

Q2 2026 Business Performance Summary

Prepared for: Acme Corp Executive Team | Period: April – June 2026 | Confidential

Executive Summary

Acme Corp delivered a strong Q2 2026, achieving revenue growth of 18% quarter-over-quarter driven by expansion in the SaaS division and increased enterprise contract renewals. Operating margins improved to 34.2%, reflecting disciplined cost management and the full-year impact of the 2025 infrastructure consolidation.

\$4.82M

Total Revenue

▲ 18.3% QoQ

34.2%

Operating Margin

▲ 3.1 pts vs Q1

2,140

Active Customers

▲ 12% QoQ

94.7%

Net Revenue

Retention

Stable

Revenue by Segment

The SaaS platform segment drove the majority of Q2 growth, while Professional Services remained steady. Hardware declined slightly as expected given the product refresh cycle ending in Q3.

Segment	Q1 2026	Q2 2026	Change	% of Revenue
SaaS Platform	\$2,180,000	\$2,740,000	+25.7%	56.8%
Professional Services	\$1,120,000	\$1,205,000	+7.6%	25.0%
Hardware & Licenses	\$490,000	\$430,000	-12.2%	8.9%
Support & Maintenance	\$285,000	\$445,000	+56.1%	9.2%
Total	\$4,075,000	\$4,820,000	+18.3%	100%

Key Wins & Pipeline

Enterprise deal velocity accelerated in Q2. Three landmark contracts were closed, contributing \$880K in ARR. The qualified pipeline entering Q3 stands at \$6.4M.

Account	Contract Value	Stage	Owner	Close Date
Meridian Healthcare Group	\$340,000 ARR	Closed Won	S. Patel	Apr 14
NovaBridge Capital	\$290,000 ARR	Closed Won	L. Fontaine	May 02
ClearPath Logistics	\$250,000 ARR	Closed Won	R. Kim	Jun 19
Apex Financial Services	\$520,000 ARR	Negotiation	S. Patel	Jul 08
TerraNova Manufacturing	\$185,000 ARR	Proposal Sent	L. Fontaine	Jul 22

Pipeline confidence: 72% of Q3 target is covered by deals currently in Negotiation or Proposal Sent stages. Board target of \$5.2M Q3 revenue is achievable.

Operational Highlights

Product & Engineering

- Launched Platform v4.2 with single sign-on (SSO), advanced audit logs, and API rate-limit controls — 3 features requested by top 10 enterprise accounts.
- Reduced median API response time from 210ms to 94ms following infrastructure re-architecture.
- Zero Sev-1 incidents in Q2 (compared to two in Q1 2026).

Customer Success

- CSAT score improved to 4.7 / 5.0 (vs 4.3 in Q1); driven by onboarding workflow improvements.
- Average time-to-value decreased from 18 days to 9 days for new enterprise customers.
- Launched dedicated Success Pod for accounts > \$150K ARR.

Q3 Priorities

The leadership team has aligned on three core priorities for Q3 2026 to sustain growth trajectory and improve unit economics.

- **Close Apex Financial:** \$520K ARR deal currently in final contract review. Target close July 8.
- **Launch Partner Program:** Onboard 8 certified implementation partners by September 30 to scale Professional Services capacity without headcount.
- **Cost Efficiency:** Target 36% operating margin by end of Q3 through automation of manual Support workflows (estimated \$95K/quarter saving).