

# **BUSINESS SERVICES**

### MIDDLE MARKET INDICATOR

1Q 2018



IN COLLABORATION WITH









### Business Services' Revenue Growth vs. National

BUSINESS SERVICES'
MIDDLE MARKET

PAST 12 MO.

8.2%

.4% Past 12 Months National BUSINESS SERVICES'
MIDDLE MARKET

NEXT 12 MO.

7.3%

5.9% Next 12 Months National

### Business Services' Employment Growth vs. National

BUSINESS SERVICES'
MIDDLE MARKET

PAST 12 MO.

5.4%

BUSINESS SERVICES'
MIDDLE MARKET

NEXT 12 MO.

3.8%

6.3% Past 12 Months National 4.6% Next 12 Months National



#### Business Services' Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES O/



**BUSINESS GROWTH** 

42%



**FINANCIAL** 

27%

## Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN BUSINESS SERVICES ARE POISED TO INVEST.



#### **VS. NEXT 12 MONTHS**

STAFF/EMPLOYEES

62%

**BUSINESS GROWTH** 

28%

COSTS

17%

#### **Business Services' Middle Market Defined**

ANNUAL REVENUE \$10 MM-\$1B



**REPRESENTS** 

OF ALL BUSINESS SERVICES COMPANIES

Source: 2014 D&B Data

MORE THAN 10,600 **BUSINESSES** 



**EMPLOYS** 

OF THE BUSINESS SERVICES WORKFORCE

**GENERATING** IN ANNUAL REVENUE



**GENERATES** 

OF ALL BUSINESS SERVICES **BUSINESS REVENUE** 

#### Business Services' Percentage of Revenues Around the World



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