COMPUTER SOFTWARE INNOVATIONS INC Form 424B3 August 25, 2008 Table of Contents

PROSPECTUS SUPPLEMENT NO. 6 To Prospectus dated May 9, 2008 Filed Pursuant to Rule 424(b)(3) Registration No. 333-129842

## **Computer Software Innovations, Inc.**

#### 14,435,472 SHARES OF COMMON STOCK

This Prospectus Supplement supplements the Prospectus dated May 9, 2008, as amended and supplemented, relating to the offer and sale by the selling stockholder identified in the Prospectus of up to 14,435,472 shares of common stock of Computer Software Innovations, Inc. (the Company ).

This Prospectus Supplement includes the Company s Form 8-K dated August 13, 2008 filed with the Securities and Exchange Commission (the SEC ) on August 13, 2008; Form 8-K dated August 8, 2008 and Form 10-Q (without exhibits) dated June 30, 2008, both of which were filed with the SEC on August 14, 2008; Form 8-K dated August 14, 2008 filed with the SEC on August 18, 2008; and Form 8-K dated August 18, 2008 filed with the SEC on August 20, 2008.

The information contained in the report included in this Prospectus Supplement is dated as of the period of such report. This Prospectus Supplement should be read in conjunction with the Prospectus dated May 9, 2008, as supplemented on June 4, 2008, July 2, 2008, July 16, 2008, July 17, 2008 and August 5, 2008, which Prospectus Supplements are to be delivered with this Prospectus Supplement. This Prospectus Supplement is qualified by reference to the Prospectus except to the extent that the information in this Prospectus Supplement updates and supersedes the information contained in the Prospectus dated May 9, 2008, including any supplements or amendments thereto.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or determined if this prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

The date of this Prospectus Supplement No. 6 is August 25, 2008.

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

**WASHINGTON, DC 20549** 

## FORM 8-K

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

Date of report (Date of earliest event reported) August 13, 2008

## COMPUTER SOFTWARE INNOVATIONS, INC.

(Exact name of registrant as specified in its charter)

#### Delaware

(State or other jurisdiction of incorporation)

000-51758 (Commission File Number)

98-0216911 (IRS Employer Identification No.)

900 East Main Street, Suite T, Easley, South Carolina (Address of principal executive offices)

29640 (Zip Code)

(864) 855-3900

(Registrant s telephone number, including area code)

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- " Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- " Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- " Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### **Table of Contents**

#### Item 2.02. Results of Operations and Financial Condition.

On August 13, 2008, Computer Software Innovations, Inc. (the Company) issued a press release announcing its financial results for the quarter and six month periods ended June 30, 2008. A copy of the press release is furnished herewith as Exhibit 99.1.

#### Forward-Looking and Cautionary Statements

This report contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Among other things, these statements relate to our financial condition, results of operations and future business plans, operations, opportunities and prospects. In addition, we and our representatives may from time to time make written or oral forward-looking statements, including statements contained in other filings with the Securities and Exchange Commission and in our reports to stockholders. These forward-looking statements are generally identified by the words or phrases may, could, should, expect, anticipate, project or words of similar import. These forward-looking statements are based upon our current knowledge estimate, predict. assumptions about future events and involve risks and uncertainties that could cause our actual results, performance or achievements to be materially different from any anticipated results, prospects, performance or achievements expressed or implied by such forward-looking statements. These forward-looking statements are not guarantees of future performance. Many factors are beyond our ability to control or predict. You are accordingly cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date that we make them. We do not undertake to update any forward-looking statement that may be made from time to time by or on our behalf.

In our most recent Form 10-K, we have included risk factors and uncertainties that might cause differences between anticipated and actual future results. We have attempted to identify, in context, some of the factors that we currently believe may cause actual future experience and results to differ from our current expectations regarding the relevant matter or subject area. The operations and results of our software and systems integration businesses also may be subject to the effects of other risks and uncertainties, including, but not limited to:

| a reduction in anticipated sales;   |
|---|
| an inability to perform customer contracts at anticipated cost levels;              |
| our ability to otherwise meet the operating goals established by our business plan; |
| market acceptance of our new software, technology and services offerings;           |
| an economic downturn; and   |
| changes in the competitive market place and/or customer requirements.               |

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

The following exhibit is furnished as part of this report:

Exhibit Number Description

Exhibit 99.1 Press Release dated August 13, 2008.

#### **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 hereunto duly authorized.

COMPUTER SOFTWARE INNOVATIONS, INC.

