

January 1, 2026 - January 31, 2026

## Executive Summary

In January 2026, Khaled Test demonstrated encouraging financial health as a SaaS business. The company collected \$45,498.19 in cash, and although we lack comparative historical data, this figure provides a solid foundation from which to assess future performance. Operational efficiency remained commendable with only 0.4 minutes of service downtime, reflecting a robust service reliability standard. However, no growth in customer base was observed; the number of new customers matched those who churned, resulting in no net gain.

Revenue metrics indicate a mixed performance. New MRR amounted to \$5,186.88, yet MRR contraction and churn posed challenges, totaling losses of \$6,178.71. Nevertheless, the firm has potential for growth; ongoing focus on reducing MRR churn and enhancing expansion MRR through upselling could stabilize and potentially increase the revenue base. Cost control showed mixed results with notable spends on R&D (\$8,890.14) and G&A (\$7,207.47), suggesting an area to streamline.

Actionable measures are necessary to capitalize on service quality while improving customer retention and cost efficiency. By tactically addressing churn and optimizing cost structures, Khaled Test can solidify its growth trajectory in the competitive SaaS market.

## Key Insights

### Stable Customer Base

No net change in customer numbers suggests a zero net customer growth rate, indicating customer acquisition merely offset churn during the period.

### High MRR Churn and Contraction

Churned and contraction MRR totaled \$6,178.71, highlighting a significant revenue loss needing immediate attention.

### Robust Cash Collection

### Contained Service Downtime

Total cash collected was solid at \$45,498.19, providing a healthy cash flow for the company.

Downtime was minimal at 0.4 minutes, reflecting outstanding service reliability.

### ! High G&A and R&D Expenses

Substantial expenditure on G&A (\$7,207.47) and R&D (\$8,890.14) presents an area for cost optimization.

## Metrics Summary

METRIC	VALUE	PREVIOUS	TREND
Cash Collected	\$45,498.19	N/A	'
Cost of Revenue (COGS)	\$12,714.98	N/A	'
Customers Churned	16.00	N/A	'
Customers at Period Start	162.00	N/A	'
New Customers Added	16.00	N/A	'
R&D Spend	\$8,890.14	N/A	'
Sales & Marketing Spend	\$6,848.99	N/A	'
Total Service Downtime <span>Highlight</span>	0.40	N/A	'