NORTHSTAR STUDIO • Q3 2026

Quarterly Business Report

A concise review of growth, customer momentum, and the next quarter's priorities.

$1.28M	4,820	94%
Revenue	Customers	Retention
+18% quarter over quarter	+640 new teams	Best result to date

Executive summary

Northstar delivered a strong quarter led by subscription growth and improved customer retention. Mobile usage increased across every region, while faster onboarding reduced time-to-value for new teams.

Highlights

01	**Product**	Released offline access, smart search, and collaborative review tools.
02	**Customers**	Expanded adoption in education, design, and professional services.
03	**Operations**	Reduced median support response time from 3.2 hours to 1.4 hours.

Performance overview

A balanced mix of expansion revenue and new customer growth moved every core indicator forward.

Metric	Q2	Q3	Change
Subscription revenue	$860K	$1.04M	+21%
Active teams	4,180	4,820	+15%
Avg. seats / team	8.6	9.1	+6%
Support satisfaction	91%	96%	+5 pts

Next-quarter priorities

1. Improve document discovery with smarter filters and saved searches.
2. Expand multilingual onboarding and accessibility coverage.
3. Launch a lightweight partner program for regional teams.