



1997 CENSUS OF SERVICE INDUSTRIES

COMPUTER SYSTEMS DESIGN AND RELATED SERVICES

DUE DATE ▶ **FEBRUARY 12, 1998**

If you have questions about completing this report, please call or write the Census Bureau. In any communication, be sure to refer to the 11-digit Census File Number (CFN) printed in the label to the right. Please return your completed report to:

BUREAU OF THE CENSUS
1201 East 10th Street
Jeffersonville, IN 47134-0001

Toll-free assistance, 8:00 a.m. to 8:00 p.m., eastern time, Monday through Friday:

1-800-233-6136

SV-7307

Please read the accompanying instructions before answering the questions.

Census use

(Please correct any errors in name, address, and ZIP Code.)

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 Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by Census Bureau employees and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

Item 1. EMPLOYER IDENTIFICATION NUMBER
Is the Employer Identification Number (EIN) shown in the label the same as the one used for this establishment on its latest 1997 Employer's Quarterly Federal Tax Return, Treasury Form 941?

094 1 Yes 2 No - Report current EIN below

(9 digits)

Item 4. LEGAL FORM OF ORGANIZATION
Which of the following best describes this establishment's legal form of organization during 1997?

Mark (X) only ONE box.

- 003 1 Individual owner (sole proprietorship)
- 2 Partnership - Mark (X) this box if you file a partnership Federal income tax form.
- 5 Government - Specify
- 0 Corporation - Mark (X) this box if you file a corporate Federal income tax form, including Subchapter S corporations.
- 9 Other - Specify

Item 2. PHYSICAL LOCATION
a. Is this establishment's physical location the same as the address shown in the label? (P.O. box and rural route addresses are not physical locations)

093 1 Yes 2 No - Report physical location below

Number and street

City, town, village, etc.

State

ZIP Code

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

095 1 Yes 3 No legal boundaries
2 No 4 Do not know

c. In what type of municipality is this establishment physically located?

096 1 City, village, or borough
2 Town or township
3 Other - Specify
4 Do not know

d. In what county (e.g., Dade County) is this establishment physically located?

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be rounded to thousands of dollars.

Example: If a figure is \$1,125,628.79 report

• Preferred
Acceptable

Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
1	126	
1	125	629

Item 5. DOLLAR VOLUME
OPERATING RECEIPTS of this establishment in 1997

Mil. Thou. Dol.
010

Item 6. PAYROLL
Payroll in 1997, BEFORE DEDUCTIONS

Mil. Thou. Dol.
030

a. Annual

031

b. First quarter (January-March)

Item 7. EMPLOYMENT
Number of paid employees for pay period including March 12, 1997
(Include both full- and part-time employees)

Number
032

Item 3. OPERATIONAL STATUS Number of months
a. How many months during 1997 was this establishment actively operated? 002

b. Which of the following best describes this establishment's status at the end of 1997? Mark (X) only ONE box.

- 001 1 In operation
- 2 Temporarily or seasonally inactive
- 3 Ceased operation - Give date at right
- 4 Sold or leased to another operator - Give date at right AND enter name, etc., below

Figures only

Month Year

Name of new owner or operator

Number and street

City

State

ZIP Code

CONTINUE WITH ITEM 8 ON PAGE 2

SV

Item 8. KIND OF BUSINESS OR ACTIVITY

a. Mark (X) the ONE box which best describes this establishment in 1997.

Computer programming and systems design services

070

Custom computer programming services 7371001

Computer systems integrators (engaged in the development or modification of software **and** the "bundling" of software with computers and peripheral equipment to create an integrated system designed for specