

Edgar Filing: SOFTECH INC - Form 10QSB

SOFTECH INC  
Form 10QSB  
October 16, 2006

Form 10-QSB  
Page 1

SECURITIES AND EXCHANGE COMMISSION  
Washington, DC 20549

FORM 10-QSB

QUARTERLY REPORT UNDER SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

-----

For the Quarter Ended  
August 31, 2006

Commission File Number  
0-10665

SOFTECH, INC.

State of Incorporation  
Massachusetts

IRS Employer Identification  
04-2453033

2 Highwood Drive, Tewksbury, MA 01876  
Telephone (978) 640-6222

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No  
----

The number of shares outstanding of registrant's common stock at September 30, 2006 was 12,213,236 shares.

Form 10-QSB  
Page 2

SOFTECH, INC.  
-----

INDEX  
-----

PART I. Financial Information

PAGE NUMBER  
-----

## Edgar Filing: SOFTECH INC - Form 10QSB

Item 1.	Financial Statements	
	Consolidated Condensed Balance Sheets - August 31, 2006 and May 31, 2006	3
	Consolidated Condensed Statements of Operations - Three Months Ended August 31, 2006 and 2005	4
	Consolidated Condensed Statements of Cash Flows - Three Months Ended August 31, 2006 and 2005	5
	Notes to Consolidated Condensed Financial Statements	6-12
Item 2.	Management's Discussion and Analysis of Operations	13-15
Item 3.	Controls and Procedures	16
PART II. Other Information		
Item 6.	Exhibits and Reports on Form 8-K	16

Form 10-QSB  
Page 3

PART I. FINANCIAL INFORMATION  
ITEM 1. FINANCIAL STATEMENTS  
SOFTECH, INC. AND SUBSIDIARIES  
-----  
CONSOLIDATED CONDENSED BALANCE SHEETS  
-----

	(dollars in thousands)	
	August 31, 2006	May 31, 2006
	-----	-----
ASSETS		
-----		
Cash and cash equivalents	\$ 404	\$ 680
Accounts receivable, net	1,315	1,657
Prepaid and other assets	353	317
	-----	-----
Total current assets	2,072	2,654
	-----	-----
Property and equipment, net	140	143
Capitalized software costs, net	2,925	3,279
Goodwill, net	4,600	4,600
Notes receivable	134	134

Edgar Filing: SOFTECH INC - Form 10QSB

Other assets	2	3
	-----	-----
TOTAL ASSETS	\$ 9,873	\$ 10,813
	=====	=====
LIABILITIES AND STOCKHOLDERS' DEFICIT		
-----		
Accounts payable	\$ 286	\$ 339
Accrued expenses	842	913
Deferred maintenance revenue	3,022	3,423
Current portion of long term debt	623	608
	-----	-----
Total current liabilities	4,773	5,283
	-----	-----
Long-term debt, net of current portion	13,257	12,947
	-----	-----
Stockholders' deficit	(8,157)	(7,417)
	-----	-----
TOTAL LIABILITIES AND STOCKHOLDERS' DEFICIT	\$ 9,873	\$ 10,813
	=====	=====

See accompanying notes to consolidated condensed financial statements.

Form 10-QSB  
Page 4

SOFTECH, INC. AND SUBSIDIARIES  
-----  
CONSOLIDATED CONDENSED STATEMENTS OF OPERATIONS  
-----

	(in thousands, except for per share)	
	Three Months Ended	
	-----	-----
	August 31,	August 31,
	2006	2005
Revenue	-----	-----
Products	\$ 388	\$ 839
Services	2,108	2,229
	-----	-----
Total revenue	2,496	3,068
Cost of products sold: materials	6	58
Cost of product sold: amortization of capitalized software costs and other intangible assets	354	610
Cost of services provided	394	400

Edgar Filing: SOFTECH INC - Form 10QSB

Gross margin	1,742	2,000
Research and development expenses	705	678
Selling, general and administrative	1,435	1,413
Loss from operations before interest expense	(398)	(91)
Interest expense	340	243
Net loss	\$ (738)	\$ (334)
Basic and diluted net loss per common share	\$ (0.06)	\$ (0.03)
Weighted average common shares outstanding	12,213	12,205

See accompanying notes to consolidated condensed financial statements.

