Income before provision for income taxes	78,445	5,982
Provision for income taxes		
Net income	\$ 78,445	\$ 5,982
Earnings per common share:		
Basic:	\$ 0.01	\$ 0.00
Diluted:	\$ 0.01	\$ 0.00
Weighted average common shares outstanding:		
Basic	11,196,760	11,196,760
Diluted	11,222,863	11,207,620

*The accompanying notes are an integral part of the financial statements*

**Table of Contents**

Information Analysis Incorporated

Second Quarter 2010 Report on Form 10-Q

**INFORMATION ANALYSIS INCORPORATED****STATEMENTS OF OPERATIONS****AND COMPREHENSIVE INCOME**

(Unaudited)

	For the six months ended June 30,	
	2010	2009
Sales		
Professional fees	\$ 2,627,981	\$ 2,299,236
Software sales	1,075,456	499,705
Total sales	3,703,437	2,798,941
Cost of sales		
Cost of professional fees	1,455,525	1,544,237
Cost of software sales	882,148	350,300
Total cost of sales	2,337,673	1,894,537
Gross profit	1,365,764	904,404
Selling, general and administrative expenses	1,188,276	967,381
Income (loss) from operations	177,488	(62,977)
Other income, net	4,724	6,615
Income (loss) before provision for income taxes	182,212	(56,362)
Provision for income taxes		
Net income (loss)	\$ 182,212	\$ (56,362)
Earnings (loss) per common share:		
Basic:	\$ 0.02	\$ (0.01)
Diluted:	\$ 0.02	\$ (0.01)
Weighted average common shares outstanding:		
Basic	11,196,760	11,196,760
Diluted	11,215,187	11,196,760

*The accompanying notes are an integral part of the financial statements*

**Table of Contents**

Information Analysis Incorporated

Second Quarter 2010 Report on Form 10-Q

**INFORMATION ANALYSIS INCORPORATED****STATEMENTS OF CASH FLOWS**

(Unaudited)

	<b>For the six months ended June 30,</b>	
	<b>2010</b>	<b>2009</b>
<b>Cash flows from operating activities:</b>		
Net income (loss)	\$ 182,212	\$ (56,362)
<b>Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:</b>		
Stock option compensation	8,805	2,035
Depreciation and amortization	12,027	16,740
Changes in operating assets and liabilities		
Accounts receivable	90,022	120,081
Other assets and prepaid expenses	149,472	282,822
Accounts payable and accrued expenses	124,846	(563,603)
Income taxes payable		(1,971)
Deferred revenue	(99,761)	(385,199)
 Net cash provided by (used in) operating activities	 467,623	 (585,457)
<b>Cash flows from investing activities:</b>		
Acquisition of furniture and equipment	(14,042)	(6,331)
 Net cash used in investing activities	 (14,042)	 (6,331)
 Net increase (decrease) in cash and cash equivalents	 453,581	 (591,788)
Cash and cash equivalents, beginning of the period	1,478,504	1,549,335
 Cash and cash equivalents, end of the period	 \$ 1,932,085	 \$ 957,547
<b>Supplemental cash flow Information</b>		
Interest paid	\$	\$

*The accompanying notes are an integral part of the financial statements*

---

**Table of Contents**

**Information Analysis Incorporated**  
**PART I**

Second Quarter 2010 Report on Form 10-Q

**Item 1. Financial Statements.**

**INFORMATION ANALYSIS INCORPORATED**

**NOTES TO FINANCIAL STATEMENTS**

**1. Basis of Presentation**

The accompanying unaudited financial statements have been prepared in conformity with generally accepted accounting principles ( GAAP ) for interim financial information and with the instructions for Form 10-Q and Article 8-03 of Regulation S-X. Accordingly, certain information and footnote disclosures normally included in financial statements prepared in accordance with GAAP have been condensed or omitted pursuant to the rules and regulations of the Securities Exchange Commission. In the opinion of management, the unaudited financial statements include all adjustments necessary (which are of a normal and recurring nature) for the fair and not misleading presentation of the results of the interim periods presented. These unaudited financial statements should be read in conjunction with our audited financial statements for the year ended December 31, 2009 included in the Annual Report on Form 10-K filed by the Company with the Securities and Exchange Commission on March 31, 2010. The results of operations for any interim period are not necessarily indicative of the results of operations for any other interim period or for a full fiscal year.

