

# **BUSINESS SERVICES**

### MIDDLE MARKET INDICATOR

4Q 2018



IN COLLABORATION WITH









### Business Services' Revenue Growth vs. National

BUSINESS SERVICES'
MIDDLE MARKET

PAST 12 MO.

7.8%

7.9% Past 12 Months National BUSINESS SERVICES'
MIDDLE MARKET

NEXT 12 MO.

6.5%

5.9% Next 12 Months National Business Services' Employment Growth vs. National

BUSINESS SERVICES'
MIDDLE MARKET

PAST 12 MO.

6.3%

5.4% Past 12 Months National BUSINESS SERVICES'
MIDDLE MARKET

NEXT 12 MO.

4.6%

3.8% Next 12 Months National



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



TOO



35%



29%

## Preparing for Growth Through Capital Investment

INVESTMENT
APPETITES
REMAIN STRONG
IN BUSINESS
SERVICES, BUT
HAVE DIPPED SINCE
LAST QUARTER'S
REPORTED 78%.



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

STAFF/EMPLOYEES

60%

**BUSINESS GROWTH** 

26%

COSTS

23%

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

\$10 MM-\$1B

REPRESENTS

0.4%

OF ALL BUSINESS

SERVICES COMPANIES

MORE THAN
10,600
BUSINESSES



**EMPLOYS** 

22.6%

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

GENERATES

27.1%

OF ALL BUSINESS SERVICES

**BUSINESS REVENUE** 

Source: 2014 D&B Data

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



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