INFORMATION ANALYSIS INC

Form 10-O May 15, 2018 **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 March 31, 2018 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: 000-22405 Information Analysis Incorporated (Exact name of registrant as specified in its charter) Virginia 54-1167364 (I.R.S. Employer Identification No.) (State or other jurisdiction of incorporation or organization) 11240 Waples Mill Road Suite 201 Fairfax, Virginia 22030 (Address of principal executive offices, Zip Code) (703) 383-3000 (Registrant's telephone number, including area code)

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

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

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 (§ 232.405 of this chapter) 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.

Large accelerated filer

Non-accelerated filer

(Do not check if a smaller reporting company)

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:

11,201,760 shares of common stock, par value \$0.01 per share, as of May 11, 2018.

INFORMATION ANALYSIS INCORPORATED FORM 10-Q

Table of Contents

PART I.
FINANCIAL
INFORMATION
Page
Number

Item 1. Financial Statements (unaudited except for the balance 3 sheet as of December 31, 2017)

Balance Sheets as of March 31, 2018 and 3 December 31, 2017

Statements of Operations for the three months 4 ended March 31, 2018 and 2017

Statements of Cash Flows for the three months 5 ended March 31, 2018 and 2017

Notes to Financial 6 Statements

Item 2.
Management's
Discussion and
Analysis of
Financial
Condition and
Results of
Operations

Item 4. Controls and Procedures 17

PART II.
OTHER
INFORMATION

Item 1. Legal Proceedings 18

Item 1A. Risk Factors

Item 2.
Unregistered
Sales of Equity 18
Securities and
Use of Proceeds

Item 3. Defaults
Upon Senior 18
Securities

Item 4. Mine Safety 18 Disclosures

Item 5. Other Information 18

Item 6. Exhibits 18

SIGNATURES 19

2

PART I - FINANCIAL INFORMATION

Item 1. Financial Statements

INFORMATION ANALYSIS INCORPORATED BALANCE SHEETS

	March 31, 2018	December 31, 2017
	(Unaudited)	(Audited)
ASSETS		
Current assets		
Cash and cash equivalents Accounts receivable, net Prepaid expenses and other current assets Contract assets Notes receivable Total current assets	\$2,236,937 653,836 222,359 32,626 - 3,145,758	\$2,731,510 610,182 368,626 5,532 1,719 3,717,569
Property and equipment, net of accumulated depreciation and amortization of \$287,613 and \$284,667 Other assets Total assets	10,940 6,281 \$3,162,979	11,133 6,281 \$3,734,983
LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities Accounts payable Commissions payable Accrued payroll and related liabilities Contract liabilities Other accrued liabilities Franchise taxes payable Total liabilities	\$76,401 659,805 247,415 238,042 73,457 822 1,295,942	\$47,658 712,829 275,582 387,002 411,487 6,400 1,840,958
Stockholders' equity Common stock, \$0.01 par value, 30,000,000 shares		
authorized, 12,844,376 shares issued, 11,201,760 shares		
outstanding as of March 31, 2018, and December 31, 2017 Additional paid-in capital	128,443 14,652,694	128,443 14,646,406

Accumulated deficit	(11,983,889)	(11,950,613)
Treasury stock, 1,642,616 shares at cost		
at March 31, 2018 and December 31, 2017	(930,211)	(930,211)
Total stockholders' equity	1,867,037	1,894,025
Total liabilities and stockholders' equity	\$3,162,979	\$3,734,983

The accompanying notes are an integral part of the financial statements

3

INFORMATION ANALYSIS INCORPORATED STATEMENTS OF OPERATIONS (Unaudited)

For the three months ended March 31,

2018	2017
------	------

Revenues

Professional fees Software sales Total revenues	\$1,213,647 180,829 1,394,476	\$1,020,033 461,615 1,481,648
Cost of revenues		
Cost of professional fees	672,581	534,746
Cost of software sales	171,474	447,057
Total cost of revenues	844,055	981,803
Gross profit	550,421	499,845
Selling, general and administrative expenses	470,494	418,786
Commissions expense	115,874	