By: /s/ David B. Dechant David B. Dechant Chief Financial Officer

Dated: August 13, 2008

#### EXHIBIT INDEX

Exhibit

Number Description

99.1 Press Release dated August 13, 2008.

**EXHIBIT 99.1** 

Computer Software Innovations, Inc. Announces Second Quarter 2008 Financial Results

Software Segment Revenues Increase 36.2% for the Second Quarter 2008

Revenues of \$29.6 Million for Six Months, up 3.0% versus \$28.8 million in 2007

Second Quarter Revenues Increase 2.6% to \$17.6 Million in Q2 2008 versus \$17.1 Million in Q2 2007

Second Quarter Net Income Increased 12% to \$1.0 Million in Q2 2008, versus \$0.9 million for Q2 2007

Computer Software Innovations, Inc. (OTCBB: <u>CSWI</u>), CSI Technology Outfitters(TM) ( CSI ) today announced its financial results for the second quarter and six months ended June 30, 2008.

#### **Financial Results:**

#### **Second Quarter 2008 Results**

CSI posted revenue of approximately \$17.6 million for the second quarter ended June 30, 2008, an increase of approximately \$0.4 million or 2.6% compared to the second quarter of 2007. CSI experienced significant growth in its software sector in the second quarter with an increase of \$1.0 million or 36.2% to \$3.8 million versus \$2.8 million for the same period in 2007, due to increased sales in all major areas for the software segment: software product sales, services and support. Of the increase, the acquisition of the CSI-Greensboro operations added \$0.2 million, with the remaining \$0.8 million generated from organic growth. Technology revenues decreased from second quarter 2007 by \$0.6 million or 3.9% to \$13.7 million for the second quarter of 2008. The decrease in new hardware sales was attributed to an increase in the number of smaller-dollar sales of interactive whiteboard systems being insufficient to surpass the impact of a large-dollar district-wide implementation in the prior year s same quarter.

Gross profit for the second quarter of 2008 was approximately \$4.6 million, an increase of \$0.6 million or 15.0% in comparison with the second quarter of 2007. The increase in gross margin was driven by increased sales in the software segment, partially offset by a decline in hardware gross profits primarily from decreased sales of interactive whiteboard solutions. Increased margin in the software segment added to the improvement from sales volume while increased margin in the technology segment partially offset the reduction from the impact of reduced technology sales volume. Operating income for the quarter was approximately \$1.81 million, a slight decrease compared to operating income of \$1.83 million for the same period in the prior year.

CSI posted net income for the quarter ended June 30, 2008 of approximately \$1.0 million or \$0.21 earnings per basic share and \$0.08 earnings per diluted share, compared to net income of approximately \$0.9 million and \$0.25 earnings per basic share and \$0.07 earnings per diluted share for the same period last year.

#### Six Months Results

CSI posted revenue of approximately \$29.6 million, an increase of \$0.9 million or 3.0% in comparison with the first six months of 2007. This net increase included a \$1.3 million increase in software sales and

services, partially offset by a \$0.4 million decline in technology solutions segment sales. Technology solutions sales decreased primarily from reduced sales of interactive whiteboard solutions, partially offset by increased sales of other products including infrastructure solutions and increased engineering services. The increase in the software solutions segment was primarily due to increases in all areas including software product sales, services and support. The acquisition of the CSI-Greensboro operations in the second quarter of 2008 added \$0.2 million of software revenues, with the remaining \$1.1 million increase from organic growth.

Gross profit for the first six months was approximately \$7.7 million, an increase of \$1.1 million or 16.7% compared to 2007. The gross margin increased from 22.8% in 2007, to 25.8% in 2008 due to the higher volume of software product sales and shift in product mix in technology to higher margin infrastructure products and engineering services. Operating income for the first six months was approximately \$2.6 million compared to \$2.4 million for the same period in 2007. Net income was \$1.4 million or earnings of \$0.30 per basic share and \$0.12 per diluted share as compared to a net income of \$1.2 million or \$0.34 per basic share and \$0.09 per diluted share for the same period in 2007.

Earnings before interest, taxes, depreciation and amortization (EBITDA) increased \$0.1 million to \$2.3 million for the quarter ended June 30, 2008, and increased \$0.4 million to \$3.6 million for the six months ended June 30, 2008. The increase in EBITDA was primarily due to the increase in net income over the prior year after adding back the related tax effects of those increases in net income. (EBITDA is a non-GAAP financial measure. See reconciliation to GAAP measure net income (loss) which follows below.)

