



U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU

FORM

IN-51106 (11-16-2011)

2012 ECONOMIC CENSUS

Software Publishing

OMB No. 0607-0934: Approval Expires 12/31/2013

DUE DATE
FEBRUARY 12, 2013

(Please correct any errors in this mailing address.)

Need help or have questions?

- **Read** the accompanying information sheet(s) before answering the questions.
- **Visit** econhelp.census.gov
- **Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

IN-51106

**INFORMATION COPY
DO NOT USE TO REPORT**

Report Online - It's fast and secure!
Go to: econhelp.census.gov

- **OR** -

Mail your completed form to:

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ballpoint pen.
- Do not use pencil or felt-tip pen.
- Do not put slashes through 0 or 7.
- Please center numbers in their respective boxes.
- Place an "X" inside the box.

Examples:

0 1 2 3 4 5 6 7 8 9

The reporting unit for this form is an establishment. An **establishment** is generally a single physical location where business is conducted or where services or industrial operations are performed. For further clarification, see information sheet(s).

1 EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown to the left of the mailing address the same as the one used for this establishment on its latest 2012 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021 Yes - Go to **2** 0022 No - Enter current EIN (9 digits) → 0025

--	--	--	--	--	--	--	--	--	--	--	--

2 PHYSICAL LOCATION

A. Is this establishment's physical location the same as shown in the mailing address? (P.O. Box and rural route addresses are not physical locations.)

0031 Yes - Go to line B

0032 No - Enter physical location →

0035 Number and street										
0036 City, town, village, etc.						0037 State		0038 ZIP Code		

CONTINUE WITH **2** ON PAGE 2

51106011



2 PHYSICAL LOCATION - Continued

B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.? (Mark "X" only ONE box.)

- 0041 Yes 0042 No 0043 No legal boundaries 0044 Do not know

C. In what type of municipality is this establishment physically located? (Mark "X" only ONE box.)

- 0046 City, village, or borough 0047 Town or township 0048 Other 0024 Do not know

3 OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2012? (Mark "X" only ONE box.)

0011 In operation

0013 Temporarily or seasonally inactive

0014 Ceased operation - *Give date at right* →

Month	Day	Year

0015 Sold or leased to another corporation - *Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below* →

Month	Day	Year

 0018



0060 Name of new owner or operator 0061 EIN (9 digits)

	<table border="1" style="border-collapse: collapse;"> <tr><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;">-</td><td style="width: 20px;"> </td><td style="width: 20px;"> </td></tr> </table>			-						
		-								

0062 Mailing address (Number and street, P.O. Box, etc.)

0063 City, town, village, etc. 0064 State 0065 ZIP Code

		<table border="1" style="border-collapse: collapse;"> <tr><td style="width: 20px;"> </td><td style="width: 20px;">-</td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td></tr> </table>							-			
						-						

0016 Other - *Specify* → 0815

4 MONTHS IN OPERATION

Mark "X" if None 2012 Number

Number of months in operation during 2012 (If none, mark "X" and go to 30.) 0002

--	--

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be **rounded to thousands** of dollars.

If a figure is **\$2,035,628.79:** **Report** →

If a value is "0" (or less than \$500.00): **Report** →

Mark "X" if None

2012		
\$ Bil.	Mil.	Thou.
	2	036
EXAMPLE		

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None 2012

Operating receipts 0100

2012		
\$ Bil.	Mil.	Thou.

6 Not Applicable.

51106029



If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

7 EMPLOYMENT AND PAYROLL

Include:

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN) shown to the left of the mailing address or corrected in **7**.

Exclude:

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.

For further clarification, see information sheet(s).

Mark "X" if None

2012
Number

A. Number of employees for pay period including March 12, 2012 0030

--	--	--	--	--	--	--	--	--	--

B. Payroll before deductions (Exclude employer's cost for fringe benefits.) Mark "X" if None

Mark "X" if None

2012

	\$ Bil.	Mil.	Thou.
1. Annual payroll 0300 <input type="checkbox"/>			
2. First quarter payroll (January-March 2012) 0310 <input type="checkbox"/>			

INFORMATION COPY
DO NOT USE TO REPORT

8 Not Applicable.

9 VALUE OF INVENTORIES

A. Did this establishment own inventories, regardless of where held, at the end of 2012 and/or 2011?

0486 Yes - Go to line B

0487 No - Go to **19**

B. Report inventories owned by this establishment as of December 31 before Last-in, First-out (LIFO) adjustment (if any).

