

INFORMATION ANALYSIS INC  
Form 10-K  
March 29, 2016

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UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Form 10-K

(Mark One)

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 2015

or

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                           |
| (State or other jurisdiction of incorporation or organization) | (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)

Securities registered pursuant to Section 12(b) of the Act:

None

Securities registered pursuant to Section 12(g) of the Act:

Common Stock, par value \$0.01 per share

(Title of class)

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities

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Act. Yes  No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes  No

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 (the "Exchange Act") 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 (§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 if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (§229.405 of this chapter) is not contained herein, and will not be contained, to the best of the registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

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 | <input type="radio"/> | Accelerated filer         | <input type="radio"/>            |
| Non-accelerated filer   | <input type="radio"/> | Smaller reporting company | <input checked="" type="radio"/> |

(Do not check if a smaller reporting company)

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

The aggregate market value of the 7,349,131 shares of common stock held by non-affiliates of the registrant based on the closing price of the registrant's common stock on June 30, 2015, was approximately \$1,322,844. For purposes of this computation, all officers, directors and 10% beneficial owners of the registrant are deemed to be affiliates. Such determination should not be deemed to be an admission that such officers, directors or 10% beneficial owners are, in fact, affiliates of the registrant.

As of March 16, 2016, there were 11,201,760 outstanding shares of the registrant's common stock.

Documents Incorporated by Reference

Portions of the registrant's definitive proxy statement for the 2016 Annual Meeting of Stockholders, to be filed within 120 days after the end of the fiscal year covered by this Form 10-K, are incorporated by reference into Part III of this Form 10-K.

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Cautionary Statement Regarding Forward-Looking Statements

This Form 10-K 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 here in our Form 10-K and in other filings with the Securities and Exchange Commission (“SEC”). These risks include, among others, the following:

- changes in the way the U.S. federal government contracts with businesses and changes in its budgetary priorities;
- terms specific to U.S. federal government contracts;
- 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;
- non-performance by our subcontractors and suppliers;
- our failure to adequately integrate businesses we may acquire;
- changes in the economic health of our non U.S. federal government customers; and
- fluctuations in our results of operations and its impact on our stock price.

In some cases, you can identify forward-looking statements by terms such as “may,” “will,” “should,” “could,” “would,” “expect,” “plans,” “anticipates,” “believes,” “estimates,” “projects,” “predicts,” “intends,” “potential” and similar expressions intended to identify forward-looking statements. These statements reflect our current views with respect to future events and are based on assumptions and subject to risks and uncertainties. Given these uncertainties, you should not place undue reliance on these forward-looking statements. We discuss many of these risks in greater detail under the heading “Risk Factors” in Item 1A. Also, these forward-looking statements represent our estimates and assumptions only as of the date of this report. Except as required by law, we assume no obligation to update any forward-looking statements after the date of this report.

## PART I

### Item 1. Business

#### Overview of Market

Founded in 1979, Information Analysis Incorporated (“We”, the “Company”), to which we sometimes refer as IAI, is in the business of developing and maintaining information technology (IT) systems, modernizing client information systems, and performing professional services to government and commercial organizations. Since its inception, we have performed software development and conversion projects for over 100 commercial and government customers including, but not limited to Small Business Administration, Computer Sciences Corporation, IBM, Computer Associates, Sprint, Citibank, Department of Homeland Security, Treasury Department, Department of Agriculture, Department of Energy, Department of Education, U.S. Army, U.S. Air Force, and Department of Veterans Affairs. At present, we primarily apply our technology, services and experience to developing web-based and mobile device solutions (including electronic forms conversions) for various agencies of the federal government, data analytics, cyber security applications and legacy software migration and modernization

#### Digital Solutions Marketplace

The web, digital content, and cloud solutions market continues to be one of the fastest growing segments of the information technology professional services business as small and large companies, and government agencies (state and federal) expand their presence via Cloud implementations and on the Internet. The range of products and services involved in this sector is extensive and therefore, require some specialization for a small company such as IAI to make an impact. Most small web companies are involved in building websites and typically have many short duration projects. More complex web applications generally require knowledge of customers’ back-end systems based on mainframe or mid-level computers. Few small companies have the expertise to develop these more sophisticated web applications. We distinguish ourselves among smaller companies by having such expertise, typically associated with larger companies, both internally and through strategic business relationships with leading-edge software firms, such as Adobe Systems.

Given executive level directives to improve outreach to its stakeholders, federal and state government agencies are now empowered to find means of facilitating dissemination of information quickly and efficiently. Government requirements are unique in that most government processes are based on forms. Many government agencies rely on thousands of internal and external forms to conduct their business. Any company that wishes to develop governmental web applications must competently address the forms issue. Adobe electronic forms related products resold and supported by IAI as a Solutions Partner are the predominant forms software in the federal government.

Over the last few years there has been a pronounced emphasis within the U.S. federal government to employ more form data entry and citizen communication using mobile devices such as iPhones, iPads, and mobile devices employing the Android operating system. Working with Adobe’s latest version of Adobe Experience Manager, we have been able to build applications for several federal clients employing mobile devices, as well as converting paper-based forms into “dynamic” or “adaptive” forms.

#### Cyber Security and Digital Analytics

Certain applications, including innovative solutions in the business intelligence and cybersecurity arenas, should become more prominent in the future as web-based solutions continue to evolve. The need for commercial and public sector managers to access and combine data from disparate sources (internally and externally) for timely decision-making and fraud protection is becoming ever more acute in our fast paced digitally driven environment. The

volume of data available to companies and agencies is growing at an exponential rate, as well as the need to protect that data and the systems that house them. This convergence of the need for instantaneous reliable access to real-time data via the web, combined with protecting such information from tampering and theft by unauthorized sources, should result in increased opportunities for IAI's evolving capability skill set.

With the recent disclosures of damaging information hacks at prominent companies and federal agencies, many business intelligence advisory entities, such as Deltek, indicate that funds budgeted toward cyber security solutions will grow dramatically for the foreseeable future and beyond. To compete for these new opportunities, IAI has recently created a Cyber Security Practice with components that include, but are not limited to information assurance, computer network defense, program management, enterprise security architecture, digital content security, big-data fraud protection, and encryption protection of files and communications.

#### Legacy Migration and Modernization

The migration and modernization market is complex and diverse as to the multiple requirements clients possess to upgrade their older systems. Many large legacy systems remain in use because of the enormous cost to re-engineer these systems. Currently, the options available to modernize these systems are many and include introduction of new hardware systems, employing advanced software languages, and utilization of the Internet or Intranet to achieve desired efficiencies. All of these options are typically very expensive and time consuming because they require starting all over in defining requirements, designing structures, programming, and testing.

Opportunities for our modernization expertise may be expanding as government agencies and private companies are being driven for various reasons to address the upgrading of their legacy systems. One reason is the difficulty of finding and retaining staff with outdated technical skills, many of which are possessed only by senior programmers nearing retirement. Hardware platforms such as Unisys are reaching the horizon of their usefulness, and consequently, older programming and data base languages are generally poorly supported by their providers. Additionally, maintenance costs are materially increasing as vendors squeeze the most out of clients before the life-cycles of hardware and software expire. In addition, the Internet has added a new level of pressure to compete in the electronic marketplace with sector rivals. We expect that this remaining decade should see an upsurge of movement and change as organizations revamp their older legacy systems.

A segment of mainframe users is interested in simply updating their legacy systems without drastic rewrites to these systems in newer languages or adapting expensive enterprise products (such as SAP or Oracle) to their needs. These potential customers are looking for automated tools that can quickly and cost-effectively move applications onto cheaper computer platforms without the risk of failure. IAI, in conjunction with strategic partners, such as Micro Focus and Software Mining, offers its own conversion tool set and those of its partners in addressing this need and positioning us to uniquely deliver successful results. It is difficult to determine the exact size of this segment, but even a minor share of this market would represent significant prospective customers with meaningful opportunities.

#### Description of Business and Strategy

With the advent of mobile and digital technology applications becoming widespread in everyday life, coupled with government agencies seeking better ways to improve outreach to its stakeholders, we intend to capitalize on our proven expertise in this arena and capture new business opportunities that are likely to arise in the foreseeable future. This includes the conversion of paper-based forms into digitally compatible “dynamic” and “adaptive” forms, as well as developing mobile and Internet based applications that replace cumbersome paper handling processes currently in use by diverse organizations.

We are using the experience we have acquired as an Adobe Solutions Partner and Reseller to help secure engagements for web-based applications requiring forms. The Adobe Experience Manager (AEM) products have evolved over the years into robust tools that can form the backbone of applications, especially those requiring forms and web content management. We have used this expertise to penetrate a number of federal government clients such as the Internal Revenue Service and Veterans Affairs and build sophisticated web applications at the Department of Homeland Security. One such application, a parking and transit subsidy tool, was cited for award recognition by the American Council for Technology – Industry Advisory Council (ACT-IAC) and Federal Computer Week’s Fed 100 Awards. Our knowledge of legacy system languages has been instrumental in connecting these web applications to legacy databases residing on mainframe computers. Our company has built a core group of professionals that can continue to build this practice over the coming years.

Concentrating on the niche of electronic forms-related web applications (including securing digital content and documents) through our solutions partner relationship with Adobe AEM products, we have developed a cadre of professionals that can quickly and efficiently develop web applications. We will focus on federal government clients during 2016 and beyond and leverage the company’s reputation with existing federal customers to penetrate other agencies. We will be able to reference successful projects completed or in development for various components of the Department of Homeland Security, the Department of Veterans Affairs, Federal Mediation and Conciliation Service, Department of Agriculture, Department of Education, General Services Administration, Army Reserve, and U.S. Air Force Logistics Command.

As an example of our capability, IAI was contracted by the US Citizenship and Immigration Services agency (USCIS) to provide technical and design support to complete development of an enhanced Form I-9 (Employment Eligibility Verification) that incorporates drop-down menus, helper text and hover text that embed the instructions into the form, field logic, error messages and form validation into a fillable PDF format. IAI’s successful programming of the enhanced form per our client’s requirements led to the form’s recent release to the public by USCIS for review and comment.

In an effort to increase IAI’s profile and visibility in the expanding digital technology marketplace, IAI personnel have actively participated in industry programs such as the Adobe Digital Government Assembly, which bring together senior government officials, technology leaders and information technology leaders interested in advances in digital technology applications. IAI senior staff typically participates in related panel discussions and IAI exhibits its digital related competencies and innovative capabilities to the attendees.