Nancy Hedrick, CEO of CSI stated, We continue to be pleased with current year results. Once again we faced the challenge of a prior year quarter benefited by a district-wide solutions implementation; and without a similar deal in the current year s quarter we grew our top and bottom lines. We exceeded the prior year s results by achieving greater account penetration and customer diversification in both segments, while increasing our gross margin from 22.8% to 25.8%. This is a tribute to the continued hard work of all our teams, and we believe the expanded customer relationships will aid future growth.

#### **Conference Call Reminder for Today**

The Company will host a conference call today, Wednesday, August 13, 2008 at 11:00 a.m. Eastern Time to discuss the Company s financial and operational results for second quarter 2008.

Conference Call Details

Date: Wednesday, August 13, 2008

Time: 11:00 a.m. (EDT)

Dial-in Number: 1-800-762-8795

International Dial-in Number: 1-480-629-9041

It is recommended that participants phone-in approximately 5 to 10 minutes prior to the start of the 11:00 a.m. call. A replay of the conference call will be available approximately 3 hours after the completion of the call for 7 days, until August 20, 2008. To listen to the replay, dial 1-800-406-7325 if calling within the U.S., 1-303-590-3030 if calling internationally and enter the pass code 3909185.

The call is also being webcast and may be accessed at CSI s website at www.csioutfitters.com. The webcast will be archived and accessible until September 13, 2008 on the Company website.

#### **About Computer Software Innovations, Inc.**

CSI provides software and technology solutions primarily to public sector markets. CSI has more than doubled its revenue in the past two years to over \$55 million by using organic growth and acquisitions. Over 600 school, government, and non-profit organizations have CSI solutions that encompass financial

Alliance Advisors, LLC

management software specialized for the public sector, IT infrastructure, IP telephony, IP video surveillance, printing/imaging, and interactive classroom technologies. More information about CSI (OTCBB: CSWI.OB) is available at www.csioutfitters.com.

#### Forward-Looking and Cautionary Statements

This release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Among other things, these statements relate to our financial condition, results of operations and future business plans, operations, opportunities and prospects. In addition, we and our representatives may from time to time make written or oral forward-looking statements, including statements contained in other filings with the Securities and Exchange Commission and in our reports to stockholders. These forward-looking statements are generally identified by the words or phrases may, could, should, anticipate, believe, seek, estimate, predict, project or words of similar import. These forward-looking statements are based upon our current knowledge and assumptions about future events and involve risks and uncertainties that could cause our actual results, performance or achievements to be materially different from any anticipated results, prospects, performance or achievements expressed or implied by such forward-looking statements. These forward-looking statements are not guarantees of future performance. Many factors are beyond our ability to control or predict. You are accordingly cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date that we make them. We do not undertake to update any forward-looking statement that may be made from time to time by or on our behalf.

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| an inability to perform customer contracts at anticipated cost levels;              |
| our ability to otherwise meet the operating goals established by our business plan; |
| market acceptance of our new software, technology and services offerings;           |
| an economic downturn; and   |
| changes in the competitive marketplace and/or customer requirements.  Contacts:     |
| Company Contact:  |
| Computer Software Innovations, Inc.   |
| David Dechant, 864-855-3900   |
| Ddechant@csioutfitters.com  |
| Investor Contact:   |