Mark "X" if None

End of 2012

Mark "X" if None

End of 2011

		\$ Bil.	Mil.	Thou.		\$ Bil.	Mil.	Thou.
1. Finished goods 0461 <input type="checkbox"/>					0471 <input type="checkbox"/>			
2. Work-in-process 0463 <input type="checkbox"/>					0473 <input type="checkbox"/>			
3. Materials, supplies, fuels, etc. 0462 <input type="checkbox"/>					0472 <input type="checkbox"/>			
4. Total inventories (Add lines B1 through B3.) 0460 <input type="checkbox"/>					0470 <input type="checkbox"/>			
5. LIFO reserve (if any) 0466 <input type="checkbox"/>					0476 <input type="checkbox"/>			
6. Total inventories after LIFO adjustment (Line B4 minus line B5.) 0468 <input type="checkbox"/>					0469 <input type="checkbox"/>			

51106037



10 INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in **9**, line B4 for 2012 is subject to the following valuation methods:

Mark "X" if None

			2012		
	\$ Bil.	Mil.		Mil.	Thou.
A. LIFO valuation method before adjustment 0244	<input type="checkbox"/>				
B. First-in, First-out (FIFO) 0491	<input type="checkbox"/>				
C. Average cost 0492	<input type="checkbox"/>				
D. Standard cost 0493	<input type="checkbox"/>				
E. Other valuation method - <i>Specify method</i> ↴ 0895 <input type="checkbox"/>	<input type="checkbox"/>				
F. TOTAL (<i>Sum of lines A through E should equal 9, line B4.</i>) 0490	<input type="checkbox"/>				

INFORMATION COPY
DO NOT USE TO REPORT

11-18 Not Applicable.

19 KIND OF BUSINESS OR ACTIVITY

Which **ONE** of the following best describes this establishment's principal kind of business or activity in 2012? If none of the provided selections seem appropriate, provide a specific description of the primary business activity. **Mark "X" only ONE box.**

Software publishing

- 0700 511 210 00 6 Software publisher, including developing and publishing or publishing only, packaged software
- 511 210 00 2 Sales office of software publishers
- 777 511 06 1 Other software publisher's office - *Describe* ↴

0701

Other publishing

- 777 511 06 2 Publisher, including directory, map, book, etc. (*Exclude publishing exclusively on the Internet.*) - *Describe type of content* ↴

0701

- 519 130 10 1 Internet publisher, publishing exclusively on the Internet (*Include newspapers, books, periodicals, greeting cards, databases, directories, maps, etc.*)

Other kind of business or activity

- 541 511 00 1 **Custom** computer programming services (*Writing, modifying, testing, and supporting software to meet the needs of a particular customer, including web design and network software.*)
- 541 511 00 3 Software developer or designer, on a contract basis
- 541 512 10 2 Computer systems integrator
- 518 210 00 6 Application service provider (ASP) - providing computer applications to businesses and individuals on a pay-per-use or periodic fee basis over the Internet

CONTINUE WITH **19** ON PAGE 5

CONTINUE ON PAGE 5

51106045



If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

19 KIND OF BUSINESS OR ACTIVITY - Continued

Other kind of business or activity - Continued

- 0700 518 210 00 5 Business process management services - providing hardware and software to support, host, and manage a business process for clients, including human resources management, supply chain management, etc.
- 518 210 00 4 Data processing service bureau - providing data entry, image processing, database management, record conversion, and other computer processing services from central processing centers
- 423 430 20 2 Computer software wholesaler - buying and reselling packaged computer software
- 773 000 00 2 Other kind of business or activity - Describe type of business or activity ↴

0701

INFORMATION COPY
DO NOT USE TO REPORT

20 and 21 Not Applicable.

HOW TO REPORT PERCENTS



Percent should be rounded to whole percents.

If figure is **38.76%** of total sales: **Report** →

2012			
Report thousands of dollars OR whole percents. Estimates are acceptable.			
\$ Bil.	Mil.	Thou.	Percent
			39

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

(Report receipts by source either as a dollar figure or as a whole percent of total receipts (reported in 5). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above. Do not combine data for two or more receipts lines.)

