

BUSINESS SERVICES

MIDDLE MARKET INDICATOR

3Q 2019



IN COLLABORATION WITH





Business Services' Revenue Growth vs. National

BUSINESS SERVICES' MIDDLE MARKET

PAST 12 MO.

Past 12 Months 5.8% National

BUSINESS SERVICES' MIDDLE MARKET

NEXT 12 MO.

Next 12 Months National

\$ \$ \$ \$ \$

Business Services' Employment Growth vs. National

BUSINESS SERVICES' MIDDLE MARKET

PAST 12 MO.

Past 12 Months National

BUSINESS SERVICES' MIDDLE MARKET

NEXT 12 MO.

Next 12 Months National



Business Services' Top Internal Challenges Over The Next 3 Months



TALENT MANAGEMENT



BUSINESS GROWTH



FINANCIAL

Preparing for Growth Through Capital Investment

MIDDLE MARKET **HEALTHCARE COMPANIES REMAIN** WILLING TO INVEST AN EXTRA DOLLAR.



VS. NEXT 12 MONTHS

TALENT MANAGEMENT

46%

BUSINESS GROWTH

24%

COSTS

13%

Business Services' Middle Market Defined

\$10 MM-\$1B

REPRESENTS

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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