Mark McPartland, 910-221-1827

MarkMcp@allianceadvisors.net

#### COMPUTER SOFTWARE INNOVATIONS, INC.

#### CONSOLIDATED STATEMENTS OF OPERATIONS

#### (UNAUDITED)

|  | Three Mon    | ths Ended    | Six Months Ended |              |  |  |
|--|--------------|--------------|------------------|--------------|--|--|
|  | June 30,     | June 30,     | June 30,         | June 30,     |  |  |
|  | 2008         | 2007         | 2008             | 2007         |  |  |
| REVENUES   |              |              |                  |              |  |  |
| Software applications segment  | \$ 3,806,286 | \$ 2,794,725 | \$ 6,863,900     | \$ 5,534,161 |  |  |
| Technology solutions segment   | 13,744,230   | 14,306,570   | 22,749,610       | 23,218,866   |  |  |
|  |              |              |                  |              |  |  |
| Net sales and service revenue  | 17,550,516   | 17,101,295   | 29,613,510       | 28,753,027   |  |  |
| COST OF SALES  |              |              |                  |              |  |  |
| Software applications segment  |              |              |                  |              |  |  |
| Cost of sales, excluding depreciation, amortization and capitalization | 1,984,887    | 1,661,868    | 3,651,105        | 3,080,595    |  |  |
| Depreciation   | 27,385       | 16,608       | 51,672           | 30,918       |  |  |
| Amortization of capitalized software costs                             | 314,190      | 259,125      | 598,002          | 498,322      |  |  |
| Capitalization of software costs                                       | (203,892)    | (208,880)    | (499,522)        | (435,853)    |  |  |
| Total software applications segment cost of sales                      | 2,122,570    | 1,728,721    | 3,801,257        | 3,173,982    |  |  |
|  |              |              |                  |              |  |  |
| Technology solutions segment   |              |              |                  |              |  |  |
| Cost of sales, excluding depreciation                                  | 10,770,911   | 11,327,634   | 18,102,643       | 18,979,240   |  |  |
| Depreciation   | 30,292       | 22,270       | 58,940           | 43,734       |  |  |
|  |              |              |                  |              |  |  |
| Total technology solutions segment cost of sales                       | 10,801,203   | 11,349,904   | 18,161,583       | 19,022,974   |  |  |
|  |              |              |                  |              |  |  |
| Total cost of sales  | 12,923,773   | 13,078,625   | 21,962,840       | 22,196,956   |  |  |
|  |              |              |                  |              |  |  |
| Gross profit   | 4,626,743    | 4,022,670    | 7,650,670        | 6,556,071    |  |  |
| OPERATING EXPENSES   |              |              |                  |              |  |  |
| Salaries, wages and benefits   | 1,804,972    | 1,390,359    | 3,123,316        | 2,457,563    |  |  |
| Stock based compensation   | 4,691        | 5,027        | 9,383            | 90,813       |  |  |
| Acquisition expenses   | 9,345        | 4,076        | 32,844           | 8,546        |  |  |
| Compliance related costs   | 137,654      | 201,178      | 234,153          | 380,756      |  |  |
| Sales consulting fees  | 55,625       | 48,000       | 118,502          | 96,000       |  |  |
| Marketing costs  | 106,075      | 75,537       | 115,039          | 73,312       |  |  |
| Travel and mobile costs  | 180,073      | 137,128      | 350,924          | 290,609      |  |  |
| Depreciation and amortization  | 122,159      | 90,502       | 228,420          | 180,749      |  |  |
| Other selling, general and administrative expenses                     | 390,362      | 240,209      | 797,671          | 567,261      |  |  |
| Total operating expenses   | 2,810,956    | 2,192,016    | 5,010,252        | 4,145,609    |  |  |
| Operating income   | 1,815,787    | 1,830,654    | 2,640,418        | 2,410,462    |  |  |
| OTHER INCOME (EXPENSE)   | 1,015,707    | 1,030,03 F   | 2,010,110        | 2,110,102    |  |  |
| Interest income  | 35           | 58           | 100              | 2,763        |  |  |
| Interest expense   | (130,697)    | (152,036)    | (263,022)        | (286,055)    |  |  |
| Loss on disposal of property and equipment                             | (=00,077)    | (=32,000)    | (=30,0=2)        | (1,218)      |  |  |
|  |              |              |                  |              |  |  |
| Net other income (expense)   | (130,662)    | (151,978)    | (262,922)        | (284,510)    |  |  |

| Income before income taxes           | 1,685,125    | 1,678,676  | 2,377,496    | 2,125,952    |
|--------------------------------------|--------------|------------|--------------|--------------|
| INCOME TAX EXPENSE                   | 673,507      | 775,499    | 938,115      | 937,989      |
| NET INCOME                           | \$ 1,011,618 | \$ 903,177 | \$ 1,439,381 | \$ 1,187,963 |
|                                      |              |            |              |              |
| BASIC EARNINGS PER SHARE             | \$ 0.21      | \$ 0.25    | \$ 0.30      | \$ 0.34      |
|                                      |              |            |              |              |
| DILUTED EARNINGS PER SHARE           | \$ 0.08      | \$ 0.07    | \$ 0.12      | \$ 0.09      |
|                                      |              |            |              |              |
| WEIGHTED AVERAGE SHARES OUTSTANDING: |              |            |              |              |
| Basic                                | 4,908,061    | 3,544,385  | 4,803,516    | 3,516,853    |
|                                      |              |            |              |              |
| Diluted                              | 12,366,568   | 13,255,883 | 12,262,023   | 13,248,383   |

