

SOCKET MOBILE, INC.  
Form 10-Q  
May 15, 2014

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

**FORM 10-Q**

**QUARTERLY REPORT PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.**

For the quarterly period ended March 31, 2014

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.**

For the transition period \_\_\_\_\_ to \_\_\_\_\_.

Commission file number 1-13810

**SOCKET MOBILE, INC.**

(Exact name of registrant as specified in its charter)

Delaware

**94-3155066**

(State of incorporation) (IRS Employer Identification No.)

**39700 Eureka Drive, Newark, CA 94560**

(Address of principal executive offices including zip code)

**(510) 933-3000**

(Registrant's telephone number, including area code)

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 [ X ] 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 [ X ] NO [ ]

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 [ ] Accelerated filer [ ] Non-accelerated filer [ ] Smaller reporting company [X]

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

The number of shares of Common Stock (\$0.001 par value) outstanding as of May 9, 2014 was 4,914,563 shares.

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Index**PART I****Item 1. Financial Statements**SOCKET MOBILE, INC.  
CONDENSED BALANCE SHEETS

|                                                        | March 31,<br>2014 | December 31,<br>2013 |
|--------------------------------------------------------|-------------------|----------------------|
|                                                        | (Unaudited)       |                      |
| <b>ASSETS</b>                                          |                   |                      |
| Current assets:                                        |                   |                      |
| Cash and cash equivalents                              | \$670,346         | \$606,255            |
| Accounts receivable, net                               | 1,708,446         | 1,427,590            |
| Inventories                                            | 695,847           | 1,105,088            |
| Prepaid expenses and other current assets              | 182,309           | 93,647               |
| Total current assets                                   | 3,256,948         | 3,232,580            |
| Property and equipment:                                |                   |                      |
| Machinery and office equipment                         | 1,926,287         | 1,918,187            |
| Computer equipment                                     | 1,033,985         | 1,059,943            |
|                                                        | 2,960,272         | 2,978,130            |
| Accumulated depreciation                               | (2,722,076 )      | (2,683,193 )         |
| Property and equipment, net                            | 238,196           | 294,937              |
| Intangible assets, net                                 |                   |                      |
| Goodwill                                               | 15,000            | 30,000               |
| Other assets                                           | 4,427,000         | 4,427,000            |
| Total assets                                           | 117,518           | 117,518              |
|                                                        | \$8,054,662       | \$8,102,035          |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>            |                   |                      |
| Current liabilities:                                   |                   |                      |
| Accounts payable and accrued expenses                  | \$3,585,350       | \$3,524,148          |
| Accrued payroll and related expenses                   | 528,986           | 580,665              |
| Bank line of credit                                    | 814,571           | 763,487              |
| Deferred income on shipments to distributors           | 904,729           | 1,006,057            |
| Related party and other short term notes payable       | 650,000           | 650,000              |
| Related party convertible notes payable                | 777,625           | 777,625              |
| Short term portion of deferred service revenue         | 165,116           | 172,474              |
| Short term portion of capital leases and deferred rent | 23,243            | 22,818               |

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|                                                                                                                                                                              |              |              |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------------|
| Total current liabilities                                                                                                                                                    | 7,449,620    | 7,497,274    |
| Long term portion of deferred service revenue                                                                                                                                | 101,968      | 95,049       |
| Long term portion of capital leases and deferred rent                                                                                                                        | 269,557      | 265,002      |
| Deferred income taxes                                                                                                                                                        | 119,319      | 111,334      |
| Total liabilities                                                                                                                                                            | 7,940,464    | 7,968,659    |
| Commitments and contingencies                                                                                                                                                |              |              |
| Stockholders' equity:                                                                                                                                                        |              |              |
| Common stock, \$0.001 par value: Authorized – 20,000,000 shares,<br>Issued and outstanding – 4,904,563 shares at<br>March 31, 2014 and 4,867,063 shares at December 31, 2013 | 4,905        | 4,867        |
| Additional paid-in capital                                                                                                                                                   | 61,303,391   | 61,251,183   |
| Accumulated deficit                                                                                                                                                          | (61,194,098) | (61,122,674) |
| Total stockholders' equity                                                                                                                                                   | 114,198      | 133,376      |
| Total liabilities and stockholders' equity                                                                                                                                   | \$8,054,662  | \$8,102,035  |

See accompanying notes.

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SOCKET MOBILE, INC.  
 CONDENSED STATEMENTS OF OPERATIONS  
 (Unaudited)

|                                       | Three Months Ended<br>March 31, |             |
|---------------------------------------|---------------------------------|-------------|
|                                       | 2014                            | 2013        |
| Revenues                              | \$3,795,339                     | \$4,265,175 |
| Cost of revenues                      | 2,172,279                       | 2,557,090   |
| Gross profit                          | 1,623,060                       | 1,708,085   |
| Operating expenses:                   |                                 |             |
| Research and development              | 553,686                         | 524,750     |
| Sales and marketing                   | 475,946                         | 559,199     |
| General and administrative            | 520,923                         | 461,062     |
| Total operating expenses              | 1,550,555                       | 1,545,011   |
| Operating income                      | 72,505                          | 163,074     |
| Interest expense and other, net       | (135,944 )                      | (80,287 )   |
| Net (loss) income before income taxes | (63,439 )                       | 82,787      |
| Income tax expense                    | (7,985 )                        | (7,985 )    |
| Net (loss) income                     | \$(71,424 )                     | \$74,802    |
| Net (loss) income per share:          |                                 |             |
| Basic                                 | \$(0.01 )                       | \$0.02      |
| Diluted                               | \$(0.01 )                       | \$0.02      |
| Weighted average shares outstanding:  |                                 |             |
| Basic                                 | 4,897,896                       | 4,861,063   |
| Diluted                               | 4,897,896                       | 4,871,992   |

See accompanying notes.





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SOCKET MOBILE, INC.  
 CONDENSED STATEMENTS OF CASH FLOWS  
 (Unaudited)

|                                                                                                    | Three Months Ended<br>March 31, |             |
|----------------------------------------------------------------------------------------------------|---------------------------------|-------------|
|                                                                                                    | 2014                            | 2013        |
| Operating activities                                                                               |                                 |             |
| Net (loss) income                                                                                  | \$(71,424 )                     | \$74,802    |
| Adjustments to reconcile net (loss) income to net cash provided by (used in) operating activities: |                                 |             |
| Stock-based compensation                                                                           | 52,246                          | 93,735      |
| Depreciation and amortization                                                                      | 79,841                          | 66,959      |
| Deferred income tax expense                                                                        | 7,985                           | 7,985       |
| Changes in operating assets and liabilities:                                                       |                                 |             |
| Accounts receivable                                                                                | (280,856)                       | (425,228 )  |
| Inventories                                                                                        | 409,241                         | (66,972 )   |
| Prepaid expenses and other current assets                                                          | (88,662 )                       | (148,487 )  |
| Accounts payable                                                                                   | 61,202                          | 247,649     |
| Accrued payroll and related expenses                                                               | (51,679 )                       | 56,823      |
| Deferred income on shipments to distributors                                                       | (101,328)                       | (169,322 )  |
| Deferred service revenue                                                                           | (439 )                          | (19,028 )   |
| Change in deferred rent                                                                            | 10,530                          | 14,093      |
| Net cash provided by (used in) operating activities                                                | 26,657                          | (266,991 )  |
| Investing activities                                                                               |                                 |             |
| Purchases of equipment                                                                             | (8,100 )                        | —           |
| Net cash used in investing activities                                                              | (8,100 )                        | —           |
| Financing activities                                                                               |                                 |             |
| Payments on capital leases                                                                         | (5,550 )                        | (4,269 )    |
| Proceeds from borrowings under bank line of credit agreement                                       | 943,871                         | 1,597,759   |
| Repayments of borrowings under bank line of credit agreement                                       | (892,787)                       | (1,532,940) |
| Proceeds from the issuance of related party and other short term notes payable                     | —                               | 550,000     |
| Repayment of short term note payable                                                               | —                               | (95,289 )   |
| Net cash provided by financing activities                                                          | 45,534                          | 515,261     |
| Net increase in cash and cash equivalents                                                          | 64,091                          | 248,270     |
| Cash and cash equivalents at beginning of period                                                   | 606,255                         | 390,513     |
| Cash and cash equivalents at end of period                                                         | \$670,346                       | \$638,783   |

Supplemental cash flow information

Cash paid for interest

\$102,329 \$68,433

See accompanying notes.

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**SOCKET MOBILE, INC.**

**NOTES TO CONDENSED FINANCIAL STATEMENTS**

**(Unaudited)**

**NOTE 1 — Basis of Presentation**

The accompanying unaudited condensed financial statements of Socket Mobile, Inc. (the “Company”) have been prepared in accordance with accounting principles generally accepted in the United States for interim financial information and with the instructions to Form 10-Q and Article 8 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by accounting principles generally accepted in the United States for complete financial statements. In the opinion of management, all adjustments, consisting only of normal recurring accruals considered necessary for fair presentation have been included. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States have been condensed or omitted.

These condensed financial statements should be read in conjunction with the audited financial statements and notes included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2013. The financial statements in the Company’s annual report on Form 10-K were prepared on a going concern basis.

*Liquidity and Going Concern*

The Company was unprofitable in the quarter ended March 31, 2014. The Company was profitable in each of the first two quarters in 2013, but unprofitable in the third and fourth quarters, and unprofitable in total for fiscal 2013 in the amount of \$620,493. As of March 31, 2014, the Company has an accumulated deficit of \$61,194,098. The Company’s cash balances at March 31, 2014 were \$670,346, including \$814,571 advanced on its bank lines of credit. At March 31, 2014, the Company had additional unused borrowing capacity of approximately \$284,000 on its bank lines of credit. The Company’s balance sheet at March 31, 2014 has a current ratio (current assets divided by current liabilities) of 0.4 to 1.0, and a working capital deficit of \$4,192,672 (current assets less current liabilities). These circumstances raise substantial doubt about the Company’s ability to continue as a going concern.