We recognize the need to enhance our service and product capabilities as a means of expanding our business base and maintaining growth in the future. To that end, over the last several years, we have aggressively pursued strategic business relationships with certain leading-edge technology firms in our local area that have developed unique and innovative software-based products and services. These new business areas include, but are not limited to, data analytics, cybersecurity, real-time data analytics, business intelligence, and mobile applications.

Where appropriate, we have entered into teaming arrangements or product reseller agreements with certain of these firms. These products and services are synergistic to our present business strategy and also allow us to expand into new business areas, both within the federal government and commercial sectors, without the expenditure of significant technical development dollars. Our partners benefit by our potential to leverage their new technology developments into our existing client base, as well as utilize our expertise and credibility in developing applications around their inventive products.

Along this line we have entered into a partnership with a company, Neo Technology, which has developed a state of the art software suite called Neo4j, which provides analysts with unprecedented capabilities to search multiple sources of data in performing data analytics. It is an open source graphical database that is being used by a number of large corporations and analytical entities for multiple purposes including fraud detection and prevention. Graph databases offer new methods of uncovering fraud and scams with a high-level of accuracy, and are capable of stopping fraud scenarios in real-time before their impact can become excessively damaging. We have invested in training our people and establishing a reseller agreement to solicit the federal marketplace as both a reseller of the software and provider of information technology services for building applications.

Global Industry Analysts said in an August 24, 2014 report that the mobile security market will reach \$14.4 billion by 2017. The report, "Mobile Security: A Global Strategic Business Report," reviewed trends for all major commercial, healthcare and government geographic markets. In recognition of this emerging market, IAI entered into a Reseller agreement in 2015 with Protected Mobility, LLC, a Virginia based company founded in 2010 (also known as Global Integrity) to meet a critical need to provide a secure messaging capability for unprotected personal cellular devices deployed with US troops. Protected Mobility continues to develop unique secure solutions to ensure privacy of communications, documents and other key assets and, since 2010, has provided hundreds of thousands of devices/software applications to private enterprises and US government agencies. IAI is presently in discussion with several federal civilian agencies about adopting this mobile device technology.

In addition, in connection with Protected Mobility, IAI intends to offer unique product and information technology solutions to combat the types of mobility, computer and communications threats seriously affecting the well-being of military and government organizations, healthcare organizations, as well as private companies. To that end, we are also principally supporting the design, development and beta testing of a new product designed to encrypt and secure email communications and application files using Microsoft Office (Word/Excel/Power point) and Outlook software. We intend to begin marketing and selling the product upon successful completion of the beta test program.

In February 2016, we announced the hiring of Irene M. Carter as a Director of our newly formed Cyber Security Practice. In her role as Director, Ms. Carter will be actively involved in development of this new business model centered on cyber security, computer network defense, information assurance, enterprise architecture security, program management, secure communications, and information protection. Ms. Carter has over 12 years of experience in providing in-depth security assessments of complex IT networks, analysis of architecture vulnerabilities, drafting remediation configuration plans, enhancement of security standards and procedures, as well as developing best practices for secure cloud and mobile device implementations. Ms. Carter holds a Master of Science in Information Systems Technology from George Washington University School of Business. In addition she holds an IT Certification from the GSA CIO University and is CISSP certified.

Since the mid-1990's we have migrated customers, both private firms and government agencies, from older computer languages generally associated with legacy computer systems to more modern languages used with current-day computer system platforms. As part of this modernization, many organizations wish to extend these legacy systems to interface with web-based applications. Our strategy has been to develop and/or acquire tools through strategic relationships that will facilitate the modernization process and differentiate our offerings in the marketplace.

In 2004, we aligned with Micro Focus, an established company in the legacy COBOL environment, to jointly participate in the conversion of large legacy mainframe systems to PC and Unix server platforms. Micro Focus has developed a suite of products that simplify the conversion process and enable the entry screens to be Internet accessible. As an authorized reseller and installer of the Micro Focus tools, our plan is to derive revenue from software sales and installation services as well as acquire supplementary programming services that typically may occur with each engagement.

We have structured our company to address the wide range of requirements that we envision the market will demand. We believe that the use of our proprietary ICONS legacy conversion tools suite and that of our strategic partners will give us a competitive edge in performing certain conversions and migrations faster and more economically than many other vendors. The diverse capabilities of our staff in mainframe technology and client-server implementations help to assure that our staff can analyze the original systems properly to conduct accurate and thorough conversions both from a technical and business perspective. In addition, our modernization methodology has evolved over time through the successful completion of numerous conversion projects.

Our strategy to exploit the conversion and modernization market is also predicated on continuing to form alliances with large information technology consulting firms who currently maintain the legacy systems for large government agencies and Fortune 1000 companies. These alliances have resulted in significant opportunities in the past and are likely to be important in procuring future business.

Our management will generally continue to explore ways to expand our current market spaces and develop new ones that may offer more opportunity. This may take the shape of organic growth or through acquisition of other companies. In any event, IAI will be aggressive and will take more risks in terms of investment in business development, exploring the potential of diversified business opportunities, and seeking targets of acquisition. In addition, we are seeking federal government opportunities slated for small businesses in which IAI would take a prime role in multi-year Indefinite Delivery and Indefinite Quantity (IDIQ) contracts and coordinate teaming arrangement in support of the contract's requirements. We expect to see the results of these efforts near term during 2016 and beyond.

#### Backlog

As of December 31, 2015, we estimated our backlog at approximately \$11.4 million over the next three years, of which \$4.0 million was funded. This backlog consists of outstanding contracts and general commitments from current clients. We regularly provide services to certain clients on an as-needed basis without regard to a specific contract. General commitments represent those services which we anticipate providing to such clients during a twelve-month period.

#### Competition

In the ever expanding realm of enterprise-based web content management systems, there are a number of small and large companies offering such software products and related consulting services. We believe that the Adobe Experience Manager product suite will continue to dominate in the future against such competition, including offerings such as Microsoft's SharePoint solution. AEM has performed well in the federal marketplace due to its full offering of powerful capabilities such as Cloud integration and intuitive customization. Adobe Experience Manager is a solution that optimizes the authoring, management and delivery of digital media and content across owned channels, including Web, mobile, email, print and social communities. In 2015, Gartner named Adobe as a leader for the third year in a row in its Magic Quadrant for Mobile Application Development Platforms report.

There are hundreds of firms performing traditional information technology services, business intelligence and cybersecurity, and general consulting for the federal government. A great number of them are much larger than IAI, and are more established in the marketplace, and have more resources to pursue individual prospects.

The competition in the conversion and modernization market is very strong. Many software professional services companies have had some involvement in this area and profess proficiency in performing these projects. We also face competition from other companies that purport to substantially automate the process through software tools including Blue Phoenix Solutions, Fujitsu, and IBM. Software for enterprise resource planning, such as SAP and Oracle, provides an additional source of competition, although to date, the cost and lengthy installation time for enterprise

resource planning software has slowed its implementation in the market place. No matter what type of solution is offered, many of our competitors have greater name recognition than our company, a larger, more established customer base, and significantly greater financial and market resources.

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### Government Regulation

We are bound by various rules and regulations promulgated by the federal government and agencies thereunder. We have not experienced undue expense beyond those expenses normally incurred in our ordinary course of business in adhering to such rules and regulations. Since historically most of our business is derived from contracts either directly with the U.S. federal government or as a subcontractor on behalf of U.S. federal government customers, most of our contracts are subject to termination at the election of the government.

### Intellectual Property

We depend upon a combination of trade secret and copyright laws, nondisclosure and other contractual provisions and technical measures to protect our proprietary rights in our methodologies, databases and software. We have not filed any patent applications covering our methodologies and software. In addition, we attempt to protect the secrecy of our proprietary databases and other trade secrets and proprietary information through agreements with employees and consultants.

We also seek to protect the source code of our proprietary ICONS legacy code conversion tools suite as trade secrets. The copyright protection accorded to databases, however, is fairly limited. While the arrangement and selection of data can be protected, the actual data is not, and others are free to create software performing the same function. We believe, however, that the creation of competing databases would be very time consuming and costly.

### Employees

As of December 31, 2015, we employed 21 full-time and 3 part-time individuals. In addition, we maintained subcontractor relationships with companies and individuals that add 8 individuals for professional information technology services. Approximately 99% of our professional employees have at least four years of related experience. For computer related services, we believe that the diverse professional opportunities and interaction among our employees contribute to maintaining a stable professional staff with limited turnover.

We have no collective bargaining agreements or other such labor contracts with our employees and believe that our employee relationships are satisfactory. In the long-term, management will likely hire additional staff to meet its anticipated growth requirements. We do not anticipate encountering material problems in our ability to hire individuals with the requisite employee skill sets, despite a competitive market for our requisite technical skill sets and government clearances, when required. We utilize fee-based recruiting firms when it is necessary to speed up the process of locating and hiring employees with specialized skill sets and clearances.

### Available Information

We make available free of charge on or through our website our annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and all amendments to those reports as soon as reasonably practicable after such material is electronically filed with or furnished to the Securities and Exchange Commission, or SEC. Our website address is [www.infoa.com](http://www.infoa.com).

Item 1A. Risk Factors

We operate in a rapidly changing environment that involves a number of risks, some of which are beyond our control. This discussion highlights some of the risks which may affect future operating results. These are the risks and uncertainties we believe are most important for you to consider. Additional risks and uncertainties not presently known to us which we currently deem immaterial or which are similar to those faced by other companies in our industry or business in general, may also impair our business operations. If any of the following risks or uncertainties actually occurs, our business, financial condition and operating results would likely suffer.

Changes in the funding priorities of the U.S. federal government, and changes in the way the U.S. federal government contracts with businesses, may materially and adversely affect our revenue and earnings.

Since the U.S. federal government is our largest customer, both directly and with us as a subcontractor, changes in the funding priorities of the U.S. federal government may materially and adversely affect us if funding is cut or shifted away from the information technology services that we are equipped to provide. Additionally, changes in the way the government awards contracts may create a disadvantage for us to compete in certain markets.

U.S. federal government contracts are generally subject to terms more favorable to the customer than commercial contracts.

