

## PROFESSIONAL SERVICES' GROWTH



### Revenue Growth vs. National

**10.1%**

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**7.2%**

Past 12 Months National

**5.4%**

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**4.1%**

Next 12 Months National

### Employment Growth

**5.4%**

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**4.1%**

Past 12 Months National

**3.5%**

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**3.2%**

Next 12 Months National

### Top 3 Internal Challenges (Next 3 Mo.):

64%

Business Growth

53%

Staff/ Employees

20%

Finances

### Top 3 Internal Challenges (Next 12 Mo.):

38%

Staff/Employees

17%

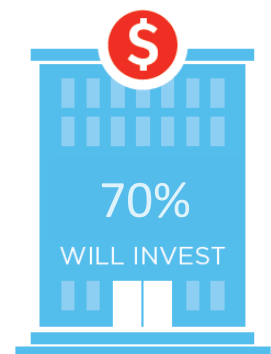
Business Growth

13%

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](http://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

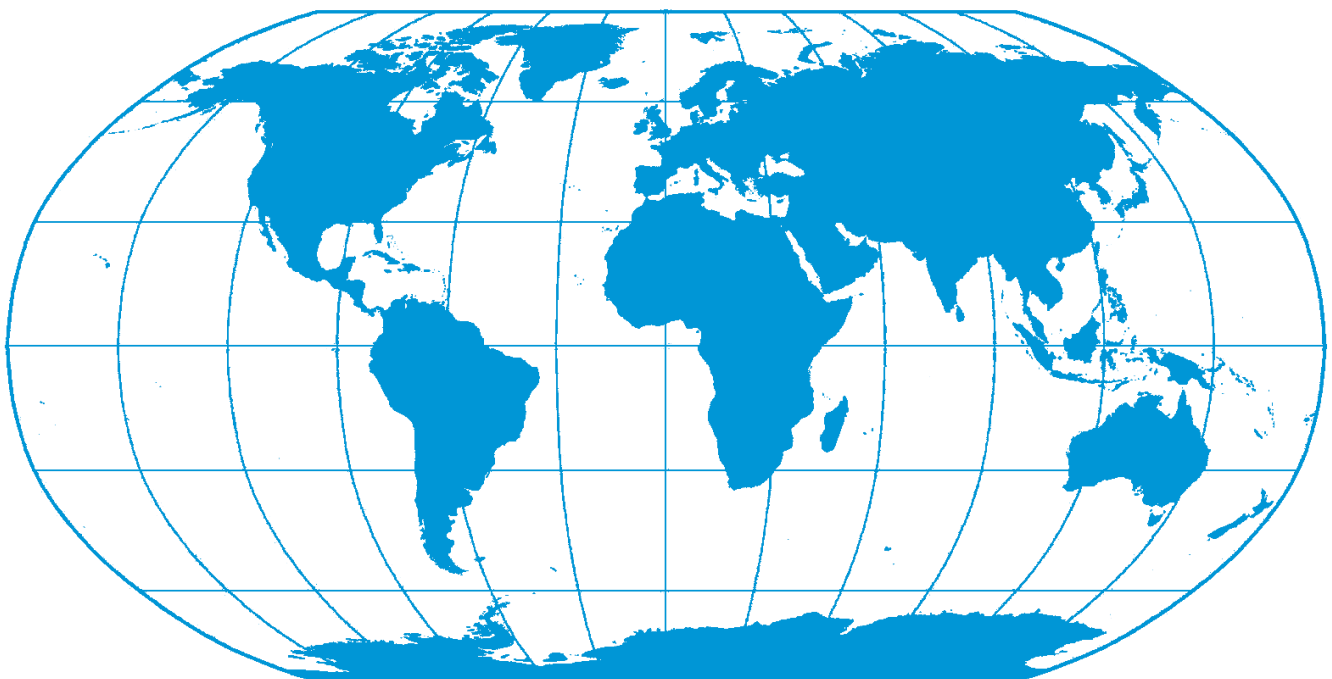
**22.6%**

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