Form 10-QSB  
Page 5

SOFTECH, INC. AND SUBSIDIARIES  
CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS

(dollars in thousands)  
Three Months Ended

	August 31, 2006	August 31, 2005
Cash flows from operating activities:		
Net loss	\$ (738)	\$ (334)
Adjustments to reconcile net loss to net cash used by operating activities:		
Depreciation and amortization	367	625
Change in current assets and liabilities:		
Accounts receivable	342	(195)
Prepaid expenses and other assets	(35)	48
Accounts payable and accrued expenses	(126)	48
Deferred maintenance revenue	(401)	(347)
Total adjustments	147	179
Net cash used by operating activities	(591)	(155)
Cash flows used by investing activities:		
Capital expenditures	(10)	(4)
Net cash used by investing activities	(10)	(4)
Cash flows from financing activities:		
Borrowings (repayments) under line of credit agreements, net	325	(6)
Net cash provided (used) by financing activities	325	(6)

## Edgar Filing: SOFTECH INC - Form 10QSB

Decrease in cash and cash equivalents	(276)	(165)
Cash and cash equivalents, beginning of period	680	399
	-----	-----
Cash and cash equivalents, end of period	\$ 404	\$ 234
	=====	=====

See accompanying notes to consolidated condensed financial statements.

Form 10-QSB  
Page 6

### SOFTTECH, INC. AND SUBSIDIARIES

-----

#### NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

-----

(A) The consolidated condensed financial statements have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission from the accounts of SofTech, Inc. and its wholly owned subsidiaries (the "Company") without audit; however, in the opinion of management, the information presented reflects all adjustments which are of a normal recurring nature and elimination of intercompany transactions which are necessary to present fairly the Company's financial position and results of operations. It is recommended that these consolidated condensed financial statements be read in conjunction with the financial statements and the notes thereto included in the Company's fiscal year 2006 Annual Report on Form 10-KSB.

(B) SIGNIFICANT ACCOUNTING POLICIES

REVENUE RECOGNITION

The Company has adopted the provisions of Statement of Position No. 97-2, "Software Revenue Recognition" (SOP 97-2) as amended by SOP No. 98-9, "Modification of SOP 97-2, Software Revenue Recognition with Respect to Certain Transactions" (SOP 98-9) in recognizing revenue from software transactions. Revenue from software license sales is recognized when persuasive evidence of an arrangement exists, delivery of the product has been made, and a fixed fee and collectibility has been determined. The Company does not provide for a right of return. For multiple element arrangements, total fees are allocated to each of the elements using the residual method set forth in SOP 98-9. Revenue from customer maintenance support agreements is deferred and recognized ratably over the term of the agreements, typically one year. Revenue from engineering, consulting and training services, primarily performed on a time and material basis, is recognized as those services are rendered.

CAPITALIZED SOFTWARE COSTS AND RESEARCH AND DEVELOPMENT:

The Company capitalizes certain costs incurred to internally develop and/or purchase software that is licensed to customers. Capitalization of internally developed software begins upon the establishment of technological feasibility. Costs incurred prior to the establishment of technological feasibility are expensed as incurred. Purchased software

## Edgar Filing: SOFTECH INC - Form 10QSB

is recorded at cost. The Company evaluates the realizability and the related periods of amortization on a regular basis. Such costs are amortized over estimated useful lives ranging from three to ten years. The Company did not capitalize any internally developed software during the three month periods ended August 31, 2006 or 2005. Substantially all of the recorded balance represents software acquired from third parties. Amortization expenses related to capitalized software costs for the three month periods ended August 31, 2006 and 2005 were \$354,000 and \$610,000, respectively.

### ACCOUNTING FOR GOODWILL

Effective June 1, 2002, the Company adopted the provisions of SFAS No. 142, Goodwill and Other Intangible Assets. This statement requires that goodwill existing at the date of adoption be reviewed for possible impairment and that impairment tests be periodically repeated, with impaired assets written down to fair value. Additionally, existing goodwill and intangible assets must be assessed and classified within the statement's criteria. Intangible assets with finite useful lives will continue to be amortized over those periods. Amortization of goodwill ceased as of May 31, 2002.

As of May 31, 2006, the Company conducted its annual impairment test of goodwill by comparing fair value to the carrying amount of its underlying assets and liabilities. The Company determined that the fair value exceeded the carrying amount of the assets and liabilities, therefore no impairment existed as of the testing date.