U.S. federal government contracts generally contain provisions and are subject to laws and regulations that give the federal government rights and remedies not typically found in commercial contracts, including provisions permitting the federal government to:

- terminate our existing contracts;
- reduce potential future income from our existing contracts;
- modify some of the terms and conditions in our existing contracts;
- suspend or permanently prohibit us from doing business with the federal government or with any specific government agency;
- impose fines and penalties;
- subject the award of some contracts to protest or challenge by competitors, which may require the contracting federal agency or department to suspend our performance pending the outcome of the protest or challenge and which may also require the government to solicit new proposals for the contract or result in the termination, reduction or modification of the awarded contract;
- suspend work under existing multiple year contracts and related task orders if the necessary funds are not appropriated by Congress;
- decline to exercise an option to extend an existing multiple year contract; and
- claim rights in technologies and systems invented, developed or produced by us.

The U.S. federal government may terminate a contract either “for convenience” (for instance, due to a change in its perceived needs or its desire to consolidate work under another contract) or if a default occurs by failing to perform under the contract. If the federal government terminates a contract for convenience, we generally would be entitled to recover only our incurred or committed costs, settlement expenses and profit on the work completed prior to termination. If the federal government terminates a contract based upon a default, we generally would be denied any recovery for undelivered work, and instead may be liable for excess costs incurred by the federal government in procuring undelivered items from an alternative source and other damages as authorized by law.

Failure to keep pace with a changing technological environment could negatively impact our business.

The computer industry in general, and the market for our application software offerings and services, is characterized by rapidly changing technology, frequent new technology introductions, and significant competition. In order to keep pace with this rapidly changing market environment, we must continually develop and incorporate into our services new technological advances and features desired by the marketplace at acceptable prices. The successful development and commercialization of new services and technology involves many risks, including the identification of new opportunities, timely completion of the development process, the control and recovery of development and production costs and acceptance by customers of our products and services. If we are unsuccessful in identifying, developing and marketing our services and technology or adapting our business to rapid technological change, it will have a material negative impact on our results of operations.



We are subject to intense competition from other companies engaged in software development and computer related services.

The market for our products and services is competitive, rapidly evolving, and can be affected by new product introductions and other market activities of industry participants. Some of these companies have longer operating histories, greater financial, marketing and other resources, greater name recognition in other markets and a larger base of customers than IAI. In addition, some companies have well-established relationships with our current and prospective customers. As a result, these competitors may be able to devote greater resources to the development, promotion and sale of their products and services than we can. Should we not be able to maintain our competitive advantages in light of these factors, it could have a material negative impact on our results of operations.

If we are unable to accurately estimate the cost of services and the timeline for completion of contracts, the profitability of our contracts may be materially and adversely affected.

Our commercial and federal government contracts are typically awarded on a competitive basis. Our bids are based upon, among other items, the cost to provide the services. To generate an acceptable return on our investment in these contracts we must be able to accurately estimate our costs to provide the services required by the contract and be able to complete the contracts in a timely manner. If we fail to accurately estimate our costs or the time required to complete a contract the profitability of our contracts may be materially and adversely affected.

Contracts on which we utilize subcontractors or suppliers may be adversely affected if our subcontractors or suppliers fail to perform required obligations under the contract.

We frequently utilize subcontract labor on contracts where we bid as partners, we lack a specific type of expertise, or where the subcontractor has brought the opportunity to us. If our subcontractors or suppliers fail to perform as specified, it may adversely affect our contracts and subject us to loss of the contracts, unintended expenses, and/or the inability to secure future contracts due to our nonperformance.

Our federal government contracts typically have terms of one or more base years and one or more option years. Federal governmental agencies generally have the right not to exercise options to extend a contract. A decision to terminate or not to exercise options to extend our existing contracts could have a material adverse effect on our business, prospects, financial condition and results of operations.

We are dependent on key personnel to maintain our profitability and grow our business.

Our future success depends, to a significant extent, on the continued services of our key personnel. A loss of certain key personnel, both managerial and technical, would most likely have an adverse effect on our business. In addition, competition for qualified technical personnel throughout the industry is significant and we may be unable to retain our current personnel or attract, integrate or retain other highly qualified personnel in the future. If we do not succeed in retaining our current personnel or in attracting and motivating new personnel, our business could be adversely affected.

We are dependent upon third-party software and software maintenance suppliers, making us vulnerable to supply shortages and lapses in support.

We obtain software licenses and related software maintenance contracts for resale from third-party suppliers. Any delay in our suppliers' fulfillment of our orders could impair our ability to deliver products and maintenance to customers and, accordingly, could have a material adverse effect on business, results of operations, financial condition, and reputation.



Changes in the economic health of our largest non U.S. federal government customers could negatively impact our cash flow and earnings.

A few of our largest customers are non U.S. federal government customers. Should one or more of these customers experience economic hardships, it could have a material impact on our financial performance and cash flows. As an example of this risk, one of our largest customers filed for bankruptcy protection pursuant to Chapter 11 of the bankruptcy code in 2014. Revenues associated with this customer for the years ended December 31, 2015 and 2014 were \$641,081 and \$633,844, respectively. Had this customer been unable to reorganize, we could have lost a significant customer for future earnings and cash flows, as well as suffered the loss of the cash flow from past work.

Failure to adequately integrate prospective new businesses or acquisitions could materially impact and disrupt our business.

We are seeking to expand our business and may acquire or make investments in companies or businesses offering complementary products, services and technologies in the future. Acquisitions and investments typically involve numerous risks including, but not limited to difficulties in integrating operations, technologies, services and personnel and diversion of financial and managerial resources from existing operations. To manage this prospective growth effectively, we may need to implement additional management information systems capabilities, further develop our operating, administrative, financial and accounting systems and controls, improve coordination among accounting, finance, marketing and operations and hire and train additional personnel. Should these prospective integrations prove more difficult and time consuming than anticipated, it could negatively impact our results of operations.

Fluctuations in our results of operations from period to period may cause fluctuations in our stock price.

Our financial results vary from quarter to quarter based on certain factors such as the timing of significant orders, contract funding approvals and contract completions, some of which are beyond our control. As a consequence, our quarterly and annual revenue and operating results may fluctuate from period to period, and period comparisons may therefore not be meaningful. Such fluctuations in the future could contribute to corresponding fluctuations in our stock price and in certain cases cause the trading price of our stock to decline.

The exercise of outstanding options to purchase our common stock could substantially dilute shareholders' investments.

Under the terms of outstanding options to acquire our common stock issued to employees and others, the holders thereof are given an opportunity to profit from a rise in the market price of our common stock that, upon the exercise of such options, could result in dilution in the interests of our other shareholders.

Our business potential could be impacted by our failure to adequately protect our intellectual property.

Our success depends in part on our ability to obtain and maintain proprietary protection for our technologies, products, and processes, and our ability to operate without infringing the proprietary rights of other parties. We may not be able to obtain copyright, patent or other protection for our proprietary technologies or for certain processes developed by our employees. Legal standards relating to intellectual property rights in computer software are still developing and this area of the law is evolving with new technologies. Any copyrights, patents or other registrations may not sufficiently protect us against competitors with similar technology. In addition, our intellectual property rights may be challenged, narrowed, invalidated or circumvented. Our intellectual property rights do not guarantee any competitive advantage. Because our success in part relies upon our technologies, if proper protection is not available or can be circumvented, our business may be negatively impacted.



There is a limited public market for our common stock.

Our common stock is presently quoted on the OTC Bulletin Board under the symbol "IAIC", and the securities are traded through broker-dealers. Because our stock trades on the OTC Bulletin Board rather than on a national securities exchange, a shareholder may find it difficult to either dispose of or obtain quotations as to the price of our common stock. There has historically been a low trading volume of our shares which may have an adverse impact on a shareholder's ability to execute transactions of our shares.

#### Item 1B. Unresolved Staff Comments

The information required by this Item is not applicable to smaller reporting companies.

#### Item 2. Properties

Our offices are located at 11240 Waples Mill Road, Fairfax, VA 22030. We hold a lease for 4,434 square feet. This lease expires on May 31, 2017. We believe that our current facility is suitable and adequate to meet our current needs, and that suitable additional or substitute space will be available as needed to accommodate expansion of our operations.

#### Item 3. Legal Proceedings

There are presently no pending legal proceedings to which we are a party or to which any of our property is subject and, to the best of our knowledge, no such actions against us are contemplated or threatened.

#### Item 4. Mine Safety Disclosures

The information required to be reported by this Item is not applicable to us since we neither own a mine nor engage in the business of mining.

## PART II

## Item 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities

## Market Information

Our Common Stock trades on the Over-the-Counter Bulletin Board under the symbol IAIC. The following table sets forth, for the fiscal periods indicated, the high and low bid prices of the Common Stock, as reported by Yahoo Finance:

|      | Fiscal Year Ended December 31, 2015 |         |         |          | Fiscal Year Ended December 31, 2014 |         |         |          |
|------|-------------------------------------|---------|---------|----------|-------------------------------------|---------|---------|----------|
|      | Quarter Ended:                      |         |         |          | Quarter Ended:                      |         |         |          |
|      | 3/31/15                             | 6/30/15 | 9/30/15 | 12/31/15 | 3/31/14                             | 6/30/14 | 9/30/14 | 12/31/14 |
| High | \$0.21                              | \$0.25  | \$0.18  | \$0.17   | \$0.29                              | \$0.40  | \$0.29  | \$0.23   |
| Low  | \$0.17                              | \$0.18  | \$0.16  | \$0.13   | \$0.17                              | \$0.17  | \$0.17  | \$0.15   |

The quotations on which the above data are based reflect inter-dealer prices without adjustment for retail mark-up, mark-down or commission, and may not necessarily represent actual transactions.

Because our stock trades on the OTC Bulletin Board rather than on a national securities exchange, a shareholder may find it difficult to either dispose of or obtain quotations as to the price of our common stock. There has historically been a low trading volume of our shares which may have an adverse impact on a shareholder's ability to execute transactions of our shares.

## Holders

As of December 31, 2015, we had 105 holders of record of our Common Stock.

## Dividends

We have never paid any cash dividends on our common stock and do not anticipate paying cash dividends within the foreseeable future. Our management anticipates that all earnings, if any, will be retained for development of our business. Any future dividends will be subject to the discretion of the board of directors and will depend on, among other things, future earnings, our operating and financial condition, our capital requirements and general business conditions.

