

# **BUSINESS SERVICES**

### MIDDLE MARKET INDICATOR

3Q 2018



IN COLLABORATION WITH









### Business Services' Revenue Growth vs. National

BUSINESS SERVICES'
MIDDLE MARKET

PAST 12 MO.

10.3%

8.6% Past 12 Months National BUSINESS SERVICES'
MIDDLE MARKET

NEXT 12 MO.

6.8%

5.3% Next 12 Months National Business Services' Employment Growth vs. National

BUSINESS SERVICES'
MIDDLE MARKET

PAST 12 MO.

8.8%

MIDDLE MARKET
NEXT 12 MO.

**BUSINESS SERVICES'** 

5.6%

6.4% Past 12 Months National 4.6% Next 12 Months National





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



STAFF/EMPLOYEES

61%



**BUSINESS GROWTH** 

34%



**FINANCIAL** 

19%

## 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**

STAFF/EMPLOYEES

53%

**BUSINESS GROWTH** 

25%

COSTS

20%

#### **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** 

27.1%

OF ALL BUSINESS SERVICES
BUSINESS REVENUE

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



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