2005 Annual Services Report
Service Annual Survey

Management Consulting Services

FORM
SA-54161E

REPORT DUE

Any questions call 1–800–772–7851
M–F, 8:30 a.m. to 5:00 p.m. EST.

YOUR RESPONSE IS REQUIRED BY LAW
Title 13, U.S. Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau.

YOUR RESPONSE IS CONFIDENTIAL BY LAW
Title 13, U.S. Code, requires that your response may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

YOUR RESPONSE IS IMPORTANT
The services industries account for nearly 70 percent of all economic activity. We conduct this survey to obtain timely, comprehensive and consistent measures needed by policy-makers, businesses, and the public to accurately assess domestic economic performance.

Please correct any error in the name, address, or ZIP Code.
### Annual Services Report

- This report should be completed and returned on or before the due date in the preaddressed envelope provided.
- If filing within the required time frame will cause an undue burden and you would like an extension, or if you have any questions, please write to:

  U.S. CENSUS BUREAU  
  1201 East 10th Street  
  Jeffersonville, IN 47132-0001

or call a Census Bureau Representative at 1–800–772–7851, weekdays from 8:30 a.m. to 5:00 p.m., eastern standard time.

1. **Report Coverage**

   This report covers all domestic locations that report payroll for the Federal Employer Identification Number (EIN) shown in the address label primarily engaged in providing operating advice and assistance to businesses and other organizations on administrative management issues, such as financial planning and budgeting, equity and asset management, records management, office planning, strategic and organizational planning, site selection, new business startup, and business process improvement. This industry also includes establishments of general management consultants that provide a full range of administrative; human resource; marketing; process, physical distribution, and logistics; or other management consulting services to clients.

   **Does the above coverage describe this firm’s business activity?**

   | 0001 | Yes – Go to  | 0004 | Enter the current EIN. . . |
   | 0002 | No – Specify the firm’s business activity and complete the report where applicable beginning with 2. |

2. **Federal Employer Identification Number (EIN)**

   Is the Federal Employer Identification Number (EIN) shown in the address label the same as was reported on the firm’s latest Employer’s Quarterly Federal Tax Return (IRS Form 941)?

   | 0003 | Yes – Go to  | 0006 | 2005 and 2004 calendar years – Go to |
   | 0005 | No – Enter the current EIN. . . | 0008 | Other than calendar years – Enter the periods this report will cover. . . |

3. **Report Periods**

   **What periods of time will this data represent?**
   - Report data for the 2005 and 2004 calendar years if possible.
   - For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.

   | 0007 | 2005 | 2004 |
   | Month | Day | Year |
   | Month | Day | Year |

   (e.g., fiscal years, periods with less than a full calendar year).
4 Operating Revenue

Report the total operating revenue for this firm’s locations defined in 1 for the following categories.

- Enter “0” where applicable.
- Estimates are acceptable.
- Transfers made within the company.

Management Consulting Services

Report implementation services not combined with consulting services in line 9.

1. Strategic management consulting, and consulting combined with implementation – Providing advice, guidance, and implementation concerning business strategy (e.g., e-commerce) and planning, corporate development and restructuring, and other strategic management consulting services. ........................................ $ 3161
2. Financial management consulting, and consulting combined with implementation – Providing advice, guidance, and implementation concerning management accounting and controllership and other financial management consulting services. ................................. $ 3162
3. Marketing management consulting, and consulting combined with implementation – Providing advice, guidance, and implementation concerning projects related to marketing strategy, market development and sales management and development. ................................. $ 3163
4. Human resources management consulting, and consulting combined with implementation – Providing advice, guidance, and implementation concerning the development or modification of human resources strategies, policies, practices and procedures. Include consulting employee pensions and other benefits. ................................. $ 3164
5. Operations and supply chain management consulting, and consulting combined with implementation – Providing advice, guidance, and implementation concerning integrated supply chain management, operations management, and logistics management. Integrated supply chain management includes inventory management, warehousing, storage, and distribution services; operations management includes systems and procedures improvements; and logistics management includes production planning and control. ................................. $ 3165
6. Actuarial consulting (except for employee pensions and other benefits) – Providing advice and guidance concerning actuarial matters such as life insurance. Exclude actuarial consulting services related to employee pensions and other benefits. ................................. $ 3166
7. IT technical design, consulting, and development services – Providing advice expert opinion or testimony on IT-related matters (e.g., hardware and software requirements and procurement, systems integration, and systems security), and providing technical expertise to design and/or develop an IT solution (e.g., custom application, networks, and computer systems). Exclude advice on issues related to business strategy such as e-commerce strategy. ................................. $ 3167
8. All other consulting revenue – Revenue from all other services related to consulting. ................................. $ 3168
4 Operating Revenue – (Continued)

Report the total operating revenue for this firm’s locations defined in 1 for the following categories.

- Enter “0” where applicable.
- Estimates are acceptable.

Exclude:
- Transfers made within the company.

