

PROFESSIONAL SERVICES' GROWTH



Revenue Growth vs. National

9.4%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.4%

Past 12 Months National

7.1%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Employment Growth

5.9%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.3%

Past 12 Months National

4.5%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.2%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

60%

Business Growth

49%

Staff/ Employees

23%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

42%

Staff/Employees

41%

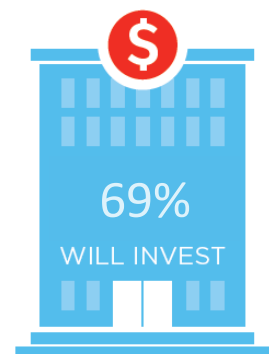
Business Growth

15%

Costs

Preparing for growth through capital investment

Middle market companies in Professional Services are sending a strong message that they are poised to invest.



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET PROFESSIONAL SERVICES' MIGHTY MIDDLE MARKET

Professional Services' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$414B

IN ANNUAL REVENUE



MORE THAN

10,600

BUSINESSES



REPRESENTS

0.4%

OF ALL PROF SVCS
COMPANIES



GENERATES

27.1%

OF ALL PROF SVCS
BUSINESS REVENUE



EMPLOYS

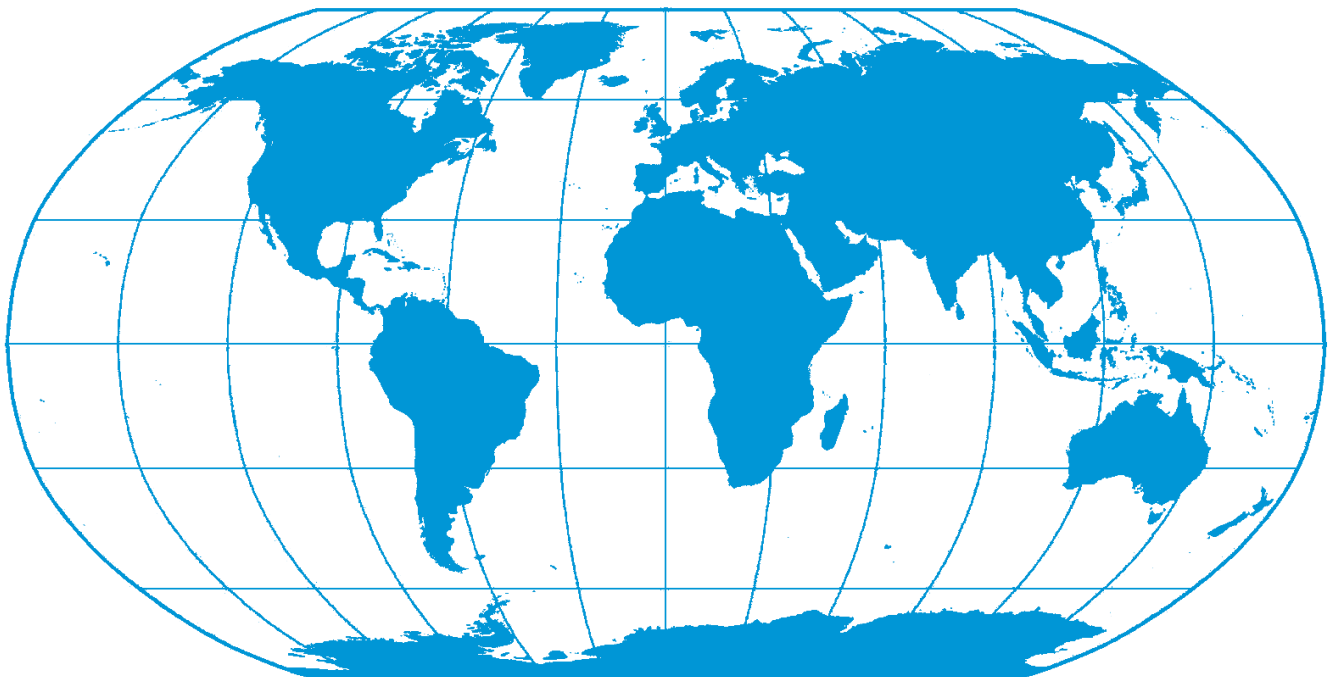
22.6%

OF THE PROF SVCS
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



83.1% United States 5.8% Canada/Mexico 5.5% Europe 3.5% Asia
0.8% Latin America 0.7% Middle East 0.6% Africa 0.1% Other