In the last three years the Company has taken actions to reduce its expenses and to align its cost structure with economic conditions. The Company has the ability to further reduce expenses if necessary. Steps taken by the Company to reduce operating losses and achieve profitability include reduction of headcount to manage payroll costs, the introduction of new products, and continued close support of the Company’s distributors and application development partners as they establish their mobile applications in key vertical markets. The Company believes it will be able to further improve its liquidity and secure additional sources of financing by managing its working capital balances, use of its bank lines of credit, and raising additional capital as needed including development funding from

development partners and the issuance of additional equity securities. However, there can be no assurance that additional capital will be available on acceptable terms, if at all, and any such terms may be dilutive to existing stockholders. The Company's bank lines of credit may be terminated by the bank or by the Company at any time. If the Company cannot maintain profitability, it will not be able to support its operations from positive cash flows, and would use its existing cash to support operating losses. If the Company is unable to secure the necessary capital for its business, it may need to suspend some or all of its current operations.

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**SOCKET MOBILE, INC.**

**NOTES TO CONDENSED FINANCIAL STATEMENTS**

**(Unaudited)**

If the Company can maintain revenue growth and attain ongoing profitability, it anticipates requirements for cash will include funding of higher receivable and inventory balances, and increased expenses, including an increase of costs relating to new employees to support our growth and increases in salaries, benefits, and related support costs for employees.

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern, which contemplates the realization of assets and the settlement of liabilities and commitments in the normal course of business. These financial statements do not include any adjustments to reflect the possible future effects on the recoverability and classification of assets or the amounts and classification of liabilities that may result from the Company's inability to continue as a going concern.

**NOTE 2 — Summary of Significant Accounting Policies**

*Use of Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expense during the reporting period. Actual results could differ from those estimates, and such differences may be material to the financial statements.

*Cash Equivalents and Fair Value of Financial Instruments*

The Company considers all highly liquid investments purchased with an original maturity date of 90 days or less at date of purchase to be cash equivalents. At March 31, 2014 and December 31, 2013, all of the Company's cash and cash equivalents consisted of amounts held in demand and money market deposits in banks. The carrying value of the Company's cash and cash equivalents, accounts receivable, accounts payable, debt and foreign exchange contracts approximate fair value due to the relatively short period of time to maturity.

**NOTE 3 — Inventories**

Inventories consist principally of raw materials and sub-assemblies, which are stated at the lower of cost (first-in, first-out) or market.

|                                  | March 31,<br>2014 | December<br>31,<br>2013 |
|----------------------------------|-------------------|-------------------------|
| Raw materials and sub-assemblies | \$662,013         | \$1,045,356             |
| Finished goods                   | 33,834            | 59,732                  |
|                                  | \$695,847         | \$1,105,088             |

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**SOCKET MOBILE, INC.**

**NOTES TO CONDENSED FINANCIAL STATEMENTS**

**(Unaudited)**

**NOTE 4 — Related Party Convertible Notes Payable**

On September 4, 2013, the Company replaced \$350,000 of convertible notes plus accrued interest (total of \$380,696) originally issued to officers and directors of the Company on August 1, 2012 and maturing on August 1, 2014, with four year convertible notes expiring September 4, 2017. The replacement notes have an interest rate of 8% per annum that compounds quarterly, and contain a holder call provision that becomes effective on September 4, 2014. The replacement notes are convertible into common stock at the option of the holder at \$2.44 per share as long as warrants issued on November 19, 2010 are outstanding (expire May 20, 2016), or at \$1.25 per share. The original issuance of convertible notes on August 1, 2012 was in the amount of \$400,000. The notes are being used for working capital purposes. In April 2013, \$25,000 of the original convertible notes were repaid. In September 2013, \$350,000 of the notes were reissued as discussed previously. At March 31, 2014, \$25,000 of the original notes were outstanding. These remaining original notes plus related accrued interest were repaid in April 2014. The convertible notes are secured by all of the assets of the Company and are subordinated to amounts outstanding under the Company's working capital bank line of credit with the Company's bank.

On September 4, 2013, the Company also replaced \$350,000 of convertible notes plus accrued interest (total of \$371,929) issued to the Company's Chairman at various dates in the fourth quarter of 2012 and maturing on August 1, 2014, with four year convertible notes expiring September 4, 2017. The replacement notes are convertible into common stock at the option of the holder at \$2.44 per share as long as warrants previously issued on November 19, 2010 are outstanding (expire May 20, 2016), or at the closing market price on the date of note issue of \$1.25 per share, have eliminated the holder call provision contained in the original notes, and have an interest rate that compounds quarterly of 18% per annum during the period in which the November 19, 2010 warrants are outstanding, or 12% per annum. Previously on November 5, 2012, the Company's Board of Directors approved the issuance of up to \$350,000 in convertible subordinated notes to its Chairman to be used for working capital purposes. At various dates beginning November 7, 2012 through December 12, 2012 the Company issued in total \$350,000 of such notes to its Chairman. The original notes were identical to the notes issued on August 1, 2012 as described in the preceding paragraph, with the exception of the conversion price of which the weighted average fair market value conversion price was \$1.04 per share as long as warrants previously issued on November 19, 2010 were no longer outstanding. The notes are secured by all of the assets of the Company and are subordinated to amounts outstanding under the Company's working capital bank line of credit with the Company's bank.

The Company determined per ASC 470-50-40-10a, that the fair value of the embedded conversion option in the reissued convertible notes as a result of the change in conversion price and term, increased by more than 10% from the original notes. Therefore, debt extinguishment accounting rules apply. Accordingly, the reissued convertible notes payable were initially recorded at fair value; however, as there was no difference between the reissued amount of the notes and the net carrying amount of the original notes, no gain or loss was recorded.

Interest expense related to all convertible subordinated notes for the three months ended March 31, 2014 and 2013 was \$25,686 and \$14,849, respectively. The related accrued interest at March 31, 2014 and December 31, 2013 was \$60,523 and \$34,837, respectively.



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**SOCKET MOBILE, INC.**

**NOTES TO CONDENSED FINANCIAL STATEMENTS**

**(Unaudited)**

**NOTE 5 — Related Party and Other Short Term Notes Payable**

On January 31, 2013, the Company's Board of Directors approved a subordinated line of credit of up to \$1,000,000 including up to \$550,000 in advances by the Company's Chairman. The funds raised are being used for working capital purposes. On March 31, 2014 and December 31, 2013, a total of \$650,000 in funds were outstanding under this line, of which \$450,000 and \$50,000 respectively were from the Company's Chairman and Chief Executive Officer. The line had an expiration date of December 1, 2013, which in November 2013 was extended to June 1, 2014. Interest accrues at the rate of 1% per week and is paid weekly. Balances outstanding under the line of credit are to be repaid in full on or before the maturity date. Balances under the line of credit are secured by all of the assets of the Company and are subordinated to amounts outstanding under the Company's credit facility with its bank. Interest expense for the three month periods ended March 31, 2014 and 2013, related to the line of credit were \$85,571 and \$35,286 respectively.

**NOTE 6 — Bank Financing Arrangements**

On February 27, 2014, the Company entered into a new credit facility agreement with Bridge Bank (the "Bank"). The credit facility was activated and transfer of the credit facility from the Company's former bank was completed on March 7, 2014. The revolving credit line agreement is for a two year period ending February 27, 2016. Under the terms of the credit facility agreement with the Bank, the Company may borrow up to \$2.5 million, of which up to \$1.5 million is based on qualified receivables from domestic customers and up to \$1.0 million is based on qualified receivables from international customers. The Company's total borrowings under the line may not exceed 50% of the sum of cash plus qualified receivables. Advances against the domestic and international lines are calculated at 70% of qualified receivables. Borrowings under the lines bear an annual interest rate equal to the Bank's prime rate (minimum of 3.25%) plus 1.5%. The annual interest rate in effect beginning March 7, 2014 is 4.75% per annum. There is also a collateral handling fee of 0.2% per month of the financed receivables outstanding. The applicable interest and fees are calculated based on the actual amounts borrowed. At March 31, 2014, the effective rate (interest plus all applicable fees) on actual cash advanced is 4.95% per annum. The borrowings under the credit facility are secured by a first priority security interest in the assets of the Company. All advances are at the Bank's discretion and the Bank is not obligated to make advances. The agreement may be terminated by the Company or by the Bank at any time. The outstanding amounts borrowed under the domestic line at March 31, 2014 were \$814,571, and the full amounts of accounts receivable provided as collateral were \$1,160,000. There were no amounts borrowed under the international line at March 31, 2014.

During 2013 and up through March 7, 2014, the Company had a credit facility agreement with Silicon Valley Bank (the "Former Bank"). The credit facility allowed the Company to borrow up to \$2,500,000 based on the level of qualified domestic and international receivables, up to a maximum of \$1,500,000 and \$1,000,000, respectively. Advances against the domestic line were calculated at 80% of qualified receivables except for receivables from distributors which are calculated at 60%. Advances against the international line were calculated at 90% against qualified hedged receivables and 70% against qualified non-hedged receivables and receivables from distributors. Borrowings under the lines bore an annual interest rate equal to the greater of (i) the Bank's prime rate plus 1%, or (ii) 5%. The rate in effect through March 7, 2014 was 5%. There was also a collateral handling fee of 0.25% per month of the financed receivable balance outstanding. The applicable interest and fees were calculated based on the full amount of the accounts receivable provided as collateral for the actual amounts borrowed. The effective rate (interest plus all applicable fees) on actual cash advances in 2013 was 13.6% per annum. The outstanding amounts borrowed under the domestic and international lines at December 31, 2013 were \$655,130 and \$108,357, respectively, and the full amounts of accounts receivable provided as collateral were \$1,078,053, and \$153,372, respectively. The outstanding amount borrowed at March 7, 2014 was \$751,906, which was transferred to our new bank line of credit with Bridge Bank.

Index**SOCKET MOBILE, INC.****NOTES TO CONDENSED FINANCIAL STATEMENTS****(Unaudited)**

Total interest expense on the amounts drawn under the Company's bank credit lines in effect during the three months ended March 31, 2014 and 2013, was \$24,119 and \$27,027, respectively. Accrued interest related to the amounts outstanding under the Company's bank lines of credit at March 31, 2014 and December 31, 2013 was \$2,571 and \$7,019, respectively.

**NOTE 7 — Segment Information and Concentrations***Segment Information*

The Company operates in one segment—mobile systems solutions for businesses. Mobile systems solutions typically consist of a handheld computer or other mobile device such as a smartphone or tablet, some with data collection peripherals, and third-party vertical applications software. The Company markets its products in the United States and foreign countries through its sales personnel and distributors. Revenues for the geographic areas were as follows:

|                        | Three Months Ended |             |
|------------------------|--------------------|-------------|
|                        | March 31,          |             |
| Revenues:              | 2014               | 2013        |
| United States          | \$2,682,077        | \$2,577,630 |
| Europe                 | 745,070            | 873,147     |
| Asia and rest of world | 368,192            | 814,398     |
| Total revenues         | \$3,795,339        | \$4,265,175 |

Export revenues are attributable to countries based on the location of the Company's customers. The Company does not hold long-lived assets in foreign locations.

*Major Customers*

Customers who accounted for at least 10% of the Company's total revenues in the three month periods ended March 31, 2014 and 2013 were as follows:

|                   | Three<br>Months<br>Ended<br>March 31,<br>2014 2013 |     |
|-------------------|----------------------------------------------------|-----|
| Ingram Micro Inc. | 33%                                                | 16% |
| Scansource, Inc.  | 13%                                                | 20% |
| BlueStar, Inc.    | 15%                                                | *   |
| CF Company.       | *                                                  | 18% |

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\* Customer accounted for less than 10% of total revenues for the period

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Financial instruments that potentially subject the Company to significant concentrations of credit risk consist principally of cash, cash equivalents and accounts receivable. The Company invests its cash in demand and money market deposit accounts in banks. To the extent of the amounts recorded on the balance sheet, cash is concentrated at the Company's bank to the extent needed to comply with the minimum liquidity ratio of the bank line agreement. To date, the Company has not experienced losses on these investments. The Company's trade accounts receivables are primarily with distributors and original equipment manufacturers (OEMs). The Company performs ongoing credit evaluations of its customers' financial conditions but the Company generally requires no collateral. Reserves are maintained for potential credit losses, and such losses have been within management's expectations. Customers who accounted for at least 10% of the Company's accounts receivable balances at March 31, 2014 and December 31, 2013 were as follows:

|           | March<br>31,<br>2014 | December<br>31,<br>2013 |  |
|-----------|----------------------|-------------------------|--|
| Company A | 38 %                 | 43 %                    |  |
| Company B | 28 %                 | 28 %                    |  |
| Company C | 16 %                 | 14 %                    |  |

*Concentration of Suppliers*

Several of the Company's component parts are produced by a sole or limited number of suppliers. Shortages could occur in these essential materials due to increased demand, or to an interruption of supply. Suppliers may choose to restrict credit terms or require advance payments causing delays in the procurement of essential materials. If the Company were unable to procure certain of such materials, it could have a material adverse effect upon its results. At March 31, 2014 and December 31, 2013, 24% and 28%, respectively, of the Company's accounts payable balances were concentrated in a single supplier. For the three months ended March 31, 2014, this and another supplier accounted for 65% of the inventory purchases.

**NOTE 8 — Stock-Based Compensation**

The Company recognizes stock-based compensation in the financial statements for all share-based awards to employees, including grants of employee stock options, based on their fair values. The Company uses a binomial lattice valuation model to estimate the fair value of stock option grants. The binomial lattice model incorporates calculations for expected volatility, risk-free interest rates, employee exercise patterns and post-vesting employment termination behavior, and these factors affect the estimate of the fair value of the Company's stock option grants. Total stock-based compensation expense for the three months ended March 31, 2014 and 2013, was \$52,246 and \$93,735, respectively. In the three months ended March 31, 2014, 204,100 stock options were granted at a weighted average per share fair value estimated at \$0.64.

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The following table sets forth the computation of basic and diluted net loss per share:

|                                                | Three Months Ended<br>March 31, |            |
|------------------------------------------------|---------------------------------|------------|
|                                                | 2014                            | 2013       |
| Numerator:                                     |                                 |            |
| Net (loss) income                              | \$(71,424                       | ) \$74,802 |
| Denominator:                                   |                                 |            |
| Weighted average common shares outstanding     |                                 |            |
| used in computing net (loss) income per share: |                                 |            |
| Basic                                          | 4,897,896                       | 4,861,063  |
| Diluted                                        | 4,897,896                       | 4,871,992  |
| Net (loss) income per share:                   |                                 |            |
| Basic                                          | \$(0.01                         | ) \$0.02   |
| Diluted                                        | \$(0.01                         | ) \$0.02   |

For the three months ended March 31, 2014, the diluted net loss per share is equal to the basic net loss per share because the Company experienced losses in this period. Thus no potential common shares underlying stock options and warrants have been included in the net loss per share calculation, as their effect is anti-dilutive. Options and warrants to purchase 3,594,918 shares of common stock at March 31, 2014, have been omitted from the net loss per share calculation.

**NOTE 10 — Taxes**

Income tax expense during the three months ended March 31, 2014 and 2013, and the deferred income tax amounts shown on the Company's Condensed Balance Sheets, is related entirely to the deferred tax liability on the portion of the Company's goodwill amortized for tax purposes. Due to the indefinite characteristic of this deferred tax liability, it cannot be offset against deferred tax assets. As a result, the Company recognized deferred tax expense of \$7,985 in each of the three month periods ended March 31, 2014 and 2013.

At December 31, 2013, the Company has an unrecognized tax benefit of approximately \$682,000, which did not change significantly during the three months ended March 31, 2014. Future changes in the unrecognized tax benefit are unlikely to have an impact on the effective tax rate due to the full valuation allowance recorded on the Company's deferred tax assets, as realization of the deferred tax assets is dependent upon future taxable income.



Index**SOCKET MOBILE, INC.****NOTES TO CONDENSED FINANCIAL STATEMENTS****(Unaudited)****NOTE 11 — Commitments and Contingencies***Operating Lease*

The Company operates its headquarters under a non-cancelable operating lease which provides for the lease by the Company of approximately 37,100 square feet of space in Newark, California. On December 28, 2012, the Company amended its commercial building lease agreement to extend the term of the lease to June 30, 2022. The base rent under the facilities lease was \$29,705 per month for the period from July 1, 2012 through June 30, 2013. The base rent increased 4% to \$30,893 beginning July 1, 2013 through June 30, 2014. The base rent increases annually thereafter at a rate of four percent per year for the remaining term of the lease ending June 30, 2022.

Future minimum lease payments under all operating leases are as shown below:

| Annual minimum payments:                  | Amount      |
|-------------------------------------------|-------------|
| 2014 (April 1, 2014 to December 31, 2014) | \$285,451   |
| 2015                                      | 393,255     |
| 2016                                      | 408,986     |
| 2017                                      | 425,345     |
| 2018 to 2022                              | 2,132,136   |
| Total minimum payments                    | \$3,645,173 |

Rental expense under all operating leases was \$107,065 and \$106,757, for the three month periods ended March 31, 2014 and 2013, respectively. The amount of related deferred rent at March 31, 2014 and December 31, 2013 was \$239,303 and \$228,773, respectively.

*Capital Lease Obligations*

The Company leases certain of its equipment under capital leases. The leases are collateralized by the underlying assets. At March 31, 2014 and December 31, 2013, property and equipment with a cost of \$87,945 were subject to such financing arrangements. Related accumulated amortization at March 31, 2014 and December 31, 2013, amounted to \$34,448 and \$28,898, respectively.

Future minimum payments under capital lease and equipment financing arrangements as of March 31, 2014, are as follows:

| Annual minimum payments:                  | Amount   |
|-------------------------------------------|----------|
| 2014 (April 1, 2014 to December 31, 2014) | \$19,850 |
| 2015                                      | 26,467   |
| 2016                                      | 11,916   |
| Total minimum payments                    | 58,233   |
| Less amount representing interest         | (4,736 ) |
| Present value of net minimum payments     | 53,497   |
| Short term portion of capital leases      | (23,243) |
| Long term portion of capital leases       | \$30,254 |

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**SOCKET MOBILE, INC.**

**NOTES TO CONDENSED FINANCIAL STATEMENTS**

**(Unaudited)**

*Purchase Commitments*

As of March 31, 2014, the Company has non-cancelable purchase commitments for inventory to be used in the ordinary course of business of approximately \$2,081,000.

*Legal Matters*

The Company is subject to disputes, claims, requests for indemnification and lawsuits arising in the ordinary course of business. Under the indemnification provisions of the Company's customer agreements, the Company routinely agrees to indemnify and defend its customers against infringement of any patent, trademark, copyright, trade secrets, or other intellectual property rights arising from customers' legal use of the Company's products or services. The exposure to the Company under these indemnification provisions is generally limited to the total amount paid for the indemnified products. However, certain indemnification provisions potentially expose the Company to losses in excess of the aggregate amount received from the customer. To date, there have been no claims against the Company by its customers pertaining to such indemnification provisions, and no amounts have been recorded.

Index**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

*This Quarterly Report contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements include statements forecasting our future financial condition and results, our future operating activities, market acceptance of our products, expectations for general market growth of handheld computers and other mobile computing devices, growth in demand for our products, expansion of the markets that we serve, expansion of the distribution channels for our products, adoption of our embedded products by third-party manufacturers of electronic devices, and the timing of the introduction and availability of new products, as well as other forecasts discussed under "Management's Discussion and Analysis of Financial Condition and Results of Operations." Words such as "may," "will," "predicts," "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," variations of such words, and similar expressions are intended to identify such forward-looking statements. Such forward-looking statements are based on current expectations, estimates, and projections about our industry, management's beliefs, and assumptions made by management. These forward-looking statements are not guarantees of future performance and are subject to certain risks, uncertainties, and assumptions that are difficult to predict; therefore, actual results and outcomes may differ materially from what is expressed or forecasted in any such forward looking statements. Factors that could cause actual results and outcomes to differ materially include, but are not limited to: continued weakness in the U.S. and world economy generally and in the markets we serve in particular; the risk of delays in the availability of our products due to technological, market or financial factors including the availability of product components and necessary working capital; our ability to successfully develop, introduce and market future products; our ability to effectively manage and contain our operating costs; the availability of announced third-party handheld computer hardware and software that our products are intended to work with; product delays associated with new model introductions and product changeovers by the makers of products that our products are intended to work with; continued growth in demand for handheld computers and barcode scanners; market acceptance of emerging standards such as Bluetooth and wireless LAN and of our related connection, data collection and mobile handheld computer products; the ability of our strategic relationships to benefit our business as expected; our ability to enter into additional distribution relationships; or other factors described in this Form 10-Q including "Item 1A. Risk Factors" and recent Form 8-K and Form 10-K reports filed with the Securities and Exchange Commission. We assume no obligation to update such forward-looking statements or to update the reasons why actual results could differ materially from those anticipated in such forward-looking statements.*

*You should read the following discussion in conjunction with the interim condensed financial statements and notes included elsewhere in this report, the Company's annual financial statements in the form 10/K, and other information contained in other reports and documents filed from time to time with the Securities and Exchange Commission.*

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**The Company**

We are a producer of mobile cordless barcode scanners and handheld computers for the business mobility markets. Our markets for our barcode scanning products as defined by Venture Development Corporation (a leading technology market research firm) include retail, commercial services and healthcare. Our products are designed for a mobile worker using applications running on mobile devices while walking or standing. We offer easy-to-use software developer kits to application developers that enable the integration of our barcode scanning software into mobile applications running on Smartphones, tablets and mobile computers. These devices use operating systems from Apple® (iOS), Google™ (Android™) and Microsoft® (Windows®/Windows Mobile™). We focus on serving the needs of application developers as our barcode scanner sales are application driven. Once we are built into an application, our products become an ingredient of their solutions and marketing programs. Our registered developer program for barcode scanning has grown to over 900 developers which include developers of third party applications such as retail point of sale software licensed to customers and developers building in-house commercial services programs for business entities. Our mobile handheld computers are used in many hospitality and healthcare applications. We have more than 100 registered developers for our handheld computer.

We design our own products and then subcontract the manufacturing to independent third-party contract manufacturers located in North America, Taiwan and other Asian countries that have the equipment, know-how and capacity to manufacture products to our specifications. We perform final product assembly and testing, and package and distribute our products at and from our Newark, California facility. Our data collection products and mobile handheld computers are sold through a worldwide network of distributors and resellers, vertical industry partners, and value added resellers. Our OEM products are sold directly to the original equipment manufacturers.

We believe growth in mobile applications and the mobile workforce are resulting from technical advances in mobile technologies, cost reductions in mobile devices and the growing adoption by businesses of mobile applications, building a growing demand for our products. Our barcode scanning and mobile handheld computer products address the growing need for speed and accuracy by today's mobile workers, thereby enhancing their productivity and allowing them to exploit time sensitive opportunities and improve customer satisfaction.

*Liquidity and Going Concern*

We were unprofitable in the quarter ended March 31, 2014. We were profitable in each of the first two quarters in 2013, but unprofitable in the third and fourth quarters, and unprofitable in total for fiscal 2013 in the amount of \$620,000. As of March 31, 2014, we have an accumulated deficit of \$61.2 million. Our cash balances at March 31, 2014 were \$0.7 million, including \$0.8 million advanced on our bank lines of credit. At March 31, 2014, we had additional unused borrowing capacity of approximately \$284,000 on our bank lines of credit. Our balance sheet at March 31, 2014 has a current ratio (current assets divided by current liabilities) of 0.4 to 1.0, and a working capital deficit of \$4,200,000 (current assets less current liabilities). These circumstances raise substantial doubt about our ability to continue as a going concern.



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In the last three years we have taken actions to reduce our expenses and to align our cost structure with economic conditions. We have the ability to further reduce expenses if necessary. Steps taken by us to reduce operating losses and achieve profitability include reduction of headcount to manage payroll costs, the introduction of new products, and continued close support of our distributors and application development partners as they establish their mobile applications in key vertical markets. We believe we will be able to further improve our liquidity and secure additional sources of financing by managing our working capital balances, use of our bank lines of credit, and raising additional capital as needed including development funding from development partners and the issuance of additional equity securities. However, there can be no assurance that additional capital will be available on acceptable terms, if at all, and any such terms may be dilutive to existing stockholders. Our bank lines of credit may be terminated by the bank or by us at any time. If we cannot maintain profitability, we will not be able to support our operations from positive cash flows, and would use its existing cash to support operating losses. If we are unable to secure the necessary capital for its business, it may need to suspend some or all of our current operations.

If we can maintain revenue growth and attain ongoing profitability, we anticipate requirements for cash will include funding of higher receivable and inventory balances, and increased expenses, including an increase of costs relating to new employees to support our growth and increases in salaries, benefits, and related support costs for employees.

The accompanying financial statements have been prepared assuming that we will continue as a going concern, which contemplates the realization of assets and the settlement of liabilities and commitments in the normal course of business. These financial statements do not include any adjustments to reflect the possible future effects on the recoverability and classification of assets or the amounts and classification of liabilities that may result from our inability to continue as a going concern.

**Products**

We classify our primary products into two broad product families:

- Cordless barcode scanning products and related accessories and service;
- Mobile handheld computer products and related accessories and service;

*Cordless barcode scanners*

We offer a family of cordless barcode scanning products that connect over Bluetooth with smartphones, tablets and mobile computers running operating systems from Apple (iOS), Google (Android), and Microsoft (Windows/Windows Mobile). Our cordless barcode scanners include two dimensional (2D) and linear (1D) barcode scanners in both durable and colorful cases. Our Series-7 models are lightweight and ergonomically designed as a standalone handheld barcode scanner and are widely used with tablet computers. Our Series-8 models can be used stand-alone or attach to a Smartphone to enable one-handed barcode scanning. We also offer wearable cordless ring scanners for hands free barcode scanning. Extended warranty programs are available for all of our barcode scanning



products.

*Mobile handheld computers*

We offer a family of SoMo® (“Socket®Mobile”) handheld computer products in standard or antimicrobial cases running the Windows Embedded Handheld System 6.5 operating system. Handheld computer accessories include plug-in 1D and 2D barcode scanners, cradles, radio frequency identification (RFID) readers and magnetic stripe readers. Our handheld computers are designed with wireless LAN (802.11 b/g/n) and Bluetooth connectivity for use with applications that do not require phones. We also offer handheld computers without wireless connectivity for secure environments. Our newest family of handheld computers, SoMo Model 655, commenced sales in June 2012, replacing the SoMo650 introduced in 2007. We offer extended warranty programs for our mobile handheld computer products.

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Our products are warranted for one year and we offer SocketCare extended warranty programs for up to three years including repair or replacement due to accidental breakage. We will also service products that are beyond their warranty period. Service revenues are included in the revenue totals for data collection products and handheld computer and data collection products as described in the table that follows further below.

*Other*

Other products include customized versions of our products we make available to original equipment manufacturers (“OEMs”), and upon request we also supply small quantities of discontinued legacy products when available.

**Revenues**

Total revenues for the three months ended March 31, 2014 were \$3.8 million, a decrease of 11% from revenues of \$4.3 million in the comparable period one year ago. Our revenues are classified into two primary product families. Additionally, we sell OEM embedded products to third parties, and we continue to carry legacy plug-in connectivity products. Our product revenues and the corresponding increase or decrease in revenues for the comparable periods are shown in the following table:

| (revenues in thousands)                                          | Three months ended March 31, |       |         |       | Increase<br>(Decrease) |    |
|------------------------------------------------------------------|------------------------------|-------|---------|-------|------------------------|----|
|                                                                  | 2014                         |       | 2013    |       |                        |    |
| Product family:                                                  | Amount                       | %     | Amount  | %     |                        |    |
| Cordless barcode scanning<br>and related products and<br>service | \$2,912                      | 77 %  | \$2,430 | 57 %  | 20                     | %  |
| Mobile handheld computer<br>and related products and<br>service  | 848                          | 22 %  | 1,448   | 34 %  | (41                    | %) |
| Other                                                            | 35                           | 1 %   | 387     | 9 %   | (91                    | %) |
| Total                                                            | \$3,795                      | 100 % | \$4,265 | 100 % | (11                    | %) |

Our *cordless barcode scanning and related products and service* revenues in the first quarter of 2014 were \$2.9 million, an increase of \$0.5 million, or 20%, compared to revenues of \$2.4 million in the first quarter of 2013. Combined revenue increases totaling \$0.5 million were from increased sales volumes of our Apple certified Series-7 high performance 1D cordless handheld barcode scanner and from increased sales volumes of our Series-8 cordless scanner optimized for use with smartphones and tablets. Slight revenue increases in sales of our barcode scanning related accessories and services were offset by slight declines in sales of our Apple certified entry level and imager based cordless handheld scanners. Although sales of our Apple certified entry level scanner declined slightly in the first quarter 2014 compared to the same period one year ago, the first quarter of 2013 included the sale of \$0.5 million to a single customer.

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Our *mobile handheld computer and related products and service* revenues in the first quarter of 2014 were \$0.8 million, a decrease of \$0.6 million, or 41%, compared to revenues of \$1.4 million in the first quarter of 2013. Mobile handheld computer revenues (excluding revenues from the related plug-in products, accessories, and services) declined by \$0.5 million reflecting lower overall sales volumes compared to the same period one year ago. Remaining declines in the first quarter 2014 were primarily from declines in sales of our companion plug-in data collection products due primarily to lower sales volumes of CompactFlash plug-in barcode scanners, and from declines in sales of related mobile handheld computer accessories and services, also reflective of the overall lower unit sales volumes of our mobile handheld computers in the first quarter 2014 compared to the same period one year ago. Sales of our mobile computer models have been affected by the uncertainty surrounding Microsoft's support of the Windows Embedded Handheld 6.5 operating system, which they clarified in mid 2013 by their announced commitment to this operating system until early 2020. Additionally, sales of standard handheld computing devices such as our mobile handheld computer have been declining due to the increased popularity of alternative tablet and smartphone devices.