All Other Operating Revenue

9. All other operating revenue – Revenue not reported in lines 1–8. Include revenue from implementation services not combined with consulting services, sale, or licensing of merchandise, and rental or leasing of equipment. If this item is greater than 20% of total operating revenue, specify the primary source of the revenue here.

10. TOTAL OPERATING REVENUE – Sum of lines 1–9.

5 Source of Management Consulting Revenue

Report the percent of management consulting revenue by type of consulting.

- Enter “0” where applicable.
- Estimates are acceptable.
- Round percentages items to the nearest whole percent.

1. Pure consulting (without implementation)

2. Consulting and implementation

<table>
<thead>
<tr>
<th>Source of management consulting revenue</th>
<th>2005</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>3169</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td>3170</td>
<td>%</td>
<td>%</td>
</tr>
</tbody>
</table>

100% 100%
**Operating Expenses**

Report operating expenses for this firm’s locations as defined in [1](#) for the following categories.

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**
- Transfers made within the company
- Capitalized expenses
- Interest
- Bad debt
- Impairment
- Income tax

### Personnel Costs

1. **Gross annual payroll** – Total annual Medicare salaries and wages for all employees as reported on your firm’s IRS Form 941, Employer’s Quarterly Federal Tax Return, line 5(c) for the four quarters that correspond to the survey period.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1821</td>
<td></td>
</tr>
</tbody>
</table>

2. **Employer’s cost for fringe benefits** – Employer’s cost for legally required programs and programs not required by law. Include insurance premiums for hospital plans, medical plans, and single service plans (e.g., dental, vision, prescription drugs); premium equivalents for self-insured plans and fees paid to third-party administrators (TPAs); defined benefit pension plans; defined contribution plans (e.g., profit sharing, 401K and stock option plans); and other fringe benefits (e.g., Social Security, workers’ compensation insurance, unemployment tax, state disability insurance programs, life insurance benefits, Medicare). Do not include employee contributions.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1822</td>
<td></td>
</tr>
</tbody>
</table>

3. **Temporary staff and leased employee expense** – Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1823</td>
<td></td>
</tr>
</tbody>
</table>

### Expensed Materials, Parts and Supplies (not for resale)

4. **Expensed equipment** – Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs and monitors). Report packaged software in line 6. Report leased and rented equipment in line 8.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1824</td>
<td></td>
</tr>
</tbody>
</table>

5. **Expensed purchases of other materials, parts, and supplies** – Materials and supplies used in providing services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1825</td>
<td></td>
</tr>
</tbody>
</table>

### Expensed Purchased Services

6. **Expensed purchases of software** – Purchases of prepackaged, custom coded, or vendor customized software. Include software developed or customized by others, web-design services and purchases, licensing agreements, upgrades of software; and maintenance fees related to software upgrades and alterations.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1826</td>
<td></td>
</tr>
</tbody>
</table>

7. **Purchased electricity and fuels (except motor fuels)** – If the cost of electricity and heating fuels (e.g., natural gas, propane, oil, coal) are included in lease or rental payments, report in line 8.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1827</td>
<td></td>
</tr>
</tbody>
</table>

8. **Lease and rental payments** – For land, buildings, offices, structures, machinery, equipment, and other tangible items. Include lease and rental of transportation equipment without operators; and penalties incurred for broken leases. Exclude capital and financing lease agreements and licensing/leasing of software.

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1828</td>
<td></td>
</tr>
</tbody>
</table>
6 Operating Expenses – (Continued)

Report operating expenses for this firm’s locations as defined in 1 for the following categories.

- Enter "0" where applicable.
- Estimates are acceptable.

**Exclude:**
- Transfers made within the company
- Capitalized expenses
- Interest
- Bad debt
- Impairment
- Income tax

### Expensed Purchased Services – (Continued)

9. **Purchased repair and maintenance** – Include expensed repair and maintenance to buildings and integral building components (e.g., elevators, heating and cooling systems), structures, offices, machinery, vehicles, equipment, and computer hardware. *Exclude* materials, parts, and supplies used for repair and maintenance performed by this firm’s employees. Report janitorial and grounds maintenance services in line 13. ...........

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1829</td>
<td></td>
</tr>
</tbody>
</table>

10. **Purchased advertising and promotional services** – Include marketing and public relations services. ............

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1830</td>
<td></td>
</tr>
</tbody>
</table>

### Other Operating Expenses

11. **Depreciation and amortization charges** – Include depreciation charges taken against tangible assets owned and used by your firm, tangible assets and improvements owned by your firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). *Exclude* impairment. ...........

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1831</td>
<td></td>
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</tbody>
</table>

12. **Governmental taxes and license fees** – Payments to government agencies for taxes and licenses. *Include* business and property taxes. *Exclude* income taxes, and sales and excise taxes collected from customers. ...............

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
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</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1832</td>
<td></td>
</tr>
</tbody>
</table>

13. **All other operating expenses** – Report all other operating expenses not reported above, unless specifically excluded in the general instructions at the top of the page. *Exclude* purchases of merchandise for resale and non-operating expenses. .................................