**2. Summary of Significant Accounting Policies**

**Operations**

Information Analysis Incorporated (the Company ) was incorporated under the laws of the Commonwealth of Virginia in 1979 to develop and market computer applications software systems, programming services, and related software products and automation systems. The Company provides services to customers throughout the United States, with a concentration in the Washington, D.C. metropolitan area.

**Revenue Recognition**

Generally the Company recognizes revenue when a contract has been executed, the contract price is fixed and determinable, delivery of services or products has occurred, and collectability of the contract price is considered probable and can be reasonably estimated. Revenue is earned under time and materials and fixed price contracts. For sales of third party software products, revenue is recognized upon delivery.

Revenue on time and materials contracts is recognized based on direct labor hours expended at contract billing rates and adding other billable direct costs.

For fixed price contracts that are based on unit pricing, the Company recognizes revenue for the number of units delivered in proportion to total expected units to be delivered in any given reporting period.

For fixed price contracts in which the Company is paid a specific amount to be available to provide a particular service for a stated period of time, revenue is recognized ratably over the service period. The Company applies this method of revenue recognition to sales of maintenance contracts on third party software sales, as on Adobe and Micro Focus software, for which the Company is responsible for first line support to the customer and for serving as a liaison between the customer and the third party maintenance provider for issues the Company is unable to resolve.

The Company engages in fixed price contracts with the U.S. Government involving the complex delivery of technology products and services. Accordingly, these contracts are within the scope of the American Institute of Certified Public Accountants Audit and Accounting Guide for Audits of Federal Government Contractors. To the extent contracts are incomplete at the end of an accounting period, revenue is recognized on the percentage-of-completion method, on a proportional performance basis, using costs incurred in relation to total estimated costs.



## Edgar Filing: INFORMATION ANALYSIS INC - Form 10-Q

Sales of third party software products such as Adobe and Micro Focus products are reported on a gross basis with the Company as a principal under authoritative guidance issued by the Financial Accounting Standards Board (the FASB ). This determination was based on the following: 1) the Company has inventory risk as suppliers are not obligated to accept returns, 2) the Company has reasonable latitude, within economic constraints, in establishing price, 3) the Company, in its marketing efforts, frequently aids the customer in determining product specifications, 4) the Company has physical loss inventory risk as title transfers at the shipping point, 5) the Company bears full credit risk, and 6) the amount the Company earns in the transaction is neither a fixed dollar amount nor a fixed percentage.

---

**Table of Contents****Information Analysis Incorporated**

Second Quarter 2010 Report on Form 10-Q

**2. Summary of Significant Accounting Policies (continued)**

The Company's contracts with agencies of the government are subject to periodic funding by the respective contracting agency. Funding for a contract may be provided in full at inception of the contract or ratably throughout the contract as the services are provided. In evaluating the probability of funding for purposes of assessing collectability of the contract price, the Company considers its previous experiences with its customers, communications with its customers regarding funding status, and the Company's knowledge of available funding for the contract or program. If funding is not assessed as probable, revenue recognition is deferred until realization is deemed probable.

Payments received in advance of services performed are recorded and reported as deferred revenue. Services performed prior to invoicing customers are recorded as unbilled accounts receivable and are presented on the Company's balance sheets in the aggregate with accounts receivable.

**Government Contracts**

Company sales to departments or agencies of the United States Government are subject to audit by the Defense Contract Audit Agency (DCAA), which could result in the renegotiation of amounts previously billed. Because the Company has not entered into any cost plus fixed fee contracts since 1997, management believes there is minimal risk of an audit by DCAA resulting in a material misstatement of previously reported financial statements.

**Segment Reporting**

In accordance with authoritative guidance issued by the FASB, the Company has concluded that it operates in one business segment, providing products and services to modernize client information systems.

**Cash and Cash Equivalents**

For the purposes of the statement of cash flows, the Company considers all highly liquid investments with maturities of ninety days or less at the time of purchase to be cash equivalents. Balances at times exceed federally insured limits, but management does not consider this to be a significant concentration of credit risk.

**Accounts Receivable**

Accounts receivable consist of trade accounts receivable and do not bear interest. The allowance for doubtful accounts is the Company's best estimate of the amount of probable credit losses in the Company's existing accounts receivable. The Company reviews its allowance for doubtful accounts monthly. Accounts with receivable balances past due over 90 days are reviewed individually for collectability. Account balances are charged off against the allowance after all means of collection have been exhausted and the potential for recovery is considered remote. The Company does not have any off-balance sheet credit exposure related to its customers. The Company has recorded an allowance for doubtful accounts of \$29,918 at June 30, 2010 and at December 31, 2009.

**Fixed Assets**

Fixed assets are stated at cost and are depreciated using the straight-line method over the estimated useful lives of the assets. Leasehold improvements are amortized over the term of the lease or the estimated life of the improvement, whichever is shorter. Maintenance and minor repairs are charged to operations as incurred. Gains and losses on dispositions are recorded in current operations.

**Stock-Based Compensation**

At June 30, 2010, the Company had the stock-based compensation plans described in Note 3 below. Total compensation expense related to these plans was \$1,924 and \$976 for the quarters ended June 30, 2010 and 2009, respectively, of which \$0 related to options awarded to non-employees. For the six months ended June 30, 2010 and 2009, total compensation expense related to these plans was \$8,805 and \$2,035, respectively, of which \$5,250 and \$0, respectively, related to options awarded to non-employees. The Company estimates the fair value of

options granted to establish the expense using the Black-Scholesvaluation model.

---

**Table of Contents**

Information Analysis Incorporated

Second Quarter 2010 Report on Form 10-Q

**2. Summary of Significant Accounting Policies (continued)****Earnings Per Share**

The Company's earnings per share calculations are based upon the weighted average of shares of common stock outstanding. The dilutive effect of stock options, warrants and convertible notes are included for purposes of calculating diluted earnings per share, except for periods when the Company reports a net loss, in which case the inclusion of such equity instruments would be antidilutive.

**Recent Accounting Pronouncements not yet adopted**

In April 2010, the FASB issued Update no. 2010-17, which amends the authoritative guidance for revenue recognition related to the milestone method. This update provides that an entity can make an accounting policy election to recognize a payment that is contingent upon the achievement of a substantive milestone in its entirety as revenue in the period in which the milestone is achieved. The milestone method is not required and is not the only acceptable method of revenue recognition for milestone payments. This update is effective in fiscal years beginning on or after June 15, 2010 and can be applied prospectively or retrospectively. Early adoption is permitted. The Company is currently evaluating the effect the adoption of this update will have, if any, on its financial position, results of operations or cash flows.

In October 2009, the FASB issued Update No. 2009-13, which amends the Revenue Recognition topic of the Codification. This update provides amendments to the criteria in the Codification for separating consideration in multiple-deliverable arrangements. As a result of those amendments, multiple-deliverable arrangements will be separated in more circumstances than under existing U.S. GAAP. The amendments establish a selling price hierarchy for determining the selling price of a deliverable and will replace the term *fair value* in the revenue allocation guidance with *selling price* to clarify that the allocation of revenue is based on entity-specific assumptions rather than assumptions of a marketplace participant. The amendments will also eliminate the residual method of allocation and require that arrangement consideration be allocated at the inception of the arrangement to all deliverables using the relative selling price method and will require that a vendor determine its best estimate of selling price in a manner that is consistent with that used to determine the price to sell the deliverable on a standalone basis. These amendments will be effective prospectively for revenue arrangements entered into or materially modified in fiscal years beginning on or after June 15, 2010, with early adoption permitted. The Company is currently evaluating the impact the adoption of this update might have on its results of operations and financial condition.

In October 2009, the FASB issued Update No. 2009-14, which amends the Software topic of the Codification. The amendments in this update change the accounting model for revenue arrangements that include both tangible products and software elements. Tangible products containing software components and non-software components that function together to deliver the tangible product's essential functionality are no longer within the scope of the existing software revenue guidance of the Codification. In addition, the amendments in this update require that hardware components of a tangible product containing software components always be excluded from the software revenue guidance. In that regard, the amendments provide additional guidance on how to determine which software, if any, relating to the tangible product also would be excluded from the scope of the software revenue guidance. The amendments also provide guidance on how a vendor should allocate arrangement consideration to deliverables in an arrangement that includes both tangible products and software. The amendments also provide further guidance on how to allocate arrangement consideration when an arrangement includes deliverables both included and excluded from the scope of the software revenue guidance. These amendments will be effective prospectively for revenue arrangements entered into or materially modified in fiscal years beginning on or after June 15, 2010, with early adoption permitted. The Company is currently evaluating the impact the adoption of this update might have on its results of operations and financial condition.

**Income Taxes**

Deferred tax assets and liabilities are computed based on the difference between the financial statement and tax basis of assets and liabilities and are measured by applying enacted tax rates and laws for the taxable years in which those differences are expected to reverse. In addition, a valuation allowance is required to be recognized if it is believed more likely than not that a deferred tax asset will not be fully realized. Authoritative guidance prescribes a recognition threshold of more likely than not, and a measurement attribute for all tax positions taken or expected to be taken on a tax return, in order for those positions to be recognized in the financial statements. The Company continually reviews tax laws, regulations and related guidance in order to properly record any uncertain tax liabilities.



**Table of Contents**

Information Analysis Incorporated

Second Quarter 2010 Report on Form 10-Q

**2. Summary of Significant Accounting Policies (continued)****Fair Market Value of Financial Instruments**

The Company's financial instruments include trade receivables, other receivables, and accounts payable. Management believes the carrying value of financial instruments approximates their fair market value, unless disclosed otherwise in the accompanying notes.

**3. Stock Options and Warrants**

The Company granted stock options to certain of our employees under two plans. The 1996 Stock Option Plan was adopted in 1996 ( 1996 Plan ) and had options granted under it through May 29, 2006. In 2006, the Board of Directors approved and the shareholders ratified the 2006 Stock Incentive Plan ( 2006 Plan ).

As determined by the members of the Compensation Committee, the Company generally grants options under the 2006 Plan at the estimated fair value at the date of grant, based upon all information available to it at the time.

The Company recognizes compensation costs only for those shares expected to vest on a straight-line basis over the requisite service period of the awards, generally, the option vesting term of six months to two years. The fair values of option awards granted in the three months ended and the six months ended June 30, 2010 and 2009 were estimated using the Black-Scholes option pricing model under the following assumptions:

	Three Months ended		Six Months ended				
	June 30,		June 30,				
	2010	2009	2010	2009	2010	2009	
Risk free interest rate	2.53%	1.86	3.72%	2.42	3.66%	1.60	3.72%
Dividend yield	0%		0%		0%		0%
Expected term	5 years	5-10 years	5-10 years		5-10 years		5-10 years
Expected volatility	63.0%	60.1	105.6%	63.0	97.6%	59.1	105.6%

*2006 Stock Incentive Plan*

The Company has a stock incentive plan, which became effective May 18, 2006, and expires May 17, 2016 (the 2006 Plan ). The 2006 Plan provides for the granting of equity awards to key employees, including officers and directors. The maximum number of shares for which equity awards may be granted under the 2006 Plan is 950,000. Options under the 2006 Plan expire no later than ten years from the date of grant or when employment ceases, whichever comes first, and vest over periods determined by the Board of Directors. The average vesting periods for options granted to employees under the 2006 Plan in the three months ended June 30, 2010 and 2009, were eighteen months, and average vesting periods for options granted to employees in the six months ended June 30, 2010 and 2009, were fourteen months and eighteen months, respectively. The exercise price of each option equals the quoted market price of the Company's stock on the date of grant.

*1996 Stock Option Plan*

The 1996 Plan provided for the granting of options to purchase shares of our common stock to key employees, including officers and directors. The maximum number of shares for which options could be granted under the 1996 Plan was 3,075,000. Options expire no later than ten years from the date of grant or when employment ceases, whichever comes first, and vest over periods determined by the Board of Directors. There were 618,500 and 622,000 unexpired exercisable options remaining from the 1996 Plan at June 30, 2010 and December 31, 2009, respectively.

The status of the options issued under the foregoing option plans as of June 30, 2010, and changes during the six months ended June 30, 2010 and 2009, were as follows:



**Table of Contents**

Information Analysis Incorporated

Second Quarter 2010 Report on Form 10-Q

**3. Stock Options and Warrants (continued)**

	Options outstanding Number of shares	Weighted average price per share
Balance at December 31, 2009	1,019,000	\$ 0.33
Options granted	98,000	0.18
Options exercised, expired or forfeited	4,250	0.53
Balance at March 31, 2010	1,112,750	0.35
Options granted	10,000	0.19
Options exercised, expired or forfeited	750	0.07
Balance at June 30, 2010	1,122,000	\$ 0.31
Balance at December 31, 2008	1,089,000	\$ 0.35
Options granted	12,500	0.07
Options exercised, expired or forfeited	21,000	0.40
Balance at March 31, 2009	1,080,500	0.35
Options granted	21,000	0.09
Options exercised, expired or forfeited	83,000	0.57
Balance at June 30, 2009	1,018,500	\$ 0.34

The following table summarizes information about options at June 30, 2010:

Total shares	Options outstanding			Total shares	Options exercisable		
	Weighted average exercise price	Weighted average remaining contractual life in years	Aggregate intrinsic value		Weighted average exercise price	Weighted average remaining contractual life in years	Aggregate intrinsic value
1,222,000	\$ 0.31	4.80	\$ 31,845	990,000	\$ 0.33	4.19	\$ 20,340

Nonvested stock awards as of June 30, 2010 and changes during the six months ended June 30, 2010, were as follows:

	Nonvested Number of shares	Weighted average grant date fair value
Balance at December 31, 2009	56,250	\$ 0.08
Granted	98,000	0.12
Vested	8,250	0.07
Expired before vesting	750	0.04
Balance at March 31, 2010	145,250	0.11
Granted	10,000	0.10



## Edgar Filing: INFORMATION ANALYSIS INC - Form 10-Q

Vested	23,250	0.10
Balance at June 30, 2010	132,000	\$ 0.11

As of June 30, 2010 and 2009, unrecognized compensation cost associated with non-vested share-based employee and non-employee compensation totaled \$5,146 and \$2,310, respectively, which are expected to be recognized over weighted average periods of 6 months and 7 months, respectively.

**Table of Contents****Information Analysis Incorporated**

Second Quarter 2010 Report on Form 10-Q

**3. Stock Options and Warrants (continued)***Warrants*

The Board of Directors may also grant warrants to directors, employees and others. There were no warrants issued or exercised in the six months ended June 30, 2010 and in fiscal years 2009 or 2008. As of June 30, 2010 and 2009, outstanding warrants were 0 and 12,000, respectively. The purchase price for shares issued upon exercise of these warrants was \$0.01 per share. These warrants were immediately exercisable.

**4. Earnings Per Share**

Basic earnings per share excludes dilution and is computed by dividing income available to common shareholders by the weighted-average number of shares outstanding for the period. Diluted earnings per share reflects the potential dilution that could occur if securities or other contracts to issue common stock were exercised or converted into common stock, except for periods when the Company reports a net loss because the inclusion of such items would be antidilutive.

The following is a reconciliation of the amounts used in calculating basic and diluted net income (loss) per common share.

	Net Income	Shares	Per Share Amount
Basic net income per common share for the three months ended June 30, 2010:			
Income available to common stockholders	\$ 78,445	11,196,760	\$ 0.01
Effect of dilutive stock options		26,103	
Diluted net income per common share for the three months ended June 30, 2010:	\$ 78,445	11,222,863	\$ 0.01
Basic net income per common share for the three months ended June 30, 2009:			
Income available to common stockholders	\$ 5,982	11,196,760	\$ 0.00
Effect of dilutive stock options		3	
Effect of dilutive stock warrants		10,857	
Diluted net income per common share for the three months ended June 30, 2009:	\$ 5,982	11,207,620	\$ 0.00
Basic net income per common share for the six months ended June 30, 2010:			
Income available to common stockholders	\$ 182,212	11,196,760	\$ 0.02
Effect of dilutive stock options		18,427	
Diluted net income per common share for the six months ended June 30, 2010:	\$ 182,212	11,215,187	\$ 0.02
Basic net loss per common share for the six months ended June 30, 2009:			
Income available to common stockholders	(\$56,362)	11,196,760	(\$ 0.01)
Effect of dilutive stock options and warrants			
Diluted net loss per common share for the six months ended June 30, 2009:	(\$56,362)	11,196,760	(\$ 0.01)