## Securities Authorized for Issuance under Equity Compensation Plans

The following table contains information regarding securities authorized and available for issuance under our equity compensation plans for certain employees, directors, and consultants.

## Equity Compensation Plan Information

| Plan Category | Number of securities to be issued upon exercise of | Weighted-average exercise price of outstanding options, warrants, and | Number of securities remaining available for future |
|---------------|--|---|---|
|               |  |   |   |

|   | outstanding<br>options,<br>warrants,<br>and rights<br>(a) | rights<br>(b)  | issuance<br>under equity<br>compensation<br>plans<br>(excluding<br>securities<br>reflected in<br>column (a))<br>(c) |
|---|---|----------------|---|
| Equity compensation plans approved by security holders <sup>1,2</sup> | 1,193,000   | \$ 0.24        | 775,000   |
| Equity compensation plans not approved by security holders            | -   | -              | -   |
| <b>Total</b>  | <b>1,193,000</b>  | <b>\$ 0.24</b> | <b>775,000</b>  |

<sup>1</sup> The Company has a stock incentive plan, which became effective May 18, 2006, and expires April 12, 2016 (the “2006 Plan”). The 2006 Plan provides for the granting of equity awards to employees and directors. The maximum number of shares for which equity awards may be granted under the 2006 Plan is 1,950,000. Options under the 2006 Plan expire no later than ten years from the date of grant or 90 days after employment ceases, whichever comes first, and vest over periods determined by the Board of Directors.

<sup>2</sup>The Company had a stock option plan, which became effective June 25, 1996, and expired May 29, 2006 (the “1996 Plan”). The 1996 Plan provided for the granting of stock options to employees 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 90 days after employment ceases, whichever comes first, and vest over periods determined by the Board of Directors.

#### Recent Sales of Unregistered Securities

We had no sales of unregistered securities during 2015 that have not been previously disclosed in a Current Report on Form 8-K or Quarterly Reports on Form 10-Q.

#### Purchases of Equity Securities by the Issuer and Affiliated Purchasers

We did not repurchase any of our equity securities during 2015.

#### Item 6. Selected Financial Data

The information required by this Item is not applicable to smaller reporting companies.

#### Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion should be read in conjunction with the attached financial statements and notes thereto. Reference is made to "Cautionary Statement Regarding Forward-Looking Statements" on page 1 hereof, which describes important factors that could cause actual results to differ from expectations and non-historical information contained herein.

##### Overview

In 2015, we had net income of \$78,000. Our stockholders' equity was \$2,177,000 at December 31, 2015. Our gross profit decreased by \$15,000, while revenue increased \$431,000. The revenue increase is due mostly to increases in billable activity on a number of professional services contracts, despite a decrease in commissions on registered sales brought to our vendors by us but ordered directly from the vendor by the customer. In 2015 the Company earned \$212,000 from these commissions compared to \$829,000 in 2014. Revenue from fees for professional services increased \$952,000. Gross profit increased to 45.3% in 2015 from 41.3% in 2014 for professional services and decreased from 41.3% in 2014 to 16.8% in 2015 for software sales. Our expenses related to selling, general and administrative infrastructure increased 3.6%, due mostly to increases in non-billable labor costs.

Cash and cash equivalents decreased \$282,000 due to increases in outstanding accounts receivable balances and decreases in our deferred revenue and commissions payable balances. We were able to operate throughout 2015 without borrowing against our line of credit.



## Results of Operations

The following table sets forth, for the periods indicated, selected information from our Statements of Operations, expressed as a percentage of revenue:

|                                     | Years Ended       |    |                   |    |
|-------------------------------------|-------------------|----|-------------------|----|
|                                     | December 31, 2015 |    | December 31, 2014 |    |
| Professional fees                   | 75.0              | %  | 64.1              | %  |
| Software sales                      | 25.0              | %  | 35.9              | %  |
| Total revenues                      | 100.0             | %  | 100.0             | %  |
| Cost of professional fees           | 41.0              | %  | 37.6              | %  |
| Cost of software sales              | 20.8              | %  | 21.1              | %  |
| Total cost of revenues              | 61.8              | %  | 58.7              | %  |
| Gross profit                        | 38.2              | %  | 41.3              | %  |
| Operating expenses                  |                   |    |                   |    |
| Selling, general and administrative | (28.1             | %) | (29.2             | %) |
| Commissions expense                 | (9.0              | %) | (12.8             | %) |
| Income (loss) from operations       | 1.1               | %  | (0.7              | %) |
| Other income                        | 0.2               | %  | 0.2               | %  |
| Income (loss) before income taxes   | 1.3               | %  | (0.5              | %) |
| Provision for income taxes          | (0.0              | %) | (0.0              | %) |
| Net income (loss)                   | 1.3               | %  | (0.5              | %) |

## 2015 Compared to 2014

Revenue. Total revenue for 2015 increased \$431,000, or 7.5%, to \$6.21 million from \$5.78 million in 2014. Revenue from professional services fees increased \$952,000 or 25.7%, to \$4.66 million in 2015 from \$3.71 million in 2014. The increase in our revenue from professional services fees is largely due to an increase in revenue of \$708,445 from one fixed price contract which started at the very end of 2014 and ended in 2015. A substantial portion of the professional services revenue from this contract was recognized in the fourth quarter of 2015. Revenue from software sales decreased \$521,000, or 25.1%, to \$1.56 million in 2015 from \$2.08 million in 2014. Included in software sales are commissions on registered sales brought to our vendors by us but ordered directly from the vendor by the customer. In 2015 the amounts the Company earned from these commissions fell to \$212,000 from \$829,000 in 2014. While many of the customers for which we received these commissions were the same in both years, commissions earned on initial enterprise software orders are generally larger than commissions earned on software maintenance renewals. Other increases and decreases in software product and maintenance sales essentially offset. Software product and maintenance sales and commissions on registered sales are subject to considerable fluctuation from period to period, based on the product mix sold and customer demand. Revenue from software sales comprised 25.0% of total sales in 2015, compared to 35.9% of total sales in 2014.

Gross Profit. Gross profit decreased \$15,000, or 0.6% in 2015 versus 2014. Gross profit increased in the fourth quarter of 2015 over the rest of 2015 due to the recognition of revenue from the fixed price contract that ended in 2015 as discussed in the "Revenue" paragraph above, for which most of the costs for this fixed price contract were incurred in prior quarters. Gross profit as a percentage of revenue decreased to 38.2% of revenue in 2015 from 41.3% of revenue in 2014. The decrease in gross profit as a percentage of revenue is due to the decrease in commissions earned on registered sales where customers we introduced to our vendors made their purchases directly from the vendors. Our direct costs related to these commissions are minimal, so they contribute significantly to gross profit. Gross profit

from professional fees was 45.3% in 2015 on 75.0% of total revenues while gross profit from software sales was 16.8% on 25.0% of total sales. In 2014, gross profit from professional fees was 41.3% on 64.1% of total revenues while gross profit from software sales was 41.3% on 35.9% of total sales. Professional services gross profit was \$2.11 million in 2015, compared to \$1.53 million in 2014. Software sales gross profit decreased to \$261,000 in 2015 from \$859,000 in 2014.

**Selling, General and Administrative.** Selling, general and administrative expense for 2015 increased \$61,000 to \$1.75 million, or 28.1% of revenue, from \$1.69 million, or 29.2% of revenue, in 2014. The increase is due to increases in overhead labor cost, the addition of sales personnel, and increases in legal & accounting fees, offset in part by decreases in the costs related to bids and proposals, decreases in recruiting fees and technical training, and decreases in the costs of fringe benefits applied to indirect labor.

**Commission Expense.** Commission expense in 2015 was \$556,000, or 9.0% of revenue, versus \$740,000, or 12.8% in 2014. Commission expenses vary with income generated from contracts sold by our commission-based sales associates.

#### Recent Accounting Pronouncements

From time to time, new accounting pronouncements are issued by the Financial Accounting Standards Board (the "FASB"), or other standard setting bodies that the Company adopts as of the specified effective date.

For a discussion of the accounting standards recently adopted or pending adoption and the affect such accounting changes will have on our results of operations, financial position or liquidity, see Note 1 to the financial statements.

#### Liquidity and Capital Resources

Our beginning cash and cash equivalents balance, when combined with our cash flow from operations, were sufficient to provide financing for our operations. For 2015, net cash used in operating and investing activities was \$282,078. Our net cash used, when added to a beginning balance of \$2,450,006, yielded cash and cash equivalents of \$2,167,928 at December 31, 2015. Our accounts receivable balances increased \$327,515 due to a larger final invoice on one contract and commissions earned on registered sales brought to our vendors by us but ordered directly from the vendor by the customer. Our accounts payable balances increased \$32,272, our other accrued liabilities decreased \$41,625 due largely to the application of a short-term security deposit against trade receivables, and our accrued payroll and related liabilities increased \$5,499. Our prepaid expenses and other current assets accounts decreased \$156,642, and our deferred revenue accounts decreased \$156,892. Our prepaid expenses and deferred revenue accounts are largely composed of the costs and revenue, respectively, of sales of software maintenance contracts for which we recognize the costs and revenue ratably over the life of the maintenance contract. We had no non-current liabilities at December 31, 2015.

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 May 31, 2016. As of December 31, 2015, no amounts were outstanding under this line of credit. We did not borrow against this line of credit in 2015.

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

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.

#### Off-Balance Sheet Arrangements

We do not have any off balance sheet arrangements that have or are likely to have a material current or future effect on our financial condition, or changes in financial condition, liquidity or capital resources or expenditures.

#### Critical Accounting Policies and Estimates

Our significant accounting policies are described in Note 1 to our accompanying financial statements. We consider the accounting policies related to revenue recognition to be critical to the understanding of our results of operations. Our critical accounting policies also include the areas where we have made what we consider to be particularly difficult, subjective or complex judgments in making estimates, and where these estimates can significantly impact our financial results under different assumptions and conditions. We prepare our financial statements in conformity with accounting principles generally accepted in the United States. As such, we are required to make certain estimates, judgments and assumptions that we believe are reasonable based upon the information available. These estimates, judgments and assumptions affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the periods presented. Actual results could be different from these estimates.