Form 10-QSB  
Page 7

### SOFTECH, INC. AND SUBSIDIARIES

-----

### NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

-----

#### LONG-LIVED ASSETS:

The Company periodically reviews the carrying value of all intangible assets with a finite life (primarily capitalized software costs) and other long-lived assets. If indicators of impairment exist, the Company compares the undiscounted cash flows estimated to be generated by those assets over their estimated economic life to the related carrying value of those assets to determine if the assets are impaired. If the carrying value of the asset is greater than the estimated undiscounted cash flows, the carrying value of the assets would be decreased to their fair value through a charge to operations. The Company does not have any long-lived assets it considers to be impaired.

#### STOCK BASED COMPENSATION

Effective June 1, 2006, the Company adopted the provisions of Statement of Financial Accounting Standards ("SFAS") No. 123 (Revised 2004), Share-Based Payment, ("SFAS 123R") which requires all share-base payments to employees, including grants of employee stock options, to be recorded as expense in the statement of operations based on their fair value.

## Edgar Filing: SOFTECH INC - Form 10QSB

To adopt SFAS 123(R), we selected the modified prospective transition method. This method requires recording compensation expense prospectively over the remaining vesting period of the stock options on a straight-line basis using the fair value of the options on the date of the grant. It does not require restatement of financial results for the prior period expense related to stock option awards that were outstanding prior to adoption. The expense recorded from adoption of SFAS 123R in the current quarter was nominal.

We calculated the fair value of the options using the Black-Scholes model. The assumptions used to value the previous grants were as follows:

Expected Life	5 Years
Assumed annual dividend growth rate	0%
Expected volatility	1.12
Risk free interest rate	2.68% - 3.35%

Prior to adoption, the Company followed SFAS 123, Accounting for Stock Based Compensation, as amended by SFAS No. 148, Accounting for Stock-Based Compensation Transition and Disclosure, an amendment to SFAS Statement No. 123, which required entities to recognize as expense over the vesting period the fair value of stock-based awards on the date of grant or measurement date. For employee stock-based awards, however, SFAS Nos. 123 and 148 allowed entities to continue to apply the intrinsic value method under the provisions of Accounting Principles Board ("APB") Opinion No. 25 and provide pro forma net earnings disclosures as if the fair-value based method defined in SFAS No. 123 had been applied. The Company elected to apply the provisions of APB No. 25 and provide the pro forma disclosures of SFAS Nos. 123 and 148 for periods as required prior to June 1, 2006. For the first quarter of fiscal 2005, had compensation cost for the Company's stock option plans been determined based on the fair value at the grant date for awards under these plans, consistent with the methodology prescribed under SFAS 123, the Company's net loss and loss per share would have approximated the pro forma amounts indicated below:

(in thousands, except per share data)	Three Month Periods Ended August 31, 2005
Net loss - as reported	\$(334)
Stock-based compensation expense determined under fair value based method	(1)
Net loss - pro forma	(335) =====
Loss per share - diluted - as reported	(.03)
Loss per share - diluted - pro forma	(.03)

Form 10-QSB  
Page 8

SOFTECH, INC. AND SUBSIDIARIES  
-----

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

## Edgar Filing: SOFTECH INC - Form 10QSB

The Company's 1994 Stock Option Plan provided for the granting of stock options at an exercise price not less than fair market value of the stock on the date of the grant and with vesting schedules as determined by the Board of Directors. No new options could be granted under the Plan after fiscal 2004 but options granted prior to that time continue to vest.

The following table summarizes information for stock options outstanding and exercisable at August 31, 2006:

	NUMBER OF OPTIONS -----	WEIGHTED AVERAGE EXERCISE PRICE PER SHARE -----	WEIGHTED AVERAGE REMAINING CONTRACTUAL LIFE IN YEARS -----	AGGREGATE INTRINSIC VALUE -----
Outstanding at May 31, 2006	323,000	\$ .58		
Granted	-	-		
Exercised	-	-		
Forfeited or expired	(15,000) -----	\$ .16		
Outstanding at August 31, 2006	308,000 -----	\$ .60	4.67	\$150,165
Exercisable at August 31, 2006	271,200	\$ .88	4.45	\$148,892