- Line 1** - Report receipts from publishing low-level software required to manage computer resources and support the production or execution of application programs, but is not specific to any particular application.
- Line 2** - Report receipts from publishing software programs that perform a specific function directly for the end user.
- Line 2a** - Report receipts from publishing software used for general business purposes to improve productivity, or in the home for entertainment, reference or educational purposes. Include office suite applications; graphics applications; project management software, computer-based training software, games, reference, etc.
- Line 2c** - Report receipts from publishing software for professional accounting, human resource management, customer relations management, geographic information systems, web page/site design, etc.
- Line 2d** - Report receipts from publishing software that performs a wide range of business functions for a specific industry, such as manufacturing, retail, healthcare, engineering, restaurants, etc.
- Line 2e** - Report receipts from publishing a computer program that performs a very specific task. Examples include compression programs, anti-virus programs, search engines, font, file viewers, and voice recognition software.
- Line 3** - Report receipts from the development, analysis, design, and programming of software tailored to customer specifications. Include website design and development, database design and development, and customization and integration of packaged software. Exclude data storage, website hosting, and data management. Report application service provisioning on **line 6**, and business process management services on **line 7**.
- Line 4** - Report receipts from providing advice on technical matters related to the use of information technology. Include advice on hardware and software requirements and procurement, systems integration, and systems security. Exclude advice on issues related to business strategy and service contracts where advice is bundled with the design and development of an IT solution.
- Line 6** - Report receipts from providing software applications on a leased, fee, or subscription basis from a centralized, hosted, and managed computing environment.
- Line 7** - Report receipts from providing a bundled service package that combines information technology-intensive services with labor (manual or professional), machinery, and facilities to support, host, and manage a business process for a customer.
- Line 8** - Report receipts from providing customer support in using or troubleshooting the software, including upgrade services and the provision of patches and updates.
- Line 9** - Report receipts from granting permission to reproduce and distribute computer software, protected by copyright owned or controlled by this establishment. Include the right to reproduce and distribute for an agreed period of time, manner, and place, such as in another format, medium, language, or territory. Exclude outright sale of rights in perpetuity.

CONTINUE WITH **22** ON PAGE 6

CONTINUE ON PAGE 6

51106052



22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
1. System software publishing				
a. Operating systems software publishing 34881				
b. Network software publishing 34882				
c. Database management software publishing 34883				
d. Development tools and programming languages software publishing 34884				
e. Other system software publishing - Describe type ↴				
<input type="text" value=""/> 34885				
f. Add lines 1a through 1e 34880				
2. Application software publishing				
a. General business productivity and home use applications publishing 34891				
b. Game software publishing 34892				
c. Cross-industry application software publishing 34893				
d. Vertical market application software publishing 34894				
e. Utilities software publishing 34895				
f. Other application software publishing - Describe type ↴				
<input type="text" value=""/> 34896				
g. Add lines 2a through 2f 34890				
3. Custom computer application design and development services 37410				
4. Information technology (IT) technical consulting services . . . 34910				
5. Information technology (IT) related training services 37610				
6. Application service provisioning 34930				

INFORMATION COPY
DO NOT USE TO REPORT

51106060



If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
7. Business process management services 34940				
8. Software related technical support services 37521				
9. Licensing of rights to reproduce and distribute computer software 35620				
10. Resale of merchandise				
a. Computer hardware and software 33607				
b. Other merchandise, excluding computer hardware and software 39618				
11. All other receipts - Describe if more than 10 percent of total receipts ∇				
<div style="border: 1px solid black; height: 20px; width: 100%;"></div> 39706				
12. TOTAL RECEIPTS - Sum of lines should equal 5 if reporting in dollars 39850				100

INFORMATION COPY
DO NOT USE TO REPORT

23 and 24 Not Applicable.

25 EXPORTS OF GOODS AND SERVICES

NOTE - An export is a tangible or intangible product (e.g., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located **outside** the United States (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Include products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (e.g., foreign parent firms, subsidiaries, branches). Exclude products provided to domestic subsidiaries of foreign firms.

A. Did the receipts or revenue (reported in 5) include any amounts for exported goods or services?

0911 Yes - Go to line B

0912 No - Go to 30

B. Amount of receipts or revenue for exported goods or services 0914

2012		
\$ Bil.	Mil.	Thou.

26-29 Not Applicable.

51106078



REMARKS (Please use this space for any explanations that may be essential in understanding your reported data.)

**INFORMATION COPY
DO NOT USE TO REPORT**

30 CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

Yes

No - Enter time period covered →

FROM	Month	Year	TO	Month	Year
	<input type="text"/>	<input type="text"/>		<input type="text"/>	<input type="text"/>

Name of person to contact regarding this report

Title

Telephone

Area code	Number	Extension
<input type="text"/>	<input type="text"/>	<input type="text"/>

Fax

Area code	Number
<input type="text"/>	<input type="text"/>

E-mail address

Date completed

Month	Day	Year
<input type="text"/>	<input type="text"/>	<input type="text"/>

**Thank you for completing your 2012 ECONOMIC CENSUS form.
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

51106086