#### Revenue Recognition

The Company earns revenue from both professional services and sales of software and related support. 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 from professional services is earned under time and materials and fixed-price contracts. For sales of third-party software products, revenue is recognized upon product delivery, with any maintenance related revenues recognized ratably over the maintenance period.

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 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 renewals of maintenance contracts on third-party software sales from prior years and to separable maintenance elements of sales of third-party software that include fixed terms of maintenance, such as 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 reports revenue on both gross and net bases on a transaction by transaction analysis using authoritative guidance issued by the Financial Accounting Standards Board (the “FASB”). The Company considers the following factors to determine the gross versus net presentation: if the Company (i) acts as principal in the transaction; (ii) takes title to the products; (iii) has risks and rewards of ownership, such as the risk of loss for collection, delivery or return; and (iv) acts as an agent or broker (including performing services, in substance, as an agent or broker) with compensation on a commission or fee basis. Generally, sales of third-party software products such as Adobe and

Micro Focus products are reported on a gross basis with the Company acting as the principal in these arrangements. This determination is 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 and 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. Generally, revenue derived for facilitating a sales transaction of Adobe products in which a customer introduced by the Company makes a purchase directly from the Company's supplier or another designated reseller is recognized net when the commission payment is received since the Company is merely acting as an agent in these arrangements. Since the Company is not a direct party in the sales transaction, payment by the supplier is the Company's confirmation that the sale occurred.

For software and software-related multiple element arrangements, the Company must: (1) determine whether and when each element has been delivered; (2) determine whether undelivered products or services are essential to the functionality of the delivered products and services; (3) determine the fair value of each undelivered element using vendor-specific objective evidence ("VSOE"), and (4) allocate the total price among the various elements. Changes in assumptions or judgments or changes to the elements in a software arrangement could cause a material increase or decrease in the amount of revenue that the Company reports in a particular period.

The Company determines VSOE for each element based on historical stand-alone sales to third parties or from the stated renewal rate for the elements contained in the initial arrangement. The Company has established VSOE for its third-party software maintenance and support services.

The Company's contracts with agencies of the U.S. federal 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, ratably throughout the contract as the services are provided, or subject to funds made available incrementally by legislators. 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.

#### Effects of Inflation

In the opinion of management, inflation has not had a material effect on our operations.

#### Item 7a. Quantitative and Qualitative Disclosures about Market Risk

The information required by this Item is not applicable to smaller reporting companies.

#### Item 8. Financial Statements and Supplementary Data

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REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and  
Stockholders of Information Analysis Incorporated

We have audited the accompanying balance sheets of Information Analysis Incorporated (the "Company") as of December 31, 2015 and 2014, and the related statements of operations and comprehensive income (loss), changes in stockholders' equity and cash flows for the years then ended. Information Analysis Incorporated's management is responsible for these financial statements. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Information Analysis Incorporated as of December 31, 2015 and 2014, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

/s/ CohnReznick LLP

Tysons, Virginia  
March 29, 2016

INFORMATION ANALYSIS INCORPORATED  
BALANCE SHEETS

|  | December<br>31,<br>2015 | December<br>31,<br>2014 |
|--|-------------------------|-------------------------|
| <b>ASSETS</b>  |                         |                         |
| Current assets   |                         |                         |
| Cash and cash equivalents  | \$2,167,928             | \$2,450,006             |
| Accounts receivable, net   | 1,298,029               | 970,621                 |
| Prepaid expenses and other current assets  | 603,340                 | 759,982                 |
| Notes receivable, current  | -                       | 3,896                   |
| Total current assets   | 4,069,297               | 4,184,505               |
| Property and equipment, net of accumulated depreciation and amortization of \$379,044 and \$349,178  | 42,039                  | 53,675                  |
| Notes receivable, long-term  | -                       | 5,102                   |
| Other assets   | 6,281                   | 6,281                   |
| Total assets   | \$4,117,617             | \$4,249,563             |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>  |                         |                         |
| Current liabilities  |                         |                         |
| Accounts payable   | \$64,599                | \$32,327                |
| Commissions payable  | 959,052                 | 1,017,047               |
| Deferred revenue   | 581,102                 | 737,994                 |
| Accrued payroll and related liabilities  | 261,202                 | 255,703                 |
| Other accrued liabilities  | 74,472                  | 116,097                 |
| Total liabilities  | 1,940,427               | 2,159,168               |
| Commitments and contingencies  |                         |                         |
| 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 December 31, 2015 and 2014, respectively | 128,443                 | 128,443                 |
| Additional paid-in capital   | 14,622,352              | 14,613,887              |
| Accumulated deficit  | (11,643,394)            | (11,721,724)            |
| Treasury stock, 1,642,616 shares at cost at December 31, 2015 and 2014   | (930,211 )              | (930,211 )              |
| Total stockholders' equity   | 2,177,190               | 2,090,395               |
| Total liabilities and stockholders' equity   | \$4,117,617             | \$4,249,563             |

The accompanying notes are an integral part of the financial statements



INFORMATION ANALYSIS INCORPORATED  
STATEMENTS OF OPERATIONS AND  
COMPREHENSIVE INCOME (LOSS)

|   | For the years ended<br>December 31, |             |
|---|-------------------------------------|-------------|
|   | 2015                                | 2014        |
| Revenues  |                                     |             |
| Professional fees                               | \$4,658,338                         | \$3,706,692 |
| Software sales                                  | 1,556,247                           | 2,076,775   |
| Total revenues                                  | 6,214,585                           | 5,783,467   |
| Cost of revenues                                |                                     |             |
| Cost of professional fees                       | 2,546,912                           | 2,177,673   |
| Cost of software sales                          | 1,295,120                           | 1,218,249   |
| Total cost of revenues                          | 3,842,032                           | 3,395,922   |
| Gross profit                                    | 2,372,553                           | 2,387,545   |
| Selling, general and administrative expenses    | 1,748,330                           | 1,687,449   |
| Commissions expense                             | 556,099                             | 739,929     |
| Income (loss) from operations                   | 68,124                              | (39,833 )   |
| Other income                                    | 10,206                              | 10,046      |
| Income (loss) before provision for income taxes | 78,330                              | (29,787 )   |
| Provision for income taxes                      | -                                   | -           |
| Net income (loss)                               | \$78,330                            | \$(29,787 ) |
| Comprehensive income (loss)                     | \$78,330                            | \$(29,787 ) |
| Net income (loss) per common share – basic      | \$0.01                              | \$(0.00 )   |
| Net income (loss) per common share – diluted    | \$0.01                              | \$(0.00 )   |
| Weighted average common shares outstanding      |                                     |             |
| Basic   | 11,201,760                          | 11,201,760  |
| Diluted   | 11,310,387                          | 11,201,760  |

The accompanying notes are an integral part of the financial statements

INFORMATION ANALYSIS INCORPORATED  
STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY

|                             | Shares of<br>Common<br>Stock<br>Issued | Common<br>Stock | Additional<br>Paid-in<br>Capital | Accumulated<br>Deficit | Treasury<br>Stock | Total        |
|-----------------------------|--|-----------------|----------------------------------|------------------------|-------------------|--------------|
| Balances, December 31, 2013 | 12,844,376                             | \$ 128,443      | \$ 14,599,696                    | \$(11,691,937)         | \$(930,211 )      | \$ 2,105,991 |
| Net loss                    | -                                      | -               | -                                | (29,787 )              | -                 | (29,787 )    |
| Stock option compensation   | -                                      | -               | 14,191                           | -                      | -                 | 14,191       |
| Balances, December 31, 2014 | 12,844,376                             | 128,443         | 14,613,887                       | (11,721,724)           | (930,211 )        | 2,090,395    |
| Net income                  | -                                      | -               | -                                | 78,330                 | -                 | 78,330       |
| Stock option compensation   | -                                      | -               | 8,465                            | -                      | -                 | 8,465        |
| Balances, December 31, 2015 | 12,844,376                             | \$ 128,443      | \$ 14,622,352                    | \$(11,643,394)         | \$(930,211 )      | \$ 2,177,190 |

The accompanying notes are an integral part of the financial statements

INFORMATION ANALYSIS INCORPORATED  
STATEMENTS OF CASH FLOWS

|  | For the years ended<br>December 31, |             |
|--|-------------------------------------|-------------|
|  | 2015                                | 2014        |
| Cash flows from operating activities:  |                                     |             |
| Net income (loss)  | \$78,330                            | \$(29,787 ) |
| Adjustments to reconcile net income (loss) to net cash (used in) provided by operating activities: |                                     |             |
| Depreciation and amortization  | 29,866                              | 31,376      |
| Stock option compensation  | 8,465                               | 14,191      |
| Bad debt expense   | 107                                 | 4,376       |
| Forgiveness of note receivable   | 7,863                               | -           |
| Changes in operating assets and liabilities  |                                     |             |
| Accounts receivable  | (327,515 )                          | 462,757     |
| Prepaid expenses and other current assets  | 156,642                             | (224,990 )  |
| Accounts payable, accrued payroll and related liabilities, and other accrued liabilities           | (3,854 )                            | (489,828 )  |
| Commissions payable  | (57,995 )                           | 114,075     |
| Deferred revenue   | (156,892 )                          | 234,512     |
|  |                                     |             |
| Net cash (used in) provided by operating activities  | (264,983 )                          | 116,682     |
| Cash flows from investing activities:  |                                     |             |
| Acquisition of property and equipment  | (18,230 )                           | (32,164 )   |
| Payments received on notes receivable – employees  | 1,135                               | 5,961       |
|  |                                     |             |
| Net cash used in investing activities  | (17,095 )                           | (26,203 )   |
|  |                                     |             |
| Net (decrease) increase in cash and cash equivalents   | (282,078 )                          | 90,479      |
|  |                                     |             |
| Cash and cash equivalents, beginning of the year   | 2,450,006                           | 2,359,527   |
|  |                                     |             |
| Cash and cash equivalents, end of the year   | \$2,167,928                         | \$2,450,006 |
| Supplemental cash flow information   |                                     |             |
| Interest paid  | \$-                                 | \$-         |
|  |                                     |             |
| Income taxes paid  | \$-                                 | \$-         |

The accompanying notes are an integral part of the financial statements

INFORMATION ANALYSIS INCORPORATED  
NOTES TO FINANCIAL STATEMENTS

1. Summary of Significant Accounting Policies

Operations

Information Analysis Incorporated (“the Company”) was incorporated under the corporate 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.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (“U.S. GAAP”) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

Revenue Recognition

The Company earns revenue from both professional services and sales of software and related support. 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 from professional services is earned under time and materials and fixed-price contracts. For sales of third-party software products, revenue is recognized upon product delivery, with any maintenance related revenues recognized ratably over the maintenance period.