*Service* revenues were 5% and 4% of our total revenues in the three months ended March 31, 2014 and 2013, respectively. Increases in service revenues in the first quarter 2014 reflect increases in revenues related to out-of-warranty repair services, partially offset by declines in our SocketCare services reflecting the lower unit sales of our mobile handheld computers in the first quarter 2014 compared to the same quarter one year ago, as described previously. The majority of our SocketCare service contracts are purchased by our customers in conjunction with the purchase of mobile handheld computers. Service revenues have been allocated to the respective products serviced in the table above.

*Other* revenues in the first quarter of 2014 were \$35,000, a decrease of 91% compared to revenues of \$387,000 in the first quarter of 2013. Revenue decreases reflect diminishing sales of legacy products and sales to OEM customers in the first quarter 2014 compared to the same quarter one year ago.

**Gross Margins**

Our gross margins for the first quarter of 2014 were 43% compared to 40% in the comparable period one year ago. We generally price our products as a markup from our cost, and we offer discount pricing for higher volume purchases. Improvements in overall margins in the first quarter of 2014 are due primarily to a change in mix of products sold favoring a greater proportion of sales of our cordless handheld barcode scanner models which overall have slightly higher than average margins, and a lower proportion of sales of our mobile handheld computers which have slightly lower than average margins.

**Research and Development Expense**

Research and development expense in the first quarter of 2014 was \$554,000, an increase of 6% compared to \$525,000 in the first quarter of 2013. Increases in the level of research and development expense were primarily due

to higher personnel costs compared to personnel costs a year ago which reflected compensation expense savings programs initiated in late 2012 and in effect through the first quarter of 2013. Partially offsetting this increase was a decrease in equipment costs in the first quarter 2014 compared to the same period a year ago. Research and development expense in the second quarter of 2014 is expected to moderately increase from first quarter levels.

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**Sales and Marketing Expense**

Sales and marketing expense in the first quarter of 2014 was \$476,000, a decrease of 15% compared to \$559,000 in the first quarter of 2013. Decreases in sales and marketing expense were due primarily to declines in personnel costs due to lower overall comparable headcount. Additional declines were from reductions in travel related expenses partially offset by increases in outside services expense. Sales and marketing expense in the second quarter of 2014 is expected to moderately increase from first quarter levels.

**General and Administrative Expense**

General and administrative expense in the first quarter of 2014 was \$521,000, an increase of 13% compared to \$461,000 in the first quarter of 2013. Increases in the level of general and administrative expense were primarily due to higher personnel costs compared to personnel costs a year ago which reflected compensation expense savings programs initiated in late 2012 and in effect through the first quarter 2013. General and administrative expense is expected to moderately decline in the second quarter of 2014 from first quarter levels due to the absence of professional fees and other expenses related to the costs of our annual audit which are expensed primarily in the first quarter.

**Interest Expense and Other, Net of Interest Income and Other**

Interest expense and other, net of interest income and other, was \$136,000 in the first quarter of 2014 compared to \$80,000 in the first quarter of 2013. Interest expense in each of the comparable first quarters was related primarily to interest on our notes payable, interest on our convertible notes payable issued in 2012 and reissued in September of 2013, and interest on amounts drawn on our bank lines of credit (see “NOTE 4 — Related Party Convertible Notes Payable” and “NOTE 5 — Related Party and Other Short Term Notes Payable” for more information). Additionally, interest expense in each of the comparable first quarters includes interest on equipment lease financing obligations. Higher interest expense in the first quarter 2014 reflects higher overall note balances in effect for the full duration of the quarter compared to the same quarter last year.

Interest income and other reflects interest earned on cash balances. Interest income was nominal in each of the comparable first quarters, reflecting low average cash balances combined with low average rates of return. Other income and expense includes foreign currency transaction gains and losses, which were nominal in each of the periods presented.

**Income Taxes**

Deferred tax expense in the first quarter of 2014 and 2013 and the corresponding deferred tax liability shown on our balance sheet, is related entirely to the deferred tax liability on the portion of our goodwill amortized for tax purposes. Due to the indefinite characteristic of this deferred tax liability, it cannot be offset against deferred tax assets. We maintain a full valuation allowance for all other components of deferred tax assets. There can be no assurance that the deferred tax assets subject to the valuation allowance will be realized. We have not generated taxable income in any periods in any jurisdiction, foreign or domestic.

Index**Cash Flows and Contractual Obligations**

As reflected in our Statements of Cash Flows, net cash provided by operating activities was \$27,000 in the first quarter 2014, compared to net cash used in operating activities of \$267,000 in the comparable period a year ago. We calculate net cash provided by or used in operating activities by increasing our net income, or reducing our net loss (\$71,000 net loss in the first quarter of 2014, and \$75,000 net income in the first quarter of 2013) by those expenses that did not require the use of cash, and reversing gains or losses that did not generate or use cash. These items consist of stock based compensation expense, depreciation, amortization of intangible assets, and deferred tax expense. These amounts totaled \$140,000 and \$168,000 in the first quarter of 2014 and 2013, respectively. In addition, we report increases in assets and reductions in liabilities as uses of cash and decreases in assets and increases in liabilities as sources of cash, together referred to as changes in operating assets and liabilities. In the first quarter of 2014 changes in operating assets and liabilities resulted in a net use of cash of \$42,000 and were primarily from increases in accounts receivable due to the timing of customer shipments later in the first quarter compared to the previous fourth quarter, declines in stocking levels in our distribution channel reflecting normal fluctuations in distributor stocking, increases in prepaid expenses related to service and insurance renewals, and declines in accrued payroll expenses. These uses of cash were partially offset by reductions in inventory levels related to our scanning and mobile handheld computer product lines, and increases in accounts payable due to the timing of vendor payments. In the first quarter of 2013 changes in operating assets and liabilities resulted in a net use of cash of \$0.5 million and were primarily from net increases in accounts receivable due to higher overall shipments to our distributors in the first quarter of 2013 compared to the fourth quarter of the prior year, increases in prepaid expenses and other current assets due primarily to advance payments required by suppliers, and reductions in the inventory levels in our distribution channel. These were partially offset by increases in accounts payable.

Investing activities in the first quarter of 2014 was related primarily to expenditures on tooling related to our scanning product line. There were no uses of cash in investing activities in the first quarter of 2013.

Cash provided by financing activities was \$46,000 in the first quarter of 2014 compared to cash provided by financing activities of \$515,000 in the first quarter of 2013. Financing activities in the first quarter of 2014 consisted primarily of net amounts advanced on our bank lines of credit. The proceeds from and repayments of borrowings in the first quarter 2014 as shown on our Condensed Statement of Cash Flows excludes \$752,000 related to the amounts outstanding under the credit line with our former bank which was transferred to our new bank on March 7, 2014 (see “NOTE 6 — Bank Financing Arrangements” for more information). Financing activities in the first quarter of 2013 consisted primarily of proceeds from the issuance of related party and other short term notes payable, and net amounts advanced on our bank lines of credit, partially offset by repayment of a short term note originally advanced on August 31, 2012 with final repayment completed in January 2013.



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Our contractual cash obligations at March 31, 2014 are outlined in the table below:

| Contractual Obligations                                        | Total       | Payments Due by Period |                 |                 |                      |
|----------------------------------------------------------------|-------------|------------------------|-----------------|-----------------|----------------------|
|                                                                |             | Less than<br>1 year    | 1 to 3<br>years | 4 to 5<br>years | More than<br>5 years |
| Unconditional purchase obligations with contract manufacturers | \$2,081,000 | \$2,081,000            | \$—             | \$—             | \$—                  |
| Operating leases                                               | 3,645,000   | 382,000                | 810,000         | 876,000         | 1,577,000            |
| Short term notes payable                                       | 650,000     | 650,000                | —               | —               | —                    |
| Capital leases                                                 | 53,000      | 23,000                 | 30,000          | —               | —                    |
| Total contractual obligations                                  | \$6,429,000 | \$3,136,000            | \$840,000       | \$876,000       | \$1,577,000          |

We have outstanding amounts borrowed under our lines of credit with Bridge Bank at March 31, 2014 of approximately \$815,000. Accrued interest related to the amounts outstanding at March 31, 2014 was approximately \$3,000. The credit facility agreement expires on February 27, 2016 unless renewed. The agreement may be terminated by us or by the Bank at any time. Upon such termination, the Bank would no longer make advances under the credit agreement and outstanding advances would be repaid as receivables are collected. All advances are at the Bank's discretion and the Bank is not obligated to make advances.

Additionally, at March 31, 2013 we had outstanding a total of \$778,000 in subordinated convertible notes issued to select officers and directors of the Company. \$381,000 of these notes have a term of four years that accrue interest at 8% per annum compounded quarterly, mature on September 4, 2017, and have a note holder call provision that becomes effective on September 4, 2014. \$372,000 of the notes have a term of four years that accrue interest at 18% per annum compounded quarterly, mature on September 4, 2017, and do not have a call provision. The remaining \$25,000 of notes at March 31, 2014 accrued interest at 8% per annum and were repaid in April 2014 including \$3,420 of accrued interest. Accrued interest for all convertible notes is payable upon redemption. The notes are convertible into common stock at the option of the holder at \$2.44 per share as long as warrants issued on November 19, 2010 are outstanding, or at \$1.25 per share for the four-year notes, if these warrants are no longer outstanding. The warrants issued on November 19, 2012 expire on May 20, 2016. Accrued interest expense at March 31, 2014 for all convertible notes outstanding was approximately \$63,000. The notes are secured by all of the assets of the Company and are subordinated to amounts outstanding under the Company's working capital bank line of credit with Bridge Bank.

**Off-Balance Sheet Arrangements**

As of March 31, 2014, we have no off-balance sheet arrangements as defined in Item 303 of Regulation S-K.