#### COMPUTER SOFTWARE INNOVATIONS, INC.

#### **CONSOLIDATED BALANCE SHEETS**

|   | (  | June 30,<br>2008<br>(Unaudited) | Decemb<br>200                              |            |
|---|----|---------------------------------|--|------------|
| ASSETS                                    |    |                                 |  |            |
| CURRENT ASSETS                            |    |                                 |  |            |
| Cash                                      | \$ |                                 | \$   |            |
| Accounts receivable, net                  |    | 13,420,118                      |  | 8,697,036  |
| Inventories                               |    | 2,549,374                       |  | 470,485    |
| Prepaid expenses                          |    | 152,008                         |  | 42,832     |
| Taxes receivable                          |    |                                 |  | 177,147    |
|   |    |                                 |  |            |
| Total current assets                      |    | 16,121,500                      |  | 9,387,500  |
| PROPERTY AND                              |    |                                 |  |            |
| EQUIPMENT, net                            |    | 1,424,187                       |  | 1,316,713  |
| COMPUTER SOFTWARE                         |    | , ,                             |  |            |
| COSTS, net                                |    | 2,303,453                       |  | 2,162,717  |
| DEFERRED TAX ASSET                        |    | 291,535                         |  | 263,324    |
| GOODWILL                                  |    | 2,430,437                       |  | 1,480,587  |
| OTHER ASSETS                              |    | 1,970,132                       |  | 1,574,809  |
|   |    |                                 |  |            |
|   | \$ | 24,541,244                      | \$   | 16,185,650 |
| LIABILITIES AND<br>SHAREHOLDERS<br>EQUITY |    |                                 |  |            |
| CURRENT LIABILITIES                       |    |                                 |  |            |
| Accounts payable                          | \$ | 6,553,141                       | \$   | 4,023,936  |
| Taxes payable                             |    | 340,418                         |  |            |
| Deferred revenue                          |    | 6,565,440                       | June 1,<br>2010 -<br>September<br>30, 2010 |            |
|   |    | 0,505,440                       | 30, 2010                                   |            |

## Franklin Templeton Fund Allocator Series:

Franklin Templeton 2015

Retirement

Target

Fund June 1, 2010 - September 30, 2010 Franklin June 1, 2010 - September 30, 2010

Templeton

2025

Retirement

Target

Fund Franklin Templeton 2035 Retirement Target Fund June 1, 2010 - September 30, 2010 Franklin Templeton 2045 Retirement Target Fund June 1, 2010 - September 30, 2010 Franklin Templeton Conservative Target Fund June 1, 2010 - September 30, 2010 Franklin Templeton Corefolio Allocation Fund June 1, 2010 - September 30, 2010 Franklin Templeton Founding Funds Allocation Fund June 1, 2010 - September 30, 2010 Franklin Templeton Growth Target Fund June 1, 2010 - September 30, 2010 Franklin Templeton Moderate Target Fund June 1, 2010 - September 30, 2010 Franklin Templeton Perspectives Allocation Fund June 1, 2010 - September 30, 2010 Franklin Templeton Variable Insurance Products Trust: Franklin June 1, 2010 - September 30, 2010

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Flex Cap

| 9                                    | J  |      |    |      |   |                        |     |      |
|--------------------------------------|--|------|----|------|---|------------------------|-----|------|
|                                      | Growth Securities Fund Franklin Founding Funds       |      |    |      |   |                        |     |      |
|                                      | Allocation Fund Franklin Large Cap Value             | June | 1, | 2010 | _ | September              | 30, | 2010 |
|                                      | Securities Fund Franklin Rising Dividends Securities | June | 1, | 2010 | _ | September              | 30, | 2010 |
|                                      | Fund Franklin Small Cap Value                        | June | 1, | 2010 | - | September              | 30, | 2010 |
|                                      | Securities Fund Franklin Small-Mid Cap Growth        | June | 1, | 2010 | _ | September              | 30, | 2010 |
|                                      | Securities Fund Franklin Strategic Income Securities | June | 1, | 2010 | _ | September              | 30, | 2010 |
|                                      | Fund Templeton Developing Markets Securities         | June | 1, | 2010 | _ | September              | 30, | 2010 |
|                                      | Fund Templeton Foreign Securities                    |      |    |      |   | September              |     |      |
| Templeton Dragon<br>Inc.             | Fund<br>Fund,  |      |    |      |   | September<br>September |     |      |
| Templeton Intern<br>Emerging Markets |  | June | 1, | 2010 | - | September              | 30, | 2010 |

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## Templeton Institutional

Funds:

Foreign Equity

Series June 1, 2010 - September 30, 2010

Emerging Markets

Series June 1, 2010 - September 30, 2010

Franklin Managed Trust:

Rising Dividends

Fund June 1, 2010 - September 30, 2010

Franklin Templeton Founding Funds 529 Portfolio