FICTIONAL DEMONSTRATION · Illustrative data, not actual business results.

Relay Works / LETTER TO OUR INVESTORS

Progress, without *the noise.*

2026-09 · The work, the numbers, and what comes next.

MONTH-OVER-MONTH MRR

+12.0%

$75,000 → $84,000

Recurring revenue, not cash receipts.
Reported figures, not a forecast.

THE MONTH IN A PARAGRAPH

A smaller product surface. A stronger month. We shipped the workflow our customers use every day, and learned where onboarding still gets in the way.

Monthly recurring revenue	Customers	Cash balance	Indicative runway
$84,000	128	$1,260,000	18.0 mo
+12.0% vs previous month	+10.3% vs previous month	As reported at 2026-09 month-end	Cash / this month's net burn · assumes constant burn

WINS 01

What moved forward.

- Released the shared review workspace to the pilot group.
- Completed the first structured customer feedback cycle.
- Reduced the number of steps in the activation journey.

RISKS 02

What needs work.

- The enterprise onboarding path still depends on hands-on support.
- Two planned hires remain open; delivery capacity is constrained.

SPECIFIC ASKS 03

Where you can help.

- An introduction to a design partner with a distributed operations team.
- Recommendations for an experienced customer-success lead.

THE FIGURES, WITHOUT THE ROUNDING

A consistent basis for the conversation.

Metric	2026-08	2026-09
MRR	$75,000.00	$84,000.00
Customers	116	128
Cash balance	$1,330,000.00	$1,260,000.00
Net cash burn	$76,000.00	$70,000.00

MRR is an operating measure, not recognized revenue. Runway is a simple constant-burn illustration, not financial advice or a forecast. Cash movement need not equal net burn when financing or other cash flows are present; reconcile in your source ledger.

READY FOR THE CONVERSATION

Keep the update. Send the note.

No email service is connected. Review the plain-text draft before sharing.

SOURCE & SCOPE

Skilly fictional demonstration ledger, prepared 2026-10-22. Not real company or customer results.

Local editable HTML · USD · Currency values rounded on cards; exact amounts in the ledger and source export. Import JSON to change report context; CSV replaces rows only.

SKILLY

Made for the work.