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**Item 3. Quantitative and Qualitative Disclosures About Market Risk**

**Interest Rate Risk**

Our exposure to market risk for changes in interest rates relates primarily to invested cash and our bank credit line facilities. Our cash is invested in short-term money market investments backed by U.S. Treasury notes and other investments that mature within one year and whose principal is not subject to market rate fluctuations. Accordingly, interest rate declines would adversely affect our interest income but would not affect the carrying value of our cash investments. Based on a sensitivity analysis of our cash investments during the quarter ended March 31, 2014, a decline of 1% in interest rates would not have had a material effect on our quarterly interest income. Our bank credit line facilities (effective March 7, 2014) of up to \$2.5 million have variable interest rates based upon the lender's prime rate (minimum of 3.25%) plus 1.5%, for both the domestic line (up to \$1.5 million) and the international line (up to \$1.0 million). Accordingly, interest rate increases could increase our interest expense on our outstanding credit line balances. Based on a sensitivity analysis during the quarter ended March 31, 2014, an increase of 1% in the interest rate would have increased our quarterly borrowing costs by approximately \$3,000.

**Foreign Currency Risk**

A substantial majority of our revenue, expense and purchasing activities are transacted in U.S. dollars. However, we require our European distributors to purchase our products in Euros and we pay the expenses of our European employees in Euros and British pounds. We may enter into selected future purchase commitments with foreign suppliers that may be paid in the local currency of the supplier. We hedge a significant portion of our European receivables balance denominated in Euros to reduce the foreign currency risk associated with these assets, and we have not been subject to significant losses from material foreign currency fluctuations. Based on a sensitivity analysis of our net foreign currency denominated assets and expenses at the beginning, during and at the end of the quarter ended March 31, 2014, an adverse change of 10% in exchange rates would have resulted in an increase in our net loss for the first quarter 2014 of approximately \$16,000 if left unprotected. For the first quarter of 2014, the total net adjustment for the effects of changes in foreign currency on cash balances, collections, payables, and derivatives used to hedge foreign currency risks, was a net loss of \$1,500. We will continue to monitor, assess, and mitigate through hedging activities, our risks related to foreign currency fluctuations.

**Item 4. Controls and Procedures**

*Conclusion Regarding the Effectiveness of Disclosure Controls and Procedures*

Our management evaluated, with the participation of our Chief Executive Officer and our Chief Financial Officer, the effectiveness of our disclosure controls and procedures as of the end of the period covered by this Quarterly Report on Form 10-Q. Based on this evaluation, our Chief Executive Officer and our Chief Financial Officer have concluded that our disclosure controls and procedures are effective to ensure that information we are required to disclose in

reports that we file or submit under the Securities Exchange Act of 1934 is (i) recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms, and (ii) accumulated and communicated to our management, including our Chief Executive Officer and our Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

*Changes in Internal Control Over Financial Reporting*

There was no change in our internal control over financial reporting that occurred during the period covered by the last fiscal quarter ended March 31, 2014 and this Quarterly Report on Form 10-Q that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

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**PART II**

**Item 1A. Risk Factors**

*The risks described in this Quarterly Report on Form 10-Q are not the only risks facing our Company. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial also may materially adversely affect our business, financial condition, and operating results.*

**Our ability to continue as a going concern is dependent upon our ability to establish ongoing profitable operations and to raise additional capital.**

Our historical operating losses and declines in our working capital balances are conditions that raise substantial doubt about our ability to continue as a going concern. Our ability to continue as a going concern is dependent upon our ability to maintain ongoing profitable operations and to raise additional capital as needed. We have been taking steps intended to improve operating results and achieve future profitability including the introduction of new products, continued close support of our distributors and of our application partners as they establish their mobile applications in key vertical markets, and management of our costs. We believe that we will be able to improve our liquidity and secure additional sources of financing by managing our working capital balances, use of our bank lines of credit, and raising additional capital as needed including development funding from development partners and the issuance of additional equity securities. Nonetheless, there can be no assurance that we will be successful in achieving any of these steps, and there can be no assurance that additional financing will be available on acceptable terms, if at all, and any such terms may be dilutive to existing stockholders. Our inability to secure and maintain the necessary liquidity would have a material adverse effect on our financial condition and results of operations. Our financial statements do not include any adjustments to reflect the possible future effects on the recoverability and classification of assets or the amounts and classification of assets and liabilities that may result from our inability to continue as a going concern.

**We have a history of operating losses and may not achieve ongoing profitability.**

We were unprofitable in the first quarter of 2014. We were profitable in each of the first two quarters in 2013, but unprofitable in the third and fourth quarters, and unprofitable in total for fiscal 2013. Fiscal year 2004 was the only profitable year in our history, and only to the extent of \$288,000. Prior to 2004, we incurred significant operating

losses in each financial period since our inception. To achieve ongoing profitability, we must accomplish numerous objectives, including growth in our business and the development of successful new products. We cannot foresee with any certainty whether we will be able to achieve these objectives in the future. Accordingly, we may not generate sufficient net revenue or manage our expenses sufficiently to achieve ongoing profitability. If we cannot achieve ongoing profitability, we will not be able to support our operations from positive cash flows, and we would use our existing cash to support operating losses. If we are unable to secure the necessary capital to replace that cash, we may need to suspend some or all of our current operations.

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**We may require additional capital in the future, but that capital may not be available on reasonable terms, if at all, or on terms that would not cause substantial dilution to your stock holdings.**

We may incur operating losses in future quarters and would need to raise capital to fund such losses. Our forecasts are highly dependent on factors beyond our control, including market acceptance of our products and delays in deployments by businesses of applications that use our handheld computers and our data collection products. Even if we maintain profitable operating levels, we may need to raise capital to provide sufficient working capital to fund our growth. If capital requirements vary materially from those currently planned, we may require additional capital sooner than expected. There can be no assurance that such capital will be available in sufficient amounts or on terms acceptable to us, if at all.

**Global economic conditions may continue to have a negative impact on our business and financial condition in ways that we currently cannot predict, and may further limit our ability to raise additional funds.**

Continued tight credit and related strains in the global financial system, particularly in Europe, may continue to have an impact on our business and our financial condition. We may face significant challenges if economic conditions and conditions in the financial markets do not improve or continue to worsen. In particular, should these conditions cause our revenues to be materially less than forecast, we may find it necessary to initiate further reductions in our expenses and defer product development programs. In addition, our ability to access the capital markets and raise funds required for our operations may be severely restricted at a time when we would like, or need, to do so, which could have an adverse effect on our ability to meet our current and future funding requirements and on our flexibility to react to changing economic and business conditions.

**Our quarterly operating results may fluctuate in future periods, which could cause our stock price to decline.**

We expect to experience quarterly fluctuations in operating results in the future. We generally ship orders as received, and as a result we may have little backlog. Quarterly revenues and operating results therefore depend on the volume and timing of orders received during the quarter, which are difficult to forecast. Historically, we have often recognized a substantial portion of our revenue in the last month of the quarter. This subjects us to the risk that even modest delays in orders or in the manufacture of products relating to orders received, may adversely affect our quarterly operating results. Our operating results may also fluctuate due to factors such as:

- the demand for our products;
- the size and timing of customer orders;
- unanticipated delays or problems in our introduction of new products and product enhancements;
- the introduction of new products and product enhancements by our competitors;
- the timing of the introduction and deployments of new applications that work with our products;
- changes in the revenues attributable to royalties and engineering development services;

product mix;



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- timing of software enhancements;
- changes in the level of operating expenses;
- competitive conditions in the industry including competitive pressures resulting in lower average selling prices;
- timing of distributors' shipments to their customers;
- delays in supplies of key components used in the manufacturing of our products, and
- general economic conditions and conditions specific to our customers' industries.

Because we base our staffing and other operating expenses on anticipated revenues, unanticipated declines or delays in the receipt of orders can cause significant variations in operating results from quarter to quarter. As a result of any of the foregoing factors, or a combination, our results of operations in any given quarter may be below the expectations of public market analysts or investors, in which case the market price of our common stock would be adversely affected.

**In order to maintain the availability of our bank lines of credit we must remain in compliance with the covenants as specified under the terms of the credit agreements and the bank may exercise discretion in making advances to us.**

Our credit agreements with our bank requires us to maintain cash and qualified receivables that are at least two times amounts borrowed and outstanding under the credit agreements. The agreements contain customary representations, warranties, covenants and events of default that limit our ability to incur additional liens or indebtedness, make distributions to our stockholders and make investments. The events of default entitle our bank to accelerate our obligations and require repayment of our outstanding indebtedness thereunder. These events of default include a breach of our payment obligations or covenants, a material impairment in our financial condition or ability to repay any indebtedness to our bank and the commencement of dissolution or insolvency proceedings. The agreement may be terminated by us or by our bank at any time. Upon such termination, our bank would no longer make advances under the credit agreement and outstanding advances would be repaid as receivables are collected. All advances are at our bank's discretion and our bank is not obligated to make advances. Our bank has been granted a first priority security interest in all of our assets, including our intellectual property.

**Goodwill comprises a significant portion of our assets and may be subject to impairment write-downs in future periods which would substantially increase our losses, make it more difficult to achieve profitability, and could cause our stock price to decline.**

We review our goodwill for impairment at least annually as of September 30th, and more often if factors suggest potential impairment. Many factors are considered in evaluating goodwill including our market capitalization, comparable companies within our industry, our estimates of our future performance, and discounted cash flow analysis. Many of these factors are highly subjective and may be negatively impacted by our financial results and

market conditions in the future. We may incur goodwill impairment charges in the future and any future write-downs of our goodwill would adversely affect our operating results, make it more difficult to maintain profitability, and as a result the market price of our common stock could be adversely affected.

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**We may be unable to manufacture our products, because we are dependent on a limited number of qualified suppliers for our components.**

Several of our component parts, including our barcode scanning modules, and our line of mobile handheld computers, are produced by one or a limited number of suppliers. Shortages or delays could occur in these essential components due to an interruption of supply or increased demand in the industry. Suppliers may choose to restrict credit terms or require advance payment causing delays in the procurement of essential materials. If we are unable to procure certain component parts, we could be required to reduce our operations while we seek alternative sources for these components, which could have a material adverse effect on our financial results. To the extent that we acquire extra inventory stocks to protect against possible shortages, we would be exposed to additional risks associated with holding inventory, such as obsolescence, excess quantities, or loss.

**If third-parties do not produce and sell innovative products with which our products are compatible, we may not achieve our sales projections.**

Our success has been dependent upon the ability of third-parties in the mobile computing industry to successfully develop applications and products that include, or are compatible with, our technology, and then to sell these applications and products into the marketplace. Even if we are successful in marketing and selling our line of scanners and mobile handheld computers, our ability to generate increased revenue depends significantly on the commercial success of other parties' applications and products, particularly vertical market software applications for use with our scanners and mobile handheld computers and peripherals, and tablet computers and phone-integrated devices including those from Apple, Google, and Microsoft, with which our scanners can be used, and the adoption of mobile applications and computing devices for business use.

A number of manufacturers of handheld computers have reduced the number of handheld products they offer, or curtailed development of future handheld computer products, reducing the number of third-party devices compatible for use with our mobile handheld computer peripheral plug-in products. Sales of standard handheld computing devices such as our mobile handheld computer have been declining due to the increased popularity of alternative tablet and smartphone devices, and sales of our mobile handheld computer and related peripheral plug-in products may continue to decline in the future.

**If application developers are not successful in their efforts to develop, market, and sell their applications into which our software and products are incorporated, we may not achieve our sales projections.**

We are dependent upon application developers to integrate our scanning and software products into their applications designed for mobile workers using smartphones, tablets and mobile computers, and to successfully market and sell

those application products and solutions into the marketplace. We focus on serving the needs of application developers as sales of our barcode scanners are application driven. However, these developers may take considerable time to complete development of their applications, may experience delays in their development timelines, may develop competing applications, be unsuccessful in marketing and selling their application products and solutions to customers, or may experience delays in customer deployments and implementations, which would adversely affect our ability to achieve our revenue projections.

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**If we fail to develop and introduce new products rapidly and successfully, we will not be able to compete effectively, and our ability to generate sufficient revenues will be negatively affected.**

The market for our products is prone to rapidly changing technology, evolving industry standards and short product life cycles. If we are unsuccessful at developing and introducing new products and services on a timely basis that include the latest technologies conforming to the newest standards and that are appealing to end users, we will not be able to compete effectively, and our ability to generate significant revenues will be seriously harmed.

The development of new products and services can be very difficult and requires high levels of innovation. The development process is also lengthy and costly. Short product life cycles expose our products to the risk of obsolescence and require frequent new product introductions. We will be unable to introduce new products and services into the market on a timely basis and compete successfully, if we fail to:

- invest significant resources in research and development, sales and marketing, and customer support;
- identify emerging trends, demands and standards in the field of mobile computing products;
  - enhance our products by adding additional features;
  - maintain superior or competitive performance in our products; and
  - anticipate our end users' needs and technological trends accurately.

We cannot be sure that we will have sufficient resources to make adequate investments in research and development or that we will be able to identify trends or make the technological advances necessary to be competitive.

**A significant portion of our revenue currently comes from a limited number of distributors, and any decrease in revenue from these distributors could harm our business.**

A significant portion of our revenue comes from a limited number of distributors. Ingram Micro Inc., ScanSource, Inc., and BlueStar, Inc., together represented approximately 61% and 55%, respectively, of our worldwide revenues in the first quarter of 2014 and fiscal year 2013. We expect that a significant portion of our revenue will continue to depend on sales to a limited number of distributors. We do not have long-term commitments from our distributors to carry our products, and any of our distributors may from quarter to quarter comprise a significant concentration of our revenues. Any could choose to stop selling some or all of our products at any time, and each of these companies also carries our competitors' products. If we lose our relationship with Ingram Micro Corporation or ScanSource, Inc., or any of our other significant distributors, we would experience disruption and delays in marketing our products.

**We may not be able to collect revenues from customers who experience financial difficulties.**

Our accounts receivable are derived primarily from distributors and OEMs. We perform ongoing credit evaluations of our customers' financial conditions but generally require no collateral from our customers. Reserves are maintained for potential credit losses, and such losses have historically been within such reserves. However, many of our customers may be thinly capitalized and may be prone to failure in adverse market conditions. Although our collection history has been good, from time to time a customer may not pay us because of financial difficulty, bankruptcy or liquidation. Current global financial conditions may have an impact on our customers' ability to pay us in a timely manner, and consequently, we may experience increased difficulty in collecting our accounts receivable, and we may have to increase our reserves in anticipation of increased uncollectible accounts.

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**We could face increased competition in the future, which would adversely affect our financial performance.**

The market for mobile handheld computers in which we operate is very competitive. Our future financial performance is contingent on a number of unpredictable factors, including that:

- some of our competitors have greater financial, marketing, and technical resources than we do; we periodically face intense price competition, particularly when our competitors have excess inventories and discount their prices to clear their inventories; and
- certain manufacturers of tablets, mobile phones and handheld computers offer products with built-in functions, such as Bluetooth wireless technology, Wi-Fi, or barcode scanning, that compete with our products.

Increased competition could result in price reductions, fewer customer orders, reduced margins, and loss of market share. Our failure to compete successfully against current or future competitors could harm our business, operating results and financial condition.

**If we do not correctly anticipate demand for our products, our operating results will suffer.**

The demand for our products depends on many factors and is difficult to forecast. We expect that it will become more difficult to forecast demand given current economic conditions, as we introduce and support more products, and as competition in the markets for our products intensifies. If demand is lower than forecasted levels, could have excess production resulting in higher inventories of finished products and components, which could lead to write-downs or write-offs of some or all of the excess inventories, and reductions in our cash balances. Lower than forecasted demand could also result in excess manufacturing capacity at our third-party manufacturers and in our failure to meet minimum purchase commitments, each of which may lower our operating results.

If demand increases beyond forecasted levels, we would have to rapidly increase production at our third-party manufacturers. We depend on suppliers to provide additional volumes of components, and suppliers might not be able to increase production rapidly enough to meet unexpected demand. Even if we were able to procure enough components, our third-party manufacturers might not be able to produce enough of our devices to meet our customer demand. In addition, rapid increases in production levels to meet unanticipated demand could result in higher costs for manufacturing and supply of components and other expenses. These higher costs could lower our profit margins. Further, if production is increased rapidly, manufacturing yields could decline, which may also lower operating results.

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**We rely primarily on distributors, resellers, vertical industry partners, and OEMs to sell our products, and our sales would suffer if any of these third-parties stops selling our products effectively.**

Because we sell our products primarily through distributors, resellers, vertical industry partners, and OEMs, we are subject to risks associated with channel distribution, such as risks related to their inventory levels and support for our products. Our distribution channels may build up inventories in anticipation of growth in their sales. If such growth in their sales does not occur as anticipated, the inventory build up could contribute to higher levels of product returns. The lack of sales by any one significant participant in our distribution channels could result in excess inventories and adversely affect our operating results and working capital liquidity.

Our agreements with distributors, resellers, vertical industry partners, and OEMs are generally nonexclusive and may be terminated on short notice by them without cause. Our distributors, resellers, vertical industry partners, and OEMs are not within our control, are not obligated to purchase products from us, and may offer competitive lines of products simultaneously. Sales growth is contingent in part on our ability to enter into additional distribution relationships and expand our sales channels. We cannot predict whether we will be successful in establishing new distribution relationships, expanding our sales channels or maintaining our existing relationships. A failure to enter into new distribution relationships or to expand our sales channels could adversely impact our ability to grow our sales.

We allow our distribution channels to return a portion of their inventory to us for full credit against other purchases. In addition, in the event we reduce our prices, we credit our distributors for the difference between the purchase price of products remaining in their inventory and our reduced price for such products. Actual returns and price protection may adversely affect future operating results and working capital liquidity by reducing our accounts receivable and increasing our inventory balances, particularly since we seek to continually introduce new and enhanced products and are likely to face increasing price competition.

**We depend on alliances and other business relationships with a small number of third-parties, and a disruption in any one of these relationships would hinder our ability to develop and sell our products.**

We depend on strategic alliances and business relationships with leading participants in various segments of the communications and mobile handheld computer markets to help us develop and market our products. Our strategic partners may revoke their commitment to our products or services at any time in the future or may develop their own competitive products or services. Accordingly, our strategic relationships may not result in sustained business alliances, successful product or service offerings, or the generation of significant revenues. Failure of one or more of such alliances could result in delay or termination of product development projects, failure to win new customers, or loss of confidence by current or potential customers.





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We have devoted significant research and development resources to design products to work with a number of operating systems used in mobile devices including Windows Mobile, Windows CE, Windows 7/Vista/XP, Windows Embedded Handheld, Apple, Google's Android, RIM Blackberry, and to develop our own family of mobile handheld computers. Such design activities have diverted financial and personnel resources from other development projects. These design activities are not undertaken pursuant to any agreement under which Microsoft, Apple, Google or Research In Motion is obligated to collaborate or to support the products produced from such collaboration. Consequently, these organizations may terminate their collaborations with us for a variety of reasons, including our failure to meet agreed-upon standards or for reasons beyond our control, such as changing market conditions, increased competition, discontinued product lines, and product obsolescence.

**Our intellectual property and proprietary rights may be insufficient to protect our competitive position.**

Our business depends on our ability to protect our intellectual property. We rely primarily on patent, copyright, trademark, trade secret laws, and other restrictions on disclosure to protect our proprietary technologies. We cannot be sure that these measures will provide meaningful protection for our proprietary technologies and processes. We cannot be sure that any patent issued to us will be sufficient to protect our technology. The failure of any patents to provide protection to our technology would make it easier for our competitors to offer similar products. In connection with our participation in the development of various industry standards, we may be required to license certain of our patents to other parties, including our competitors, that develop products based upon the adopted standards.

We also generally enter into confidentiality agreements with our employees, distributors, and strategic partners, and generally control access to our documentation and other proprietary information. Despite these precautions, it may be possible for a third-party to copy or otherwise obtain and use our products, services, or technology without authorization, develop similar technology independently, or design around our patents.

Effective copyright, trademark, and trade secret protection may be unavailable or limited in certain foreign countries.

**We may become subject to claims of intellectual property rights infringement, which could result in substantial liability.**

In the course of operating our business, we may receive claims of intellectual property infringement or otherwise become aware of potentially relevant patents or other intellectual property rights held by other parties. Many of our competitors have large intellectual property portfolios, including patents that may cover technologies that are relevant to our business. In addition, many smaller companies, universities, and individuals have obtained or applied for patents in areas of technology that may relate to our business. The industry is moving towards aggressive assertion, licensing, and litigation of patents and other intellectual property rights.

If we are unable to obtain and maintain licenses on favorable terms for intellectual property rights required for the manufacture, sale, and use of our products, particularly those products which must comply with industry standard protocols and specifications to be commercially viable, our results of operations or financial condition could be adversely impacted.

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In addition to disputes relating to the validity or alleged infringement of other parties' rights, we may become involved in disputes relating to our assertion of our own intellectual property rights. Whether we are defending the assertion of intellectual property rights against us or asserting our intellectual property rights against others, intellectual property litigation can be complex, costly, protracted, and highly disruptive to business operations by diverting the attention and energies of management and key technical personnel. Plaintiffs in intellectual property cases often seek injunctive relief, and the measures of damages in intellectual property litigation are complex and often subjective or uncertain. Thus, any adverse determinations in this type of litigation could subject us to significant liabilities and costs.

**New industry standards may require us to redesign our products, which could substantially increase our operating expenses.**

Standards for the form and functionality of our products are established by standards committees. These independent committees establish standards, which evolve and change over time, for different categories of our products. We must continue to identify and ensure compliance with evolving industry standards so that our products are interoperable and we remain competitive. Unanticipated changes in industry standards could render our products incompatible with products developed by major hardware manufacturers and software developers. Should any major changes, even if anticipated, occur, we would be required to invest significant time and resources to redesign our products to ensure compliance with relevant standards. If our products are not in compliance with prevailing industry standards for a significant period of time, we would miss opportunities to sell our products for use with new hardware components from mobile computer manufacturers and OEMs, thus affecting our business.

**Undetected flaws and defects in our products may disrupt product sales and result in expensive and time-consuming remedial action.**

Our hardware and software products may contain undetected flaws, which may not be discovered until customers have used the products. From time to time, we may temporarily suspend or delay shipments or divert development resources from other projects to correct a particular product deficiency. Efforts to identify and correct errors and make design changes may be expensive and time consuming. Failure to discover product deficiencies in the future could delay product introductions or shipments, require us to recall previously shipped products to make design modifications, or cause unfavorable publicity, any of which could adversely affect our business and operating results.

**The loss of one or more of our senior personnel could harm our existing business.**

A number of our officers and senior managers have been employed for nineteen to twenty-one years by us, including our President, Chief Financial Officer, and Chief Technical Officer. Our future success will depend upon the continued service of key officers and senior managers. Competition for officers and senior managers is intense, and

there can be no assurance that we will be able to retain our existing senior personnel. The loss of one or more of our officers or key senior managers could adversely affect our ability to compete.

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**The expensing of options will continue to reduce our operating results and may continue to cause us to incur net losses such that we may find it necessary to change our business practices to attract and retain employees.**

Historically, we have used stock options as a key component of our employee compensation packages. We believe that stock options provide an incentive to our employees to maximize long-term stockholder value and, through the use of vesting, encourage valued employees to remain with us. The expensing of employee stock options adversely affects our net income and earnings per share, will continue to adversely affect future quarters, and will make profitability harder to achieve. In addition, we may decide in response to the effects of expensing stock options on our operating results to reduce the number of stock options granted to employees or to grant options to fewer employees. This could adversely affect our ability to retain existing employees and attract qualified candidates, and also could increase the cash compensation we would have to pay to them.

**If we are unable to attract and retain highly skilled sales and marketing and product development personnel, our ability to develop and market new products and product enhancements will be adversely affected.**

We believe our ability to achieve increased revenues and to develop successful new products and product enhancements will depend in part upon our ability to attract and retain highly skilled sales and marketing and product development personnel. Our products involve a number of new and evolving technologies, and we frequently need to apply these technologies to the unique requirements of mobile products. Our personnel must be familiar with both the technologies we support and the unique requirements of the products to which our products connect. Competition for such personnel is intense, and we may not be able to attract and retain such key personnel. In addition, our ability to hire and retain such key personnel will depend upon our ability to raise capital or achieve increased revenue levels to fund the costs associated with such key personnel. Failure to attract and retain such key personnel will adversely affect our ability to develop and market new products and product enhancements.

**Our operating results could be harmed by economic, political, regulatory and other risks associated with export sales.**

Export sales (sales to customers outside the United States) accounted for approximately 29% and 30% of our revenues in first quarter of 2014 and fiscal year 2013, respectively. Accordingly, our operating results are subject to the risks inherent in export sales, including:

- longer payment cycles;
- unexpected changes in regulatory requirements, import and export restrictions and tariffs;
- difficulties in managing foreign operations;
- the burdens of complying with a variety of foreign laws;
- greater difficulty or delay in accounts receivable collection;
- potentially adverse tax consequences; and

political and economic instability.

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Our export sales are primarily denominated in United States dollars and in Euros for our sales to European distributors. Accordingly, an increase in the value of the United States dollar relative to foreign currencies could make our products more expensive and therefore potentially less competitive in foreign markets. Declines in the value of the Euro relative to the United States dollar may result in foreign currency losses relating to collection of Euro denominated receivables if left unhedged. Furthermore, the recent economic instability of the Eurozone could have a material adverse affect on our business, including the ability of our distributors to sell our products and our ability the collect the related Euro receivables.

**Our operations are vulnerable to interruption by fire, earthquake, power loss, telecommunications failure, and other events beyond our control.**

Our corporate headquarters is located near an earthquake fault. The potential impact of a major earthquake on our facilities, infrastructure, and overall business is unknown. Additionally, we may experience electrical power blackouts or natural disasters that could interrupt our business. Should a disaster be widespread, such as a major earthquake, or result in the loss of key personnel, we may not be able to implement our disaster recovery plan in a timely manner. Any losses or damages incurred by us as a result of these events could have a material adverse effect on our business.

**Failure to maintain effective internal controls could have a material adverse effect on our business, operating results and stock price.**

We have evaluated and will continue to evaluate our internal control procedures in order to satisfy the requirements of Section 404 of the Sarbanes-Oxley Act, which requires an annual management assessment of the design and effectiveness of our internal control over financial reporting. If we fail to maintain the adequacy of our internal controls, as such standards are modified, supplemented or amended from time to time, we may not be able to ensure that we can conclude on an ongoing basis that we have effective internal control over financial reporting in accordance with Section 404 of the Sarbanes-Oxley Act. Moreover, effective internal controls, particularly those related to revenue recognition, are necessary for us to produce reliable financial reports and are important to helping prevent financial fraud. If we cannot provide reliable financial reports or prevent fraud, our business and operating results could be harmed, investors could lose confidence in our reported financial information, and the trading price of our stock could drop significantly.

**The sale of a substantial number of shares of our common stock could cause the market price of our common stock to decline.**



Sales of a substantial number of shares of our common stock in the public market could adversely affect the market price for our common stock. The market price of our common stock could also decline if one or more of our significant stockholders decided for any reason to sell substantial amounts of our common stock in the public market.

As of May 9, 2014, we had 4,914,563 shares of common stock outstanding. Substantially all of these shares are freely tradable in the public market, either without restriction or subject, in some cases, only to S-3 prospectus delivery requirements and, in other cases, only to manner of sale, volume, and notice requirements of Rule 144 under the Securities Act.

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As of May 9, 2014, we had 1,868,625 shares of common stock subject to outstanding options under our stock option plans, and 201,125 shares of common stock were available for future issuance under the plans. We have registered the shares of common stock subject to outstanding options and reserved for issuance under our stock option plans. Accordingly, the shares of common stock underlying vested options will be eligible for resale in the public market as soon as the options are exercised.

As of May 9, 2014, we had 57,776 shares of common stock subject to outstanding warrants issued in our 2009 private placement. We have registered the resale of all shares of common stock subject to the warrants. Accordingly, the shares of common stock underlying these warrants will be eligible for resale in the public market as soon as the warrants are exercised, subject to S-3 prospectus delivery requirements.

As of May 9, 2014, we had 976,000 shares of common stock subject to outstanding warrants issued in connection with the convertible note financing in November 2010. We have registered the resale of all shares of common stock subject to the note conversion and warrants. Accordingly, the shares of common stock underlying the note and warrants will be eligible for resale in the public market as soon as the note is converted and the warrants are eligible and exercised, subject to S-3 prospectus delivery requirements.

As of May 9, 2014, we had \$777,625 in subordinated convertible notes payable. Up to 991,914 shares of common stock could be issued for conversion of the notes plus all accrued interest thru the maturity dates of August 1, 2014 and September 4, 2017.

**Volatility in the trading price of our Common Stock could negatively impact the price of our Common Stock.**

During the period from January 1, 2013 through May 9, 2014, our common stock price fluctuated between a high of \$2.20 and a low of \$0.70. On July 30, 2012, our common stock was delisted from the Nasdaq market and began trading on the Over-the-Counter Marketplace. We have experienced low trading volumes in our stock, and thus relatively small purchases and sales can have a significant effect on our stock price. The trading price of our common stock could be subject to wide fluctuations in response to many factors, some of which are beyond our control, including general economic conditions and the outlook of securities analysts and investors on our industry. In addition, the stock markets in general, and the markets for high technology stocks in particular, have experienced high volatility that has often been unrelated to the operating performance of particular companies. These broad market fluctuations may adversely affect the trading price of our common stock.

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**Item 6. Exhibits**

Exhibits

31.1 Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

31.2 Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

32.1 Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

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**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.

SOCKET MOBILE, INC.

Registrant

Date: May 14, 2014 /s/ Kevin J. Mills  
Kevin J. Mills  
President and Chief Executive Officer  
(Duly Authorized Officer and Principal Executive Officer)

Date: May 14,  
2014 /s/ David W. Dunlap  
David W. Dunlap  
Vice President of Finance and Administration and Chief Financial Officer (Duly Authorized Officer  
and Principal Financial and Accounting Officer)



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**Index to Exhibits**

Exhibit  
Number Description

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