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1899</td>
<td></td>
</tr>
</tbody>
</table>

**14. TOTAL OPERATING EXPENSES** – Sum of lines 1–13. ...........

<table>
<thead>
<tr>
<th>2005 Operating Expenses</th>
<th>2004 Operating Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
<tr>
<td>$1900</td>
<td></td>
</tr>
</tbody>
</table>

7 Not Applicable
E-Commerce Revenue

E-commerce includes sales and receipts from any transaction completed over an Internet, extranet, EDI network, electronic mail or other online system. Transactions are agreements between buyers and sellers to transfer ownership of, or rights to use, goods or services. Payment for these goods and services may or may not be made online.

Include:
- Revenue from online orders for goods or services placed by a buyer.
- Commissions or fees from trading of securities or the sale of other financial products online (insurance, loans, etc.).
- Commissions or fees from selling or facilitating the sale of third party products through your company’s website.
- Commissions or fees from use of computerized reservation systems, financial transaction processing systems, etc.
- Revenue from orders or contracts negotiated online with a buyer and seller on the price and terms for transferring ownership or the rights to use goods or services.
- Revenue from telephone transactions using interactive voice response systems.

Exclude:
- Online billings where the order or contract was not negotiated online.
- Delivery of services online where the order or contract was not negotiated online.
- Provision of telecommunications systems and related infrastructure systems where the order or contract for such services was not negotiated online.
- Orders for goods or services placed by fax or over switched telephone network.
- Online advertising.

Did the revenue reported in include any e-commerce revenue?

<table>
<thead>
<tr>
<th>2000 E-Commerce Revenue</th>
<th>2004 E-Commerce Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
</tbody>
</table>

Yes – What was this firm’s e-commerce revenue?...

No – Go to 9

Export Revenue

An exported service is a service performed for 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:
- Revenue from the sale of personal, business, or mainframe computer software to clients and customers located outside the United States.
- Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.).

Exclude:
- Services provided to domestic subsidiaries of foreign firms.

Did the revenue reported in include any revenue from exports?

<table>
<thead>
<tr>
<th>2005 Export Revenue</th>
<th>2004 Export Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bil.</td>
<td>Mil.</td>
</tr>
</tbody>
</table>

Yes – What was this firm’s revenue from exports?...

No – Go to 9
### Ownership or Control

Does another firm own more than 50 percent of the voting stock or have the power to control the management and policies of this company?

1. [ ] Yes – Provide this firm’s information.
2. [ ] No – Go to 13

Name of owning or controlling company

EIN: __________

Street address

City, State, ZIP Code

### Acquisitions or Mergers

Did this company acquire or merge with another firm in 2005 or 2004?

1. [ ] Yes – Provide the date of the merger or acquisition and the firm’s information.
2. [ ] No – Go to 13

Name of company acquired or merged with

EIN: __________

Street address

City, State, ZIP Code

### Remarks

Please provide an explanation for any inconsistent or incomplete data that would aid in understanding this report. For any separate correspondence pertaining to this report, please include the identification number shown in the address label area at the top of the first page.

### Certification

This report is substantially accurate and has been prepared in accordance with the instructions.

Name of person completing this report – Please print

Title

Date

Address (Street address, City, State, ZIP Code)

Telephone number

Fax number

E-mail address

Return Completed form to:

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001

or fax to: 1-800-447-4613

To see aggregate industry results of previous Service Annual Surveys, go to the following website: [www.census.gov/econ/www/servmenu.html](http://www.census.gov/econ/www/servmenu.html)
2005 Annual Services Report
Instructions for Taxable Firms

General Instructions
- Report data on an accrual basis, except for payroll.
- Dollars should be rounded to the nearest dollar.
- If a figure is $1,030,280,456 it should be reported as 1 030 280 456

Include in operating revenue:
- Report gross billings, except where noted elsewhere on the form.
- Amounts received for work subcontracted to others.
- For locations that were sold or acquired during a year, only report for the periods that this firm operated the locations.
- Revenue from services performed by domestic locations of foreign parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.

Exclude from operating revenue:
- Taxes collected directly from customers or clients and paid directly to a local, state, or federal tax agency.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. Possessions).
- Non-operating revenue such as income from investments, sales of company-owned real estate (land and building), or other assets, (except inventory held for resale, securities, gifts, loans, contributions, or grants).
- Revenue from the sale of used equipment.

Item Specific Instructions

Item 6 – Operating Expenses

Line 1 – Gross annual payroll
Include salaries and wages, commissions, dismissal pay, bonuses, employee contributions to Social Security, income tax withholding, union dues, group insurance premiums, savings bonds, cash equivalent in-kind, allowances, holiday pay, vacation pay, sick leave, stock purchase plans, and employee contributions to pension plans. Exclude the cost of leased employees, employer’s cost for fringe benefits, temporary staff obtained from temporary help services. For unincorporated businesses, exclude profit or other compensation of proprietors or partners.

All other operating expenses
Include travel and entertainment; postage, shipping or delivery services, warehousing, and storage services; royalties; security services; janitorial and grounds maintenance services; purchased transportation with operators; and other expenses not reported elsewhere.