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 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 renewals of maintenance contracts on third-party software sales and to separable maintenance elements of sales of third-party software that include fixed terms of maintenance, such as 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 reports revenue on both gross and net bases on a transaction by transaction analysis using authoritative guidance issued by the Financial Accounting Standards Board (the “FASB”). The Company considers the following factors to determine the gross versus net presentation: if the Company (i) acts as principal in the transaction; (ii) takes title to the products; (iii) has risks and rewards of ownership, such as the risk of loss for collection, delivery or return; and (iv) acts as an agent or broker (including performing services, in substance, as an agent or broker) with compensation on a commission or fee basis. Generally, sales of third-party software products such as Adobe and Micro Focus products are reported on a gross basis with the Company acting as the principal in these arrangements.

This determination is 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 and 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. Generally, revenue derived for facilitating a sales transaction of Adobe products in which a customer introduced by the Company makes a purchase directly from the Company's supplier or another designated reseller is recognized net when the commission payment is received since the Company is merely acting as an agent in these arrangements. Since the Company is not a direct party in the sales transaction, payment by the supplier is the Company's confirmation that the sale occurred.

For software and software-related multiple element arrangements, the Company must: (1) determine whether and when each element has been delivered; (2) determine whether undelivered products or services are essential to the functionality of the delivered products and services; (3) determine the fair value of each undelivered element using vendor-specific objective evidence ("VSOE"), and (4) allocate the total price among the various elements. Changes in assumptions or judgments or changes to the elements in a software arrangement could cause a material increase or decrease in the amount of revenue that the Company reports in a particular period.

The Company determines VSOE for each element based on historical stand-alone sales to third parties or from the stated renewal rate for the elements contained in the initial arrangement. The Company has established VSOE for its third-party software maintenance and support services.

The Company's contracts with agencies of the U.S. federal 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, ratably throughout the contract as the services are provided, or subject to funds made available incrementally by legislators. 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.

#### Segment Reporting

The Company has concluded that it operates in one business segment, providing products and services to modernize client information systems.

#### Government Contracts

The Company believes there is minimal risk of an audit by the Defense Contract Audit Agency resulting in a material misstatement of previously reported financial statements.

#### Cash and Cash Equivalents

The Company considers all highly liquid investments with maturities of ninety days or less at the time of purchase to be cash equivalents. Deposits are maintained with a federally insured bank. 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 Company typically does not require collateral from its customers. 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 \$0 and \$878 at December 31, 2015 and 2014, respectively.



### Notes Receivable

The Company forgave a note receivable from a non-officer employee during 2015 in the amount of \$7,863.

### Property and Equipment

Property and equipment are stated at cost and are depreciated using the straight-line method over the estimated useful lives of the assets. Furniture and fixtures are depreciated over the lesser of the useful life or five years, off-the-shelf software is depreciated over the lesser of three years or the term of the license, custom software is depreciated over the least of five years, the useful life, or the term of the license, and computer equipment is depreciated over three years. Leasehold improvements are amortized over the estimated 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 operations.

### Stock-Based Compensation

At December 31, 2015, the Company had the stock-based compensation plans described in Note 9 below. Total compensation expense related to these plans was \$8,465 and \$14,191 for the years ended December 31, 2015 and 2014, respectively. The Company estimates the fair value of options granted using a Black-Scholes valuation model to establish the expense. When stock-based compensation is awarded to employees, the expense is recognized ratably over the vesting period. When stock-based compensation is awarded to non-employees, the expense is recognized over the period of performance.

### 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.

### Earnings Per Share

The Company's earnings per share calculations are based upon the weighted average number of shares of common stock outstanding. The dilutive effect of stock options, warrants and other equity instruments 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. 108,627 shares representing the dilutive effect of stock options were included in diluted earnings per share for the year ended December 31, 2015. 200,745 shares representing the dilutive effect of stock options were not included from diluted earnings per share for the year ended December 31, 2014, due to the net loss reported for the period.



### Concentration of Credit Risk

During the year ended December 31, 2015, prime contracts with U.S. government agencies represented 62.5% of the Company's revenue, an additional 23.5% of revenue came from U.S. government agencies through subcontracts, 13.8% of revenue came from commercial contracts, and 0.2% of revenue came from state and local government contracts. Two individual prime contracts with U.S. government agencies represented 19.9% and 17.7% of 2015 revenue, respectively. One company with which the Company subcontracts for providing services and products to U.S. government agencies represented 12.5% of 2015 revenue when all subcontracts under the company are aggregated. One commercial customer represented 10.3% of 2015 revenue.

During the year ended December 31, 2014, prime contracts with U.S. government agencies represented 47.7% of the Company's revenue, an additional 24.4% of revenue came from U.S. government agencies through subcontracts, 25.3% of revenue came from commercial contracts, and 2.6% of revenue came from state and local government contracts. One prime contract with a U.S. government agency represented 17.1% of 2014 revenue. One company with which the Company subcontracts for providing services and products to U.S. government agencies represented 10.2% of 2014 revenue when all subcontracts under the company are aggregated. Two commercial customers represented 13.2% and 11.0% of 2014 revenue, respectively.

The Company sold third party software and maintenance contracts under agreements with two major suppliers. These sales accounted for 25.0% of total revenue in 2015 and 35.9% of revenue in 2014.

At December 31, 2015, the Company's accounts receivable included receivables from two U.S. government agencies that represented 27.8% and 18.7% of the Company's outstanding accounts receivable, respectively, receivables from two companies under which the Company subcontracts for services to U.S. government agencies that represented 11.7% and 10.6% of the Company's outstanding accounts receivable, respectively.

At December 31, 2014, the Company's accounts receivable included receivables from one U.S. government agency that represented 29.0% of the Company's outstanding accounts receivable, receivables from one company under which the Company subcontracts for services to a U.S. government agency that represented 14.4% of the Company's outstanding accounts receivable, and receivables from one commercial customer that represented 21.8% of the Company's outstanding accounts receivable.

### Related Party Transactions

During the years ended December 31, 2015 and 2014, the Company paid a business development consultant, who is the brother of the Chairman of the Board, Chief Executive Officer, and President of the Company, \$52,105 and \$53,593, respectively, in cash compensation.

The Company's Director of Human Resources is the spouse of the Senior Vice President and Chief Operating Officer of the Company. During the years ended December 31, 2015 and 2014, she earned \$124,647 and \$112,950, respectively, as an employee of the Company.

## Recent Accounting Pronouncements

From time to time, new accounting pronouncements are issued by the FASB, or other standard setting bodies that the Company adopts as of the specified effective date.

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2014-09, "Revenue from Contracts with Customers (Topic 606)." This new standard will replace most existing revenue recognition guidance in U.S. GAAP. The core principle of the ASU is that an entity should recognize revenue for the transfer of goods or services equal to the amount it expects to receive for those goods and services. The ASU requires additional disclosure about the nature, amount, timing and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and estimates and changes in those estimates. The ASU will be effective for the Company beginning January 1, 2017, and allows for both retrospective and modified-retrospective methods of adoption. The Company is in the process of determining the method of adoption it will elect and is currently assessing the impact of this ASU on its financial statements and footnote disclosures.

In November 2015, the FASB issued ASU 2015-17, "Income Taxes (Topic 740): Balance Sheet Classification of Deferred Taxes" ("ASU 2015-17"). ASU 2015-17 simplifies the balance sheet classification of deferred taxes and requires that all deferred taxes be presented as noncurrent. ASU 2015-17 is effective for fiscal years beginning after December 15, 2016 with early adoption permitted. The adoption of this update is not expected to have a material effect on the Company's financial statements.

In February 2016, the FASB issued ASU No. 2016-02, "Leases (Topic 842)" ("ASU 2016-02"). The new standard establishes a right-of-use ("ROU") model that requires a lessee to record a ROU asset and a lease liability on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. ASU 2016-02 is effective for annual periods beginning after December 15, 2018, including interim periods within those annual periods, with early adoption permitted. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Company is currently evaluating the impact of this ASU on its financial statements and footnote disclosures.

In March 2016, the FASB issued ASU No. 2016-08, "Revenue from Contracts with Customers: Principal versus Agent Considerations" ("ASU 2016-08"). The amendments are intended to improve the operability and understandability of the implementation guidance on principal versus agent considerations. The effective date for ASU 2016-08 is the same as the effective date for ASU 2014-09, "Revenue from Contracts with Customers." The Company is currently evaluating the impact of this ASU on its financial statements and footnote disclosures.

## 2. Receivables

Accounts receivable at December 31, 2015 and 2014, consist of the following:

|                                 | 2015        | 2014      |
|---------------------------------|-------------|-----------|
| Billed-federal government       | \$754,540   | \$758,818 |
| Billed-commercial and other     | 180,474     | 212,324   |
| Total billed                    | 935,014     | 971,142   |
| Unbilled                        | 363,015     | 357       |
| Allowance for doubtful accounts | -           | (878)     |
| Accounts receivable, net        | \$1,298,029 | \$970,621 |

Billed receivables from the federal government include amounts due from both prime contracts and subcontracts where the federal government is the end customer. Unbilled receivables are for services provided through the balance sheet date that are expected to be billed and collected within one year.

## 3. Fair Value Measurements

The Company defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Valuation techniques used to measure fair value must maximize the use of observable inputs and minimize the use of unobservable inputs. The standard describes a fair value hierarchy based on three levels of inputs, of which the first two are considered observable and the last unobservable, that may be used to measure fair value which are the following:

Level 1—Quoted prices in active markets for identical assets or liabilities;

Level 2—Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities; and

Level 3—Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

The following table represents the fair value hierarchy for our financial assets (cash equivalents) measured at fair value on a recurring basis as of December 31, 2015 and 2014:

|                    | Level 1     | Level 2 | Level 3 |
|--------------------|-------------|---------|---------|
| December 31, 2015  |             |         |         |
| Money market funds | \$1,912,188 | \$-     | \$-     |
| Total              | \$1,912,188 | \$-     | \$-     |
| December 31, 2014  |             |         |         |
| Money market funds | \$1,766,121 | \$-     | \$-     |
| Total              | \$1,766,121 | \$-     | \$-     |

Money market funds are highly liquid investments. The pricing information on these investment instruments are readily available and can be independently validated as of the measurement date. This approach results in the classification of these securities as Level 1 of the fair value hierarchy.



