



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# BUSINESS SERVICES

MIDDLE MARKET INDICATOR

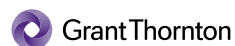
## 3Q | 2018



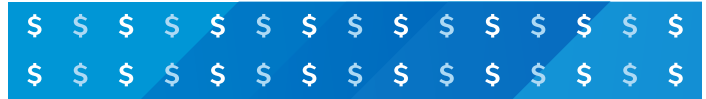
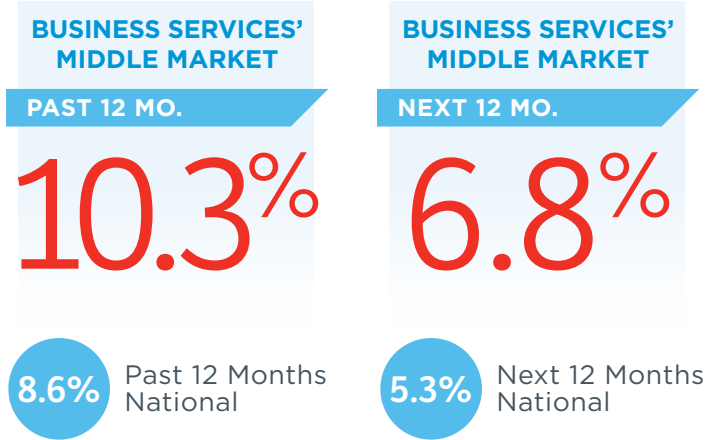
IN COLLABORATION WITH



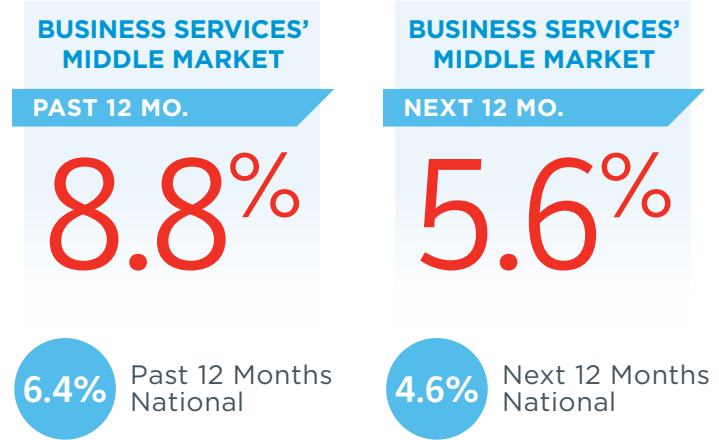
THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



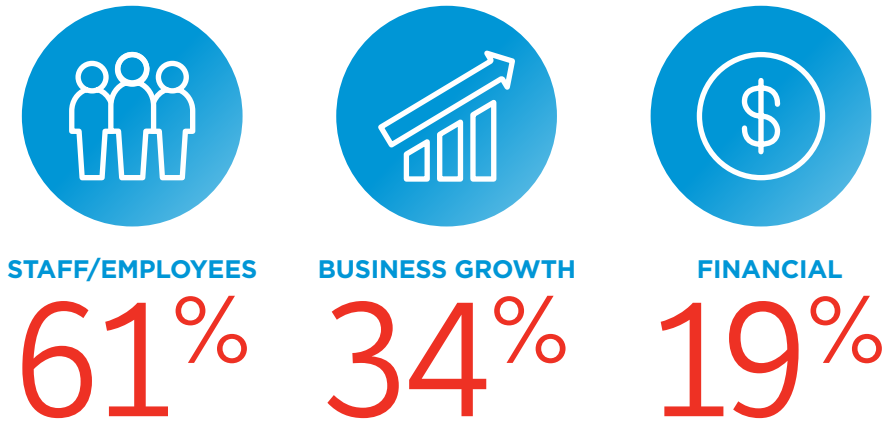
### Business Services' Revenue Growth vs. National



### Business Services' Employment Growth vs. National

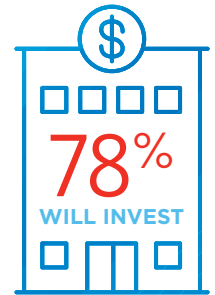


### Business Services' Top Internal Challenges Over The Next 3 Months



### Preparing for Growth Through Capital Investment

WILLINGNESS TO INVEST CONTINUES TO GROW AMONG BUSINESS SERVICE COMPANIES AFTER LAST QUARTER'S REPORTED 76%.



#### VS. NEXT 12 MONTHS



## Business Services' Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1 B**



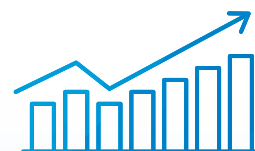
REPRESENTS  
**0.4%**  
OF ALL BUSINESS SERVICES COMPANIES

MORE THAN  
**10,600**  
BUSINESSES



EMPLOYS  
**22.6%**  
OF THE BUSINESS SERVICES WORKFORCE

GENERATING  
**\$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