The following table summarizes the information related to non-vested stock option awards outstanding as of August 31, 2006:

	NUMBER OF OPTIONS -----	WEIGHTED AVERAGE GRANT DATE FAIR VALUE PER SHARE -----
Non-vested at May 31, 2006	59,800	\$ .03
Granted	-	-
Vested	(23,000)	\$ .04
Forfeited	-	-
Non-vested at August 31, 2006	36,800	\$ .03

As of August 31, 2006, the remaining prospective pre-tax cost of



## Edgar Filing: SOFTECH INC - Form 10QSB

non-vested stock option employee compensation was \$1,255 which will be expensed on a pro rata basis going forward.

### FOREIGN CURRENCY TRANSLATION:

The functional currency of the Company's foreign operations (France, Germany and Italy) is the Euro. As a result, assets and liabilities are translated at period-end exchange rates and revenues and expenses are translated at the average exchange rates. Adjustments resulting from translation of such financial statements are classified in accumulated other comprehensive income (loss). Foreign currency gains and losses arising from transactions are included in the statement of operations.

### USE OF ESTIMATES:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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. The most significant estimates included in the financial statements are the valuation of long term assets including

Form 10-QSB  
Page 9

### SOFTECH, INC. AND SUBSIDIARIES

-----

### NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

-----

intangibles (goodwill, capitalized software and other intangible assets), deferred tax assets and the allowance for doubtful accounts. Actual results could differ from those estimates.

#### (C) LIQUIDITY

As of August 31, 2006, the Company had cash of \$404,000, a decrease of \$276,000 from May 31, 2006. Operating activities used \$591,000 of cash during the first three months of the fiscal year and the Company borrowed \$325,000 in excess of its debt repayments from its line of credit. At August 31, 2006, the Company had available borrowings on its debt facilities of approximately \$2.8 million.

In September 2006 the Company implemented a cost reduction program to reduce its quarterly cash expenses to approximately \$2.5 million. These reductions were focused primarily in the European sales offices and the legacy technology offerings. We expect to incur an expense of approximately \$300,000 related to these actions in September.

The Company believes its cost structure subsequent to these cost reduction actions together with reasonable revenue run rates based on historical performance will generate positive cash flow during the remainder of fiscal 2007. The Company believes that the cash on hand together with cash flow from operations and its available borrowings under its credit facility will be sufficient for meeting its liquidity

## Edgar Filing: SOFTECH INC - Form 10QSB

and capital resource needs for the next year.

(D) BALANCE SHEET COMPONENTS

Details of certain balance sheet captions are as follows (000's):

	August 31, 2006 -----	May 31, 2006 -----
Property and equipment	\$ 3,995	\$ 3,985
Accumulated depreciation and amortization	(3,855)	(3,842)
	-----	-----
Property and equipment, net	\$ 140	\$ 143
	-----	-----
Common stock, \$.10 par value	\$ 1,221	\$ 1,221
Capital in excess of par value	18,037	18,037
Accumulated deficit	(27,119)	(26,381)
Accumulated other comprehensive income	(296)	(294)
	-----	-----
Stockholders' deficit	\$ (8,157)	\$ (7,417)
	-----	-----

Form 10-QSB  
Page 10

SOFTECH, INC. AND SUBSIDIARIES  
-----

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS  
-----

(E) LOSS PER SHARE

Basic net loss per share is computed by dividing the net loss by the weighted-average number of common shares outstanding. Diluted net loss per share is computed by dividing net loss by the weighted-average number of common and equivalent dilutive common shares outstanding. Options to purchase shares of common stock have been excluded from the denominator for the computation of diluted earnings per share for all periods presented in fiscal 2007 and 2006 because their inclusion would be antidilutive. The weighted average shares outstanding for each of the income statements included in this filing are presented below (000's):

	Three Month Periods Ended August 31,	
	2006 -----	2005 -----
Basic weighted average shares outstanding	12,213	12,205
Effect of employee stock options outstanding	---	---
	-----	-----
	12,213	12,205
	=====	=====

Edgar Filing: SOFTECH INC - Form 10QSB

(F) COMPREHENSIVE LOSS

The Company's comprehensive loss includes accumulated foreign currency translation adjustments and unrealized gain (loss) on marketable securities the comprehensive loss was as follows (000's):