The carrying amount of financial instruments such as accounts receivable, accounts payable, and accrued liabilities approximate the related fair value due to the short-term maturities of these instruments.

#### 4. Fixed Assets

A summary of fixed assets and equipment at December 31, 2015 and 2014, consist of the following:

|   | 2015       | 2014       |
|---|------------|------------|
| Furniture and equipment                         | \$ 110,042 | \$ 110,042 |
| Computer equipment and software                 | 304,656    | 292,811    |
| Leasehold Improvements                          | 6,385      | -          |
| Subtotal  | 421,083    | 402,853    |
| Less: accumulated depreciation and amortization | (379,044 ) | (349,178 ) |
| Total   | \$42,039   | \$ 53,675  |

Depreciation and amortization expense for the years ended December 31, 2015 and 2014, was \$29,866 and \$31,376, respectively.

#### 5. Revolving Line of Credit

On December 20, 2005, the Company entered into a revolving line of credit agreement with TD Bank providing for demand or short-term borrowings up to \$1,000,000. The credit agreement includes an interest rate indexed to 3.00% above the British Bankers' Association London Interbank Offered Rate ("BBA LIBOR"). The line of credit will next expire on May 31, 2016. The draws against the line are limited by varying percentages of the Company's eligible accounts receivable. The draw limit at December 31, 2015 was \$783,944. The bank is granted a security interest in all company assets if there are borrowings under the line of credit. Interest on outstanding balances is payable monthly. The effective rate at December 31, 2015 was 3.40%. At December 31, 2014, the effective rate was 3.16%.

The bank has a first priority security interest in the Company's receivables and a direct assignment of its U.S. federal government contracts. Under the line of credit agreement, the Company is bound by certain covenants, including maintaining a minimum tangible net worth and producing a number of periodic financial reports for the benefit of the bank. As of December 31, 2015, the Company was in compliance with the minimum tangible net worth covenant. There was no outstanding balance on the line of credit at December 31, 2015 or 2014.

#### 6. Commitments and Contingencies

##### Operating Leases

The Company leases facilities under long-term operating lease agreements through May 2017. Rent expense was \$100,914 and \$99,994 for the years ended December 31, 2015 and 2014, respectively.

The future minimum rental payments to be made under long-term operating leases are as follows:

|                             |      |            |
|-----------------------------|------|------------|
| Year ending December 31,:   | 2016 | \$ 105,300 |
|                             | 2017 | 44,414     |
| Total minimum rent payments |      | \$ 149,714 |

The above minimum lease payments reflect the base rent under the lease agreements. However, these base rents can be adjusted each year to reflect the Company's proportionate share of increases in the building's operating costs and the

Company's proportionate share of real estate tax increases on the leased property.

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## 7. Income Taxes

The tax effects of significant temporary differences representing deferred tax assets at December 31, 2015 and 2014, are as follows:

|                                 | 2015        | 2014        |
|---------------------------------|-------------|-------------|
| Deferred tax assets:            |             |             |
| Net operating loss carryforward | \$5,453,200 | \$5,468,700 |
| Accrued commissions             | 324,600     | 347,600     |
| Fixed assets                    | 48,200      | 48,100      |
| Accrued vacation                | 35,900      | 31,900      |
| Allowance for doubtful accounts | -           | 300         |
| AMT tax credit carryforward     | 6,600       | 600         |
| Other                           | 8,000       | 8,800       |
| Subtotal                        | 5,876,500   | 5,906,000   |
| Valuation allowance             | (5,876,500) | (5,906,000) |
| Total                           | \$-         | \$-         |

The provision for income taxes is at an effective rate different from the federal statutory rate due principally to the following:

|  | December 31, |             |
|--|--------------|-------------|
|  | 2015         | 2014        |
| Income (loss) before taxes   | \$78,330     | \$(29,787 ) |
| Income tax expense (benefit) on above amount at federal statutory rate | \$26,600     | \$(10,100 ) |
| State income tax expense (benefit), net of federal expense (benefit)   | 3,100        | (1,200 )    |
| Permanent differences  | 6,600        | 8,500       |
| Other  | (6,800 )     | 3,700       |
| Change in valuation allowance  | (29,500 )    | (900 )      |
| Provision for income taxes   | \$-          | \$-         |

Income tax expense for the years ended December 31, 2015 and 2014 consists of the following:

|  | December 31, |      |
|--|--------------|------|
|  | 2015         | 2014 |
| Current income taxes                             |              |      |
| Federal  | \$13,800     | \$-  |
| State  | 1,600        | -    |
| Alternative minimum tax                          | -            | -    |
| Benefit from utilization of net operating losses | (15,400 )    | -    |
|  | -            | -    |
| Deferred taxes                                   | -            | -    |
|  | \$-          | \$-  |

The Company has recorded a valuation allowance to the full extent of its currently available net deferred tax assets which the Company determined to be not more-likely-than-not realizable. The Company has net operating loss carryforwards of approximately \$14.4 million, which expire, if unused, between the years 2017 and 2029.

The Company may have been deemed to have experienced changes in ownership which may impose limitations on its ability to utilize net operating loss carryforwards under Section 382 of the Internal Revenue Code. However, as the

deferred tax asset is fully offset by a valuation allowance, the Company has not yet conducted a Section 382 study to determine the extent of any such limitations.



The Company has analyzed its income tax positions using the criteria required by U.S. GAAP and concluded that as of December 31, 2015 and 2014, it has no material uncertain tax positions and no interest or penalties have been accrued. The Company has elected to recognize any estimated penalties and interest on its income tax liabilities as a component of its provision for income taxes.

The income tax returns of the Company for 2012, 2013, and 2014 are subject to examination by income taxing authorities, generally for three years after each was filed.

#### 8. Retirement Plans

The Company has a Cash or Deferred Arrangement Agreement (“CODA”), which satisfies the requirements of Section 401(k) of the Internal Revenue Code. This defined contribution retirement plan covers substantially all employees. Participants can elect to have up to the maximum percentage allowable of their salaries reduced and contributed to the plan. The Company may make matching contributions equal to a discretionary percentage of the participants’ elective deferrals. In 2015 and in 2014, the Company matched 25% of the first 6% of the participants’ elective deferrals. The balance of funds forfeited by former employees from unvested employer matching contribution accounts may be used to offset current and future employer matching contributions. The Company may also make additional contributions to all eligible employees at its discretion. The Company did not make additional contributions during 2015 or 2014. Expenses for matching contributions for the years ended December 31, 2015 and 2014 were \$27,685 and \$15,634, respectively.

#### 9. Stock Options and Warrants

The Company granted stock options to certain 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”).

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 such options vest over periods of six months to two years. The fair values of option awards granted in 2015 and 2014 were estimated using the Black-Sholes option pricing model under the following assumptions:

|                         | 2015          | 2014          |
|-------------------------|---------------|---------------|
| Risk free interest rate | 1.61% - 1.97% | 1.52% - 1.78% |
| Dividend yield          | 0%            | 0%            |
| Expected term           | 5-10 years    | 5 years       |
| Expected volatility     | 41.2 – 54.2%  | 40.7 – 47.3%  |

#### 2006 Stock Incentive Plan

The 2006 Plan became effective May 18, 2006, and expires April 12, 2016. 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 1,950,000. 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 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 23,000 and 113,000 unexpired exercisable options remaining from the 1996 Plan at December 31, 2015 and 2014, respectively.

The status of the options issued under the foregoing option plans as of December 31, 2015, and changes during the years ended December 31, 2015 and 2014, were as follows:

|                              | Number of shares | Options outstanding<br>Weighted average exercise price per share |
|------------------------------|------------------|--|
| Balance at December 31, 2013 | 1,187,000        | \$0.26   |
| Options granted              | 80,000           | 0.16   |
| Options expired or forfeited | (3,000 )         | 0.11   |
| Balance at December 31, 2014 | 1,264,000        | 0.26   |
| Options granted              | 20,000           | 0.20   |
| Options expired or forfeited | (91,000 )        | 0.42   |
| Balance at December 31, 2015 | 1,193,000        | \$0.24   |

The following table summarizes information about options at December 31, 2015:

| 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 |
| 1,193,000    | \$0.24                          | 4.97   | \$ 920                    | 1,143,500    | \$0.25                          | 4.80   | \$ 920                    |

Nonvested stock awards as of December 31, 2015 and changes during the year ended December 31, 2015, were as follows:

|                              | Number of shares | Nonvested<br>Weighted average grant date fair value |
|------------------------------|------------------|---|
| Balance at December 31, 2014 | 209,500          | \$0.07  |
| Granted                      | 20,000           | 0.11  |
| Vested                       | (179,000 )       | 0.08  |
| Expired before Vesting       | (1,000 )         | 0.10  |
| Balance at December 31, 2015 | 49,500           | \$0.07  |

As of December 31, 2015 and 2014, unrecognized compensation cost associated with non-vested share based employee and non-employee compensation totaled \$6,594 and \$7,672, respectively, which is expected to be recognized over a weighted average period of 5 months and 7 months, respectively.

## 10. 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 loss per common share.

|   | Net Income<br>(Loss) | Shares     | Per Share<br>Amount |
|---|----------------------|------------|---------------------|
| Basic net income per common share for the year ended December 31, 2015:   |                      |            |                     |
| Income available to common stockholders                                   | \$78,330             | 11,201,760 | \$0.01              |
| Effect of dilutive stock options  | -                    | 108,627    | -                   |
| Diluted net income per common share for the year ended December 31, 2015: | \$78,330             | 11,310,387 | \$0.01              |
| Basic net loss per common share for the year ended December 31, 2014:     |                      |            |                     |
| Income available to common stockholders                                   | \$( 29,787 )         | 11,201,760 | \$( 0.00 )          |
| Effect of dilutive stock options  | -                    | -          | -                   |
| Diluted net loss per common share for the year ended December 31, 2014:   | \$( 29,787 )         | 11,201,760 | \$(0.00 )           |

## 11. Financial Statement Captions

The following table summarizes the Company's prepaid expenses and other current assets as of December 31, 2015 and 2014:

|                                  | 2015      | 2014      |
|----------------------------------|-----------|-----------|
| Deferred costs of software sales | \$563,036 | \$733,636 |
| Prepaid rent                     | 8,624     | 8,373     |
| Prepaid insurance                | 13,633    | 1,528     |
| Other                            | 18,047    | 16,445    |
| Total                            | \$603,340 | \$759,982 |

## Item 9. Changes in and Disagreements With Accountants on Accounting and Financial Disclosures

During the last two years, for which financial statements are presented herein, there have been no changes in or disagreements with our independent registered accountants on accounting and financial disclosures.