**Table of Contents**

**Information Analysis Incorporated**

Second Quarter 2010 Report on Form 10-Q

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations  
Cautionary Statement Regarding Forward-Looking Statements**

This Form 10-Q contains forward-looking statements regarding our business, customer prospects, or other factors that may affect future earnings or financial results that are subject to the safe harbor created by the Private Securities Litigation Reform Act of 1995. Such statements involve risks and uncertainties which could cause actual results to vary materially from those expressed in the forward-looking statements. Investors should read and understand the risk factors detailed in our Form 10-K for the fiscal year ended December 31, 2009 and in other filings with the Securities and Exchange Commission. These risks include, among others, the following:

our failure to keep pace with a changing technological environment;

intense competition from other companies;

inaccuracy in our estimates of the cost of services and the timeline for completion of contracts;

changes in the way the US government contracts with businesses and changes in the budgetary priorities;

non-performance by our subcontractors and suppliers;

terms specific to US government contracts;

our dependence on key personnel;

our failure to adequately integrate businesses we may acquire;

fluctuations in our results of operations and its impact on our stock price;

the exercise of outstanding options and warrants;

our failure to adequately protect our intellectual property;

the limited public market for our common stock; and

our forward-looking statements and projections may prove to be inaccurate.

**Our Business**

## Edgar Filing: INFORMATION ANALYSIS INC - Form 10-Q

Founded in 1979, Information Analysis Incorporated is in the business of modernizing client information systems. We have performed software conversion projects for over 100 commercial and government customers including Computer Sciences Corporation, IBM, Computer Associates, Sprint, Citibank, U.S. Department of Homeland Security, U.S. Treasury Department, U.S. Department of Agriculture, U.S. Department of Energy, U.S. Army, U.S. Air Force, U.S. Department of Veterans Affairs, and the Federal Deposit Insurance Corporation. Today, we primarily apply our technology, services and experience to legacy software migration and modernization for commercial companies and government agencies, and to developing web-based solutions for agencies of the federal government.

Three of our customers, two of which are government agencies with which we contract directly and one of which is a company with which we contract for services to government agencies, represent material portions of our revenue. These customers accounted for 29.3%, 16.2% and 11.6% of revenue in the first six months, respectively.

### **Three Months Ended June 30, 2010 versus Three Months Ended June 30, 2009**

#### *Revenue*

Our revenues in the second quarter of 2010 were \$1,687,870, compared to \$1,404,490 in 2009, an increase of 20.2%. Professional services revenue was \$1,114,762 versus \$1,198,233, a decrease of 7.0%, and software product and maintenance revenue was \$573,108 versus \$206,257, an increase of 177.9%. The decrease in professional services revenue is due to the expiration or near completion of a number of contracts. The increase in software product and maintenance revenue is primarily due to a few substantial software maintenance sales. Software product sales are subject to considerable fluctuation from period to period, based on customer demand, funding, and lead time.

#### *Gross Margins*

Gross margin was \$562,571, or 33.3% of sales, in the second quarter of 2010 versus \$503,971, or 35.9% of sales, in the second quarter of 2009. \$449,758 of the gross margin was attributable to professional services at a gross margin percentage of 40.3%, and \$112,813 of the gross margin was attributable to software sales at a gross margin percentage of 19.7%. In the same quarter in 2009, we reported gross margins of \$449,902, or 37.5% of sales for professional services and \$54,069, or 26.2% of sales for software sales. Professional services gross margin as a percentage of sales increased due mainly to the addition of contracts with better margins than those that expired. Some of these contracts with better margins

---

**Table of Contents****Information Analysis Incorporated**

Second Quarter 2010 Report on Form 10-Q

are shorter-term contracts. Forms services contracts generally include fixed price elements whose margins increase when we establish operating efficiencies with individual customers. We expect to continue to add contracts with better margins, though we have several contracts with more limited margins that have rights to exercise option years with only limited incremental increases in the prices of deliverables. Our increase in the dollar value of gross margin on software sales is directly related to the increase in sales revenue. The decrease in gross margin as a percentage of software sales is due to increasing prices from third party software suppliers in conjunction with the need to discount prices to win contracts over competitors. Software product sales and associated margins are subject to considerable fluctuation from period to period, based on the product mix sold.

