



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# PROFESSIONAL SERVICES

MIDDLE MARKET INDICATOR

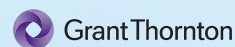


2Q | 2017

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%

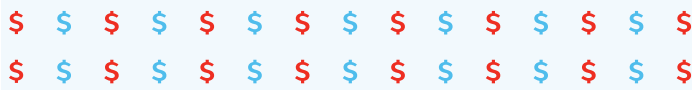
Past 12 Months National

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

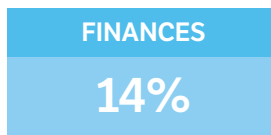
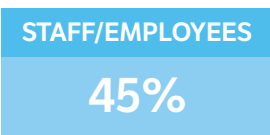
34%



FINANCES

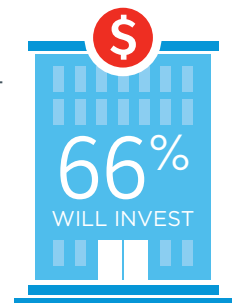
25%

VS. NEXT 12 MONTHS



### 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



## Professional Services' Percentage of Revenues Around the World