	Three Month Periods Ended August 31,	
	2006	2005
	-----	-----
Net loss	\$ (738)	\$ (334)
Changes in:		
Foreign currency translation adjustment	(2)	4
	-----	-----
Comprehensive loss	\$ (740)	\$ (330)
	=====	=====

Form 10-QSB  
Page 11

SOFTECH, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

(G) SEGMENT INFORMATION

The Company operates in one reportable segment and is engaged in the development, marketing, distribution and support of CAD/CAM and Product Data Management and Collaboration computer solutions. The Company's operations are organized geographically with foreign offices in France, Germany and Italy. Components of revenue and long-lived assets (consisting primarily of intangible assets, capitalized software and property, plant and equipment) by geographic location, are as follows (000's):

Revenue:	Three Months Ended August 31, 2006	Three Months Ended August 31, 2005
	-----	-----
North America	\$ 1,734	\$ 2,340
Asia	314	264
Europe	493	510
Eliminations	(45)	(46)
	-----	-----
Consolidated Total	\$ 2,496	\$ 3,068
	-----	-----
	August 31, 2006	May 31, 2006
Long Lived Assets:		

## Edgar Filing: SOFTECH INC - Form 10QSB

North America	\$7,555	\$8,004
Europe	106	155
	-----	-----
Consolidated Total	\$7,661	\$8,159
	-----	-----

Form 10-QSB  
Page 12

### SOFTECH, INC. AND SUBSIDIARIES

-----

#### MANAGEMENT'S DISCUSSION AND ANALYSIS OF OPERATIONS

-----

The statements made below with respect to SofTech's outlook for fiscal 2007 and beyond represent "forward looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities and Exchange Act of 1934 and are subject to a number of risks and uncertainties. These include, among other risks and uncertainties, general business and economic conditions, generating sufficient cash flow from operations to fund working capital needs, continued integration of acquired entities, potential obsolescence of the Company's technologies, maintaining existing relationships with the Company's lenders, successful introduction and market acceptance of planned new products and the ability of the Company to attract and retain qualified personnel both in our existing markets and in new territories in an extremely competitive environment.

#### CRITICAL ACCOUNTING POLICIES AND SIGNIFICANT JUDGMENTS AND ESTIMATES

-----

The Securities and Exchange Commission ("SEC") issued disclosure guidance for "critical accounting policies." The SEC defines "critical accounting policies" as those that require the application of management's most difficult, subjective or complex judgments, often as a result of the need to make estimates about the effect of matters that are inherently uncertain and may change in subsequent periods.

The Company's significant accounting policies are described in Note B to these financial statements. The Company believes that the following accounting policies require the application of management's most difficult, subjective or complex judgments:

#### REVENUE RECOGNITION

-----

The Company has adopted the provisions of Statement of Position No. 97-2, "Software Revenue Recognition" (SOP 97-2) as amended by SOP No. 98-9, "Modification of SOP 97-2 Software Revenue Recognition with Respect to Certain Transactions" (SOP 98-9) in recognizing revenue from software transactions. Revenue from software license sales is recognized when persuasive evidence of an arrangement exists, delivery of the product has been made, and a fixed fee and collectibility has been determined. The Company does not provide for a right of return. For multiple element arrangements, total fees are allocated to each of

## Edgar Filing: SOFTECH INC - Form 10QSB

the elements using the residual method. Revenue from customer maintenance support agreements is deferred and recognized ratably over the term of the agreements. Revenue from engineering, consulting and training services, primarily performed on a time and material basis, is recognized as those services are rendered.

### VALUATION OF LONG-LIVED AND INTANGIBLE ASSETS

-----

The Company periodically reviews the carrying value of all intangible assets (primarily capitalized software costs and other intangible assets) and other long lived assets. If indicators of impairment exist, the Company compares the undiscounted cash flows estimated to be generated by those assets over their estimated economic life to the related carrying value of those assets to determine if the assets are impaired. If the carrying value of the asset is greater than the estimated undiscounted cash flows, the carrying value of the assets would be decreased to their fair value through a charge to operations. The Company does not have any long-lived assets it considers to be impaired.