*Selling, General and Administrative*

Selling, general and administrative expenses were \$486,544, or 28.8% of revenues, in the second quarter of 2010 versus \$500,354, or 35.6% of revenues, in the second quarter of 2009. This decrease of \$13,810, or 2.8%, is due to a decrease in incentives earned by our marketing personnel, which fluctuate with sales and profitability, a decrease in overhead salaries, and a decrease in external legal and accounting fees.

*Net income*

Net income for the three months ended June 30, 2010, was \$78,445, or 4.6% of revenue, versus net income of \$5,982, or 0.4% of revenue, for the same period in 2009. The increase in profitability is due to an increase in software sales, better margins on professional services sales, and reduced indirect costs.

**Six Months Ended June 30, 2010 versus Six Months Ended June 30, 2009***Revenue*

Our revenues in the first six months of 2010 were \$3,703,437, compared to \$2,798,941 in 2009, an increase of 32.3%. Professional services revenue was \$2,627,981 versus \$2,299,236, an increase of 14.3%, and software product and maintenance revenue was \$1,075,456 versus \$499,705, an increase of 115.2%. The increase in professional services revenue is due an increase in our electronic forms-related services, much of which originated from one short-term contract. The increase in software product and maintenance revenue is primarily due to a few substantial software maintenance sales. Software product sales are subject to considerable fluctuation from period to period, based on customer demand, funding, and lead time.

*Gross Margins*

Gross margin was \$1,365,764, or 36.9% of sales, in the first six months of 2010 versus \$904,404, or 32.3% of sales, in the first six months of 2009. \$1,172,456 of the gross margin was attributable to professional services at a gross margin percentage of 44.6%, and \$193,308 of the gross margin was attributable to software sales at a gross margin percentage of 18.0%. In the same period in 2009, we reported gross margins of \$754,999, or 32.8% of sales for professional services and \$149,405, or 29.9% of sales for software sales. Professional services gross margin and gross margin as a percentage of sales increased due mainly to the addition of new forms services contracts, some of which are shorter-term contracts. Forms services contracts generally include fixed price elements whose margins increase when we establish operating efficiencies with individual customers. Gross margin as a percentage of sales also increased due to the expiration of some other professional services contracts with very modest margins. We expect to continue to add professional services contracts with better margins. Our increase in the dollar value of gross margin on software sales is directly related to the increase in software sales revenue. The decrease in gross margin as a percentage of software sales is due to increasing prices from third party software suppliers in conjunction with the need to discount prices to win contracts over competitors. Software product sales and associated margins are subject to considerable fluctuation from period to period, based on the product mix sold.

*Selling, General and Administrative*

Selling, general and administrative expenses were \$1,188,276, or 32.1% of revenues, in the first six months of 2010 versus \$967,381, or 34.6% of revenues, in the first six months of 2009. This increase of \$220,895, or 22.8%, is due almost entirely to the increase in incentives earned by our marketing personnel as a result of our increases in both revenue and gross margin on services.

*Net income (loss)*

## Edgar Filing: INFORMATION ANALYSIS INC - Form 10-Q

Net income for the three months ended June 30, 2010, was \$182,212, or 4.9% of revenue, versus a net loss of (\$56,362), or (2.0%) of revenue, for the same period in 2009. The increase in profitability is due to the addition of forms services contracts, which generally include fixed price elements, and the operating efficiencies we establish on these fixed-price forms-related contracts. Net income increases can also be attributed to an increase in software sales and better margins on professional services sales.