### Item 9A. Controls and Procedures

#### Evaluation of Disclosure Controls and Procedures

Our management, under the supervision and with the participation of our Chief Executive Office and Chief Financial Officer, and people performing similar functions, has evaluated the effectiveness of the design and operation of our 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 annual report (the "Evaluation Date"). Based upon this evaluation, our Chief Executive Office 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 Control over Financial Reporting

There were no changes in our internal control over financial reporting during the quarter ended December 31, 2015 that have materially affected, or are reasonably likely to affect, our internal control over financial reporting.

#### Management's Annual Report on Internal Control over Financial Reporting

Management is responsible for establishing and maintaining adequate internal control over financial reporting. A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Management, including the Chief Executive Officer and Chief Financial Officer, has conducted an evaluation of the effectiveness of our internal control over financial reporting as of the Evaluation Date, based on the criteria for effective internal control described in Internal Control — Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission. Based on its assessment, management concluded that our internal control over financial reporting was effective as of the Evaluation Date.

This Annual Report does not include an attestation report of our independent registered public accounting firm regarding internal control over financial reporting. Management's report was not subject to attestation by our independent registered public accounting firm.

This report shall not be deemed to be filed for purposes of Section 18 of the Exchange Act, or otherwise subject to the liabilities of that section, and is not incorporated by reference into any filing of Information Analysis Incorporated, whether made before or after the date hereof, regardless of any general incorporation language in such filing.

Item 9B. Other Information

None.

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PART III

Item 10. Directors, Executive Officers and Corporate Governance

(The information required by this Item is incorporated by reference from the corresponding sections and subsections of our Definitive Proxy Statement to be filed pursuant to Section 14(a) of the Exchange Act with respect to our 2016 Annual Meeting of Stockholders.)

Item 11. Executive Compensation

(The information required by this Item is incorporated by reference from the corresponding sections and subsections of our Definitive Proxy Statement to be filed pursuant to Section 14(a) of the Exchange Act with respect to our 2016 Annual Meeting of Stockholders.)

Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters

(The information required by this Item is incorporated by reference from the corresponding sections and subsections of our Definitive Proxy Statement to be filed pursuant to Section 14(a) of the Exchange Act with respect to our 2016 Annual Meeting of Stockholders.)

Item 13. Certain Relationships and Related Transactions, and Director Independence

(The information required by this Item is incorporated by reference from the corresponding sections and subsections of our Definitive Proxy Statement to be filed pursuant to Section 14(a) of the Exchange Act with respect to our 2016 Annual Meeting of Stockholders.)

Item 14. Principal Accounting Fees and Services

(The information required by this Item is incorporated by reference from the corresponding sections and subsections of our Definitive Proxy Statement to be filed pursuant to Section 14(a) of the Exchange Act with respect to our 2016 Annual Meeting of Stockholders.)

PART IV

Item 15. Exhibits, Financial Statement Schedules

(a) (1) Financial Statements

(as presented in Item 8 of this Annual Report)

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Signatures

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

INFORMATION ANALYSIS INCORPORATED  
(Registrant)

By: /s/ Sandor Rosenberg  
Sandor Rosenberg, President  
March 29, 2016

POWER OF ATTORNEY

KNOW ALL PERSONS BY THESE PRESENTS, that each person whose signature appears below constitutes and appoints Sandor Rosenberg and Richard S. DeRose, jointly and severally, his attorney-in-fact, each with the full power of substitution, for such person, in any and all capacities, to sign any and all amendments to this Annual Report on Form 10-K, and to file the same, with all exhibits thereto and other documents in connection therewith, with the Securities and Exchange Commission, granting unto said attorney-in-fact and agent full power and authority to do and perform each and every act and thing requisite and necessary to be done in connection therewith, as fully to all intents and purposes as he might do or could do in person hereby ratifying and confirming all that each of said attorneys-in-fact and agents, or his substitute, may do or cause to be done by virtue hereof.

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

| Signature                                  | Title  | Date           |
|--|--|----------------|
| /s/ Sandor Rosenberg<br>Sandor Rosenberg   | Chairman of the Board, Chief Executive Officer and President | March 29, 2016 |
| /s/ Charles A. May, Jr.<br>Charles A. May  | Director   | March 29, 2016 |
| /s/ William Pickle<br>William Pickle       | Director   | March 29, 2016 |
| /s/ Bonnie K. Wachtel<br>Bonnie K. Wachtel | Director   | March 29, 2016 |
| /s/ James D. Wester<br>James D. Wester     | Director   | March 29, 2016 |
| /s/ Richard S. DeRose<br>Richard S. DeRose | Chief Financial Officer, Secretary and Treasurer             | March 29, 2016 |
| /s/ Matthew T. Sands<br>Matthew T. Sands   | Controller   | March 29, 2016 |



## Exhibit Index

| Exhibit No. | Description  | Location   |
|-------------|--|--|
| 3.1         | Amended and Restated Articles of Incorporation effective March 18, 1997  | Incorporated by reference from the Registrant's Form 10-KSB/A for the fiscal year ending December 31, 1996 and filed on July 3, 1997   |
| 3.2         | Articles of Amendment to the Articles of Incorporation   | Incorporated by reference from the Registrant's Form 10-KSB/A for the fiscal year ending December 31, 1997 and filed on March 30, 1998 |
| 3.3         | Amended By-Laws of the Company   | Incorporated by reference from the Registrant's Form S-18 dated November 20, 1986 (Commission File No. 33-9390).                       |
| 4.1         | Copy of Stock Certificate  | Incorporated by reference from the Registrant's Form 10-KSB/A for the fiscal year ending December 31, 1997 and filed on March 30, 1998 |
| 10.1        | Office Lease for 18,280 square feet at 11240 Waples Mill Road, Fairfax, Virginia 22030.  | Incorporated by reference from the Registrant's Form 10-KSB/A for the fiscal year ending December 31, 1996 and filed on July 3, 1997   |
| 10.2        | Company's 401(k) Profit Sharing Plan through Aetna Life Insurance and Annuity Company (now ING).   | Incorporated by reference from the Registrant's Form 10-KSB/A for the fiscal year ending December 31, 1996 and filed on July 3, 1997   |
| 10.3        | 1996 Stock Option Plan   | Incorporated by reference from the Registrant's Form S-8 filed on June 25, 1996  |
| 10.4        | Second Modification of Lease, dated February 10, 2004, to 4,434 square feet at 11240 Waples Mill Road, Fairfax, Virginia 22030           | Incorporated by reference from the Registrant's Form 10-KSB for the period ended December 31, 2003, and filed on March 30, 2004        |
| 10.5        | Termination and/or change in control arrangement for Richard S. DeRose dated June 18, 1997   | Incorporated by reference from the Registrant's Form 10-KSB for the year ended December 31, 2004, and filed on March 30, 2005          |
| 10.6        | Line of Credit Agreement with TD Bank, N.A. (formerly Commerce Bank, N.A.)   | Incorporated by reference from the Registrant's Form 10-KSB for the year ended December 31, 2005, and filed on March 31, 2006          |
| 10.7        | Information Analysis Incorporated 2006 Stock Incentive Plan  | Incorporated by reference from the Registrant's definitive proxy statement on Schedule 14A filed on April 19, 2006                     |
| 10.8        | Modification Agreement regarding Line of Credit Agreement with TD Bank, N.A., successor to Commerce Bank, N.A., dated July 18, 2008.     | Incorporated by reference from the Registrant's Form 10-K for the period ended December 31, 2008, and filed on March 31, 2009          |
| 10.9        | Modification Agreement regarding Line of Credit Agreement with TD Bank, N.A., successor to Commerce Bank, N.A., dated December 29, 2009. | Incorporated by reference from the Registrant's Form 10-K for the period ended December 31, 2009, and filed on March 31, 2010          |

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| Exhibit No. | Description   | Location  |
|-------------|---|---|
| 10.10       | Modification Agreement regarding Line of Credit Agreement with TD Bank, N.A., successor to Commerce Bank, N.A., dated November 30, 2012.          | Incorporated by reference from the Registrant's Form 10-K for the period ended December 31, 2012, and filed on March 29, 2013 |
| 10.11       | Fifth Modification of Lease, dated February 6, 2013, to extend term of lease four years.  | Incorporated by reference from the Registrant's Form 10-K for the period ended December 31, 2012, and filed on March 29, 2013 |
| 10.12       | Modification Agreement regarding Line of Credit Agreement with TD Bank, N.A., successor to Commerce Bank, N.A., dated November 26, 2013.          | Incorporated by reference from the Registrant's Form 10-K for the period ended December 31, 2013, and filed on March 31, 2014 |
| 10.13       | Eighth Amendment to Loan Agreement regarding Line of Credit Agreement with TD Bank, N.A., successor to Commerce Bank, N.A., dated April 21, 2015. | Incorporated by reference from the Registrant's Form 10-Q for the period ended March 31, 2015, and filed on May 15, 2015      |
| <u>23.1</u> | Consent of Independent Registered Public Accounting Firm, CohnReznick LLP   | Filed with this Form 10-K   |
| <u>31.1</u> | Rule 13a-14(a) / 15a-14(a) Certification by Chief Executive Officer   | Filed with this Form 10-K   |
| <u>31.2</u> | Rule 13a-14(a) / 15a-14(a) Certification by Chief Financial Officer   | Filed with this Form 10-K   |
| <u>32.1</u> | Certification by Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 | Filed with this Form 10-K   |
| <u>32.2</u> | Certification by Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 | Filed with this Form 10-K   |