### VALUATION OF GOODWILL

-----

Effective June 1, 2002, the Company adopted the provisions of SFAS No. 142, Goodwill and Other Intangible Assets. This statement affects the Company's treatment of goodwill and other intangible assets. This statement requires that goodwill existing at the date of adoption be reviewed for possible impairment and that impairment tests be periodically repeated, with impaired assets written down to fair value. Additionally, existing goodwill and intangible assets must be assessed and classified within the statement's criteria. Intangible assets with finite useful lives will continue to be amortized over those periods. Amortization of goodwill and intangible assets with indeterminable lives ceased as of June 1, 2002.

Form 10-QSB  
Page 13

## SOFTECH, INC. AND SUBSIDIARIES

-----

### ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF OPERATIONS

-----

As of May 31, 2006, the Company conducted its annual impairment test of goodwill by comparing fair value to the carrying amount of its underlying assets and liabilities. The Company determined that the fair value exceeded the carrying amount of the assets and liabilities, therefore no impairment existed as of the testing date.

### ESTIMATING ALLOWANCES FOR DOUBTFUL ACCOUNTS RECEIVABLE

-----

We perform ongoing credit evaluations of our customers and adjust credit limits based upon payment history and the customer's current credit worthiness, as determined by our review of their current credit information. We continuously monitor collections and payments from our customers and maintain a provision for estimated credit losses based upon our historical experience and any specific customer collection issues that we have identified. While such credit losses

## Edgar Filing: SOFTECH INC - Form 10QSB

have historically been within our expectations and the provisions established, we cannot guarantee that we will continue to experience the same credit loss rates that we have in the past. A significant change in the liquidity or financial position of any of our significant customers could have a material adverse effect on the collectibility of our accounts receivable and our future operating results.

### VALUATION OF DEFERRED TAX ASSETS

-----

We regularly evaluate our ability to recover the reported amount of our deferred income taxes considering several factors, including our estimate of the likelihood of the Company generating sufficient taxable income in future years during the period over which temporary differences reverse. The Company's deferred tax assets are currently fully reserved.

### RESULTS OF OPERATIONS

-----

Revenue for the three month period ended August 31, 2006 was about \$2.5 million as compared to \$3.1 million for the same period in the prior fiscal year, a decrease of \$572,000 or about 19%. Product revenue for the quarter ended August 31, 2006 was \$388,000 as compared to \$839,000 for the same period in the prior fiscal year, a decrease of \$451,000 or 54%. Service revenue for the quarter ended August 31, 2006 was about \$2.1 million as compared to about \$2.2 million for the same period in fiscal 2006, a decrease of about \$121,000 or 5%.

The product revenue decrease of \$451,000 in the current quarter as compared to the same period in fiscal 2006 was primarily due to a decrease of 84% in our ProductCenter technology offering. The sales cycle for this product line is often in excess of a year and the final decision prior to the issuance of a purchase order is often extended beyond the expected date. It is our opinion based on pre-sale activity and identified qualified sales leads, that this quarter's product revenue for our ProductCenter technology offering is the result of delays in the decision making rather than an indication of future performance.

The service revenue decline of about 5% in the current quarter as compared to the same period in fiscal 2006 was due to a decline of about 10% in our maintenance revenue that was partially offset by a 29% increase in our consulting revenue. The decrease in our maintenance revenue was the result of our lower than normal product revenue performance for ProductCenter and continued weakness in renewal rates for our legacy technologies. The increase in our consulting revenue was due to the availability of consultants to be deployed on billable projects given the lower than normal pre-sale activity.

Gross margin as a percentage of revenue was 69.8% for the quarter ended August 31, 2006 as compared to 65.2% for the quarter ended August 31, 2005. Product gross margin was 7.2% for the current quarter as compared to 20.4% for the same period in fiscal 2006. The reduced product gross margin is due to a 54% decrease in product revenue offset by a reduction in amortization expense of 42%. Gross margin on service revenue was 81.3% in Q1 fiscal 2007 as compared to 82.1% in the same period in fiscal 2006.

Research and development expenses ("R&D") increased by about 4% for Q1 fiscal 2007 as compared to the same period in fiscal 2006. The increased spending in fiscal 2007 is due primarily to additional resources aimed at increasing the applicability of our ProductCenter technology to new markets. Our R&D spending as a percentage of revenue was 28.2% in Q1 FY2007 as compared to 22.1% for the same period last year primarily as a result of the decrease in revenue.