---

**Table of Contents****Information Analysis Incorporated**

Second Quarter 2010 Report on Form 10-Q

**Liquidity and Capital Resources**

In the first six months of 2010, we had operating income of \$177,488 and net income of \$182,212. Our December 31, 2009 cash and cash equivalents balance, when combined with our cash flow from operations, were sufficient to provide financing for our operations. Net cash provided by operating and investing activities in the first six months was \$453,581, which when added to a beginning balance of \$1,478,504 at December 31, 2009, yielded cash and cash equivalents of \$1,932,085 at June 30, 2010. Our accounts receivable balances increased \$90,022 in the first six months. Our accounts payable balances increased \$124,846. Our current ratio, or the ratio of current assets to current liabilities, increased to 2.28 from 2.17.

We have a revolving line of credit with a bank providing for demand or short-term borrowings of up to \$1,000,000. The line became effective December 20, 2005, and expires on December 1, 2010. As of June 30, 2010, no amounts were outstanding under this line of credit. At June 30, 2010, \$669,589 was available under this line of credit based on our outstanding accounts receivable.

Given our present cash position, we anticipate that we will be able to meet our cash requirements beyond the next twelve months, based on our current operating plan.

We presently lease our corporate offices on a contractual basis with certain timeframe commitments and obligations. We believe that our existing offices will be sufficient to meet our foreseeable facility requirement. Should we need additional space to accommodate increased activities, management believes we can secure such additional space on reasonable terms.

We have no material commitments for capital expenditures.

**Item 4T. Controls and Procedures*****Evaluation of Disclosure Controls and Procedures***

Our management, under the supervision and with the participation of our Chief Executive Officer and Chief Financial Officer, and people performing similar functions, has evaluated the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act), as of the end of the period reported in this quarterly report (the Evaluation Date). Based upon this evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that, as of the Evaluation Date, our disclosure controls and procedures were effective to ensure that information required to be disclosed by us in the reports that we file or submit under the Exchange Act was recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms and that such information required to be disclosed was accumulated and communicated to management, including our Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosure.

***Changes in Internal Controls***

There were no changes in our internal controls over financial reporting during the quarter ended June 30, 2010 that have materially affected, or are reasonably likely to affect, our internal control over financial reporting.

**PART II - OTHER INFORMATION****Item 1A. Risk Factors**

Item 1A. Risk Factors of our annual report on Form 10-K for the year ended December 31, 2009 includes a discussion of our risk factors. The information presented below updates, and should be read in conjunction with, the risk factors and information disclosed in our annual report on Form 10-K for the year ended December 31, 2009. There have been no material changes from the risk factors described in our annual report on Form 10-K for the year ended December 31, 2009.





**Table of Contents****Information Analysis Incorporated**

Second Quarter 2010 Report on Form 10-Q

**Item 5. Other Information**

Submission of Matters to a Vote of Security Holders

On June 16, 2010, we held our annual meeting of stockholders.

The vote for the election of Directors was as follows:

(i)	Charles A. May, Jr. -	4,060,374 FOR,	16,100	WITHHELD
(ii)	Sandor Rosenberg -	4,060,374 FOR,	16,100	WITHHELD
(iii)	Bonnie K. Wachtel -	3,858,374 FOR,	218,100	WITHHELD
(iv)	James D. Wester -	4,060,374 FOR,	16,100	WITHHELD

All directors were incumbents, and all will serve terms which expire at the next annual meeting of stockholders.

The vote for ratification of the selection of Reznick Group, P.C., as our Independent Public Accountants for 2010 was as follows:

9,588,554 FOR, 62,209 AGAINST, 7,890 ABSTAIN

No other items were submitted to a vote at this meeting.

**Item 6. Exhibits**

- 31.1 Certification of Chief Executive Officer Pursuant to Rules 13a-14 and 15d-14 of the Securities Exchange Act of 1934
- 31.2 Certification of Chief Financial Officer Pursuant to Rules 13a-14 and 15d-14 of the Securities Exchange Act of 1934
- 32.1 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
- 32.2 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

**SIGNATURES**

In accordance with the requirements of the Exchange Act of 1934, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Information Analysis Incorporated  
(Registrant)

Date: August 16, 2010

By: /S/ Sandor Rosenberg  
Sandor Rosenberg, Chairman of the  
Board, Chief Executive Officer, and President

By: /s/ Richard S. DeRose  
Richard S. DeRose, Executive Vice  
President, Treasurer, and Chief Financial Officer