



NATIONAL CENTER FOR
THE MIDDLE MARKET

PROFESSIONAL SERVICES

MIDDLE MARKET INDICATOR

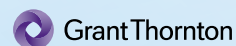


2Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Professional Services' Revenue Growth vs. National

9.9%

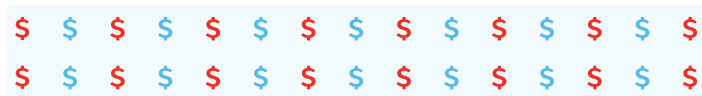
PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.7% Past 12 Months National

6.4%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3% Next 12 Months National



Professional Services' Employment Growth vs. National

7.8%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.7% Past 12 Months National

6.7%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7% Next 12 Months National



Professional Services' Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

62%



BUSINESS GROWTH

34%



FINANCES

25%

VS. NEXT 12 MONTHS

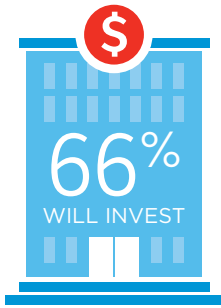
STAFF/EMPLOYEES
45%

BUSINESS GROWTH
19%

FINANCES
14%

Preparing for Growth Through Capital Investment

MORE THAN HALF OF MIDDLE MARKET COMPANIES IN PROFESSIONAL SERVICES ARE POISED TO INVEST.



Professional Services' Middle Market Defined



Source: 2014 D&B Data

Professional Services' Percentage of Revenues Around the World