SOFTECH, INC. AND SUBSIDIARIES  
-----

MANAGEMENT'S DISCUSSION AND ANALYSIS OF OPERATIONS  
-----

Selling, general and administrative ("SG&A") expense was \$1.4 million for the three month period ended August 31, 2006 and 2005. The majority of the Company's SG&A expenses are fixed costs and therefore do not fluctuate materially with the decrease in revenue. SG&A as a percentage of revenue increased to 57.5% in the current quarter as compared to 46.1% in the same period last year due to the reduced revenue.

The non-cash expenses related to the amortization of capitalized software and other intangible assets was \$354,000 for the quarter ended August 31, 2006 as compared to \$610,000 for the same period in fiscal 2006. This decrease was the result of the intangible assets relating to the acquisition of WTC in fiscal 2002 being fully amortized in the second quarter of the prior year.

Interest expense for the three month period ended August 31, 2006 was approximately \$340,000 as compared to \$243,000 for the same period in fiscal 2006. The average borrowings increased to approximately \$13.7 million during the current quarter as compared to \$13.2 million for the same period in fiscal 2005 and the interest rate on those borrowings increased to about 10% in the current quarter from 7.4% for the same period in fiscal 2006.

The net loss for the three month period ended August 31, 2006 was \$738,000 as compared to a net loss of \$334,000 for the same period in the prior fiscal year. The loss per share for the three month periods ended August 31, 2006 and 2005 was \$(.06) and \$(.03), respectively.

CAPITAL RESOURCES AND LIQUIDITY  
-----

As of August 31, 2006, the Company had cash of \$404,000, a decrease of \$276,000 from May 31, 2006. Operating activities used \$591,000 of cash during the first three months of the fiscal year and the Company borrowed \$325,000 in excess of its debt repayments from its line of credit. At August 31, 2006, the Company had available borrowings on its debt facilities of approximately \$2.8 million.

In September 2006 the Company implemented a cost reduction program to reduce its quarterly cash expenses to approximately \$2.5 million. These reductions were focused primarily in the European sales offices and the legacy technology offerings. We expect to incur an expense of approximately \$300,000 related to these actions in September.

The Company believes its cost structure subsequent to these cost reduction actions together with reasonable revenue run rates based on historical performance will generate positive cash flow during the remainder of fiscal 2007. The Company believes that the cash on hand together with cash flow from operations and its available borrowings under its credit facility will be sufficient for meeting its liquidity and capital resource needs for the next year.

FACTORS THAT MAY AFFECT FUTURE RESULTS

The Company's business is subject to many uncertainties and risks. This Form 10-QSB also contains certain forward-looking statements within the meaning of

## Edgar Filing: SOFTECH INC - Form 10QSB

the Private Securities Reform Act of 1995. The Company's future results may differ materially from its current results and actual results could differ materially from those projected in the forward looking statements as a result of certain risk factors, including but not limited to those set forth below, other one-time events and other important factors disclosed previously and from time to time in the Company's other filings with the SEC.

OUR QUARTERLY RESULTS MAY FLUCTUATE. The Company's quarterly revenue and operating results are difficult to predict and may fluctuate significantly from quarter to quarter. Our quarterly revenue may fluctuate significantly for several reasons, including: the timing and success of introductions of our new products or product enhancements or those of our competitors; uncertainty created by changes in the market; difficulty in predicting the size and timing of individual orders; competition and pricing; and customer order deferrals as a result of general economic decline. Furthermore, the Company has often recognized a substantial portion of its product revenues in the last month of a quarter, with these revenues frequently concentrated in the last weeks or days of a quarter. As a result, product revenues in any quarter are substantially dependent on orders booked and shipped in the latter part of that quarter and revenues from any future quarter are not predictable with any significant degree of accuracy. We typically do not experience order backlog. For these reasons, we believe that period-to-period comparisons of its results of operations are not necessarily meaningful and should not be relied upon as indications of future performance.

