

# **BUSINESS SERVICES**

## MIDDLE MARKET INDICATOR

4Q 2019



IN COLLABORATION WITH





#### **Business Services' Revenue Growth** vs. National

**BUSINESS SERVICES' MIDDLE MARKET** 

PAST 12 MO.

Past 12 Months 7.5% National

**BUSINESS SERVICES' MIDDLE MARKET** 

NEXT 12 MO.

Next 12 Months National

\$ \$ \$ \$ \$

#### Business Services' Employment Growth vs. National

**BUSINESS SERVICES' MIDDLE MARKET** 

PAST 12 MO.

Past 12 Months National

**BUSINESS SERVICES' MIDDLE MARKET** 

NEXT 12 MO.

Next 12 Months National

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



**TALENT MANAGEMENT** 



**BUSINESS GROWTH** 



**FINANCIAL** 

### **Preparing for Growth Through Capital Investment**

**WILLINGNESS** TO INVEST HAS **INCREASED AMONG** MIDDLE MARKET **BUSINESS SERVICES COMPANIES COMPARED TO** LAST QUARTER'S REPORTED 67%.



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

**TALENT MANAGEMENT** 

54%

**BUSINESS GROWTH** 

23%

COSTS

16%

#### Business Services' Middle Market Defined

\$10 MM-\$1B

**REPRESENTS** 

0.4%

OF ALL BUSINESS
SERVICES COMPANIES

Source: 2014 D&B Data

MORE THAN
10,600
BUSINESSES



**EMPLOYS** 

22.6%

OF THE BUSINESS SERVICES WORKFORCE \$414B
IN ANNUAL REVENUE

GENERATES

7.10/

OF ALL BUSINESS SERVICES
BUSINESS REVENUE

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



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