

PROFESSIONAL SERVICES' GROWTH



Revenue Growth vs. National

7.7%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.6%

Past 12 Months National

5.1%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.1%

Next 12 Months National

Employment Growth

4.5%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.9%

Past 12 Months National

4.3%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

2.7%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

46%

Business Growth

45%

Staff/ Employees

20%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

43%

Staff/Employees

41%

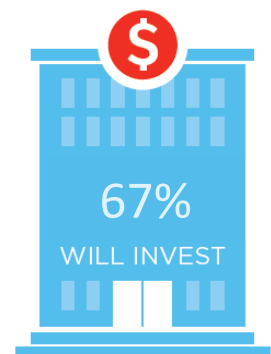
Business Growth

19%

Finances

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

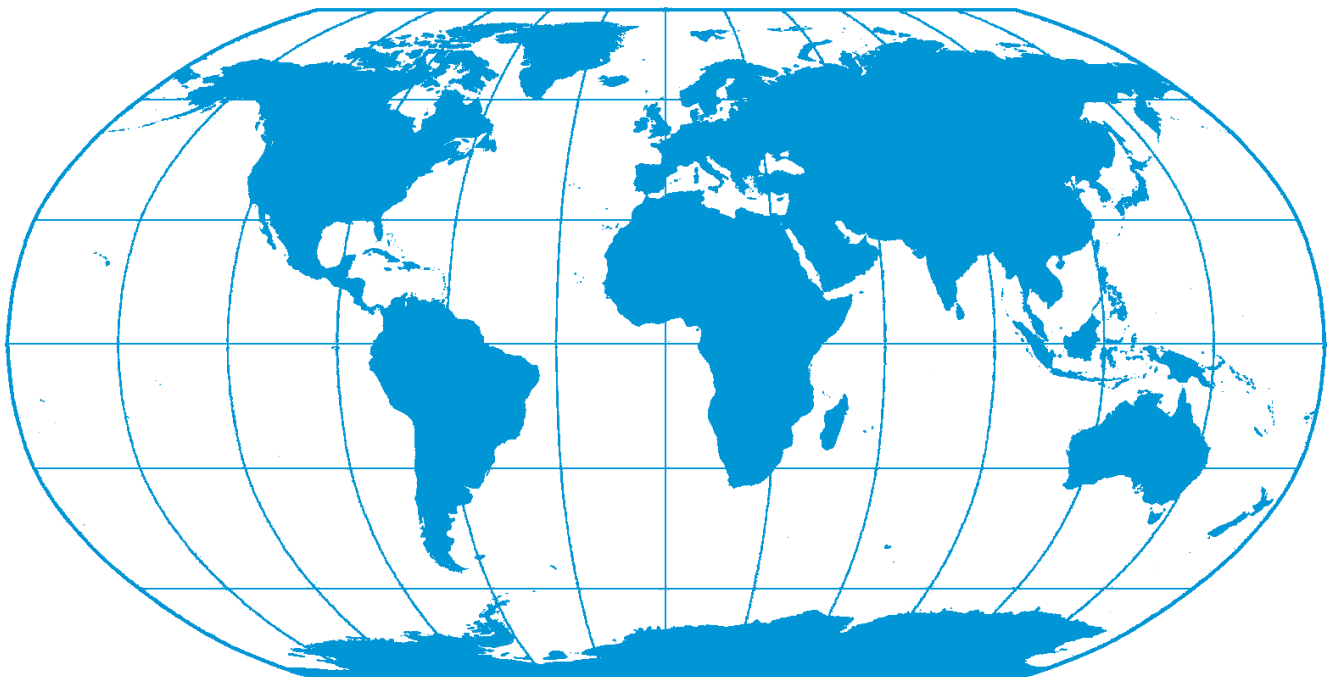
22.6%

OF THE PROF SVCS
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



82.3% United States 5.5% Canada/Mexico 5.4% Europe 3.7% Asia
0.9% Latin America 0.8% Middle East 0.2% Africa 0.4% Other