Form 10-QSB  
Page 15

SOFTECH, INC. AND SUBSIDIARIES  
-----

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF OPERATIONS -----

WE MAY NOT GENERATE POSITIVE CASH FLOW IN THE FUTURE. During fiscal years 1998 through 2001 we generated significant cash losses from operations. The Company took aggressive cost cutting steps and reorganized its operations at the beginning of fiscal 2002. These actions have greatly reduced our fixed costs and resulted in positive cash flow from operations for the last four full fiscal years. Over the five fiscal quarters beginning in June 2005 and extending through the end of the current quarter, we have generated a cash loss from operations of nearly \$600,000 as our maintenance renewal rates on our legacy product lines have declined. It is our expectation that we can correct the most recent problems of cash losses from operations and return to generating positive cash flows similar to the performance during fiscal years 2002 to 2005, however, there can be no assurances that the Company will continue to generate positive cash in the future.

DECLINE IN BUSINESS CONDITIONS AND INFORMATION TECHNOLOGY (IT) SPENDING COULD CAUSE A DECLINE IN REVENUE. Business conditions and the level of IT spending have improved in the recent past as evidenced by our revenue growth in fiscal 2006. However, there can be no assurance that this recent improvement will continue given the difficult to forecast economic environment. If IT spending declines the Company's revenues and profitability could be adversely impacted.

DECLINE IN BUSINESS CONDITIONS AND INFORMATION TECHNOLOGY (IT) SPENDING COULD CAUSE FURTHER DECLINE IN REVENUE. The level of future IT spending remains uncertain as does the prognosis for the continued economic recovery in the manufacturing sector. If IT spending declines and/or the manufacturing sector



## Edgar Filing: SOFTECH INC - Form 10QSB

experiences economic difficulty, the Company's revenues could be adversely impacted.

THE COMPANY IS DEPENDENT ON ITS LENDER FOR CONTINUED SUPPORT. We have a strong relationship with our sole lender, Greenleaf Capital. They currently represent our sole source of financing. (See Note I to the Consolidated Financial Statements.)

THE CONTINUED INTEGRATION OF WTC MAY EXPERIENCE DIFFICULTY. Since acquiring WTC in December 2002, much progress has been made in integrating our operations and reducing redundant functions and facilities. The strategy includes more closely integrating our technologies and offering our combined customer base these solutions. The strategy also includes translating ProductCenter for users other than the U.S. English speaking market. This translation for our European customers was completed during fiscal 2006. In addition, during 2006 interfaces were created to proprietary CAD tools that have higher use in our European customer base. Our plans for 2007 include leveraging that technology investment by offering Product Center to our European customers based on the recent improvements. However, there can be no assurance that this continued integration of our technologies or offering ProductCenter outside the U.S. will be successful.

REVENUE DECLINE FOR CERTAIN PRODUCT LINES. We experienced revenue declines from 2005 to 2006 of 11% for our Cadra product line and 4% for our AMT product line. The declines for the same period for software maintenance revenue was about 11% for each of those product lines. While we understand that as these technologies age the revenue will decline as a normal part of the technology life cycle, double digit declines from year to year were not expected. Should this unexpected fiscal 2006 revenue decline for these product lines continue it will negatively impact the Company's overall financial performance.

Form 10-QSB  
Page 16

### SOFTECH, INC. AND SUBSIDIARIES

-----

#### ITEM 3. CONTROLS AND PROCEDURES

-----

The Company's Chief Operating Officer is responsible for establishing and maintaining disclosure controls and procedures for the Company. Such officer has concluded (based upon his evaluation of these controls and procedures as of a date within 90 days of the filing of this report) that the Company's disclosure controls and procedures are effective to ensure that information required to be disclosed by the Company in this report is accumulated and communicated to the Company's management, including its principal executive officers as appropriate, to allow timely decisions regarding required disclosure.

The Certifying Officer also has indicated that there were no significant changes in the Company's internal controls or other factors that could significantly affect such controls subsequent to the date of their evaluation, and there were no corrective actions with regard to significant deficiencies and material weaknesses.

#### PART II. OTHER INFORMATION

-----

Edgar Filing: SOFTECH INC - Form 10QSB

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K  
-----

(b) Reports on Form 8-K

The Company filed a Form 8-K on August 30, 2006 related to its press release announcing fourth quarter results for fiscal 2006 and a Form 8-K on August 15, 2006 announcing the resignation of a member of its Board of Directors.

SIGNATURES

Pursuant to the requirements 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.

SOFTECH, INC.

Date: OCTOBER 16, 2006  
-----

/S/ JOSEPH P. MULLANEY  
-----

Joseph P. Mullaney  
President and  
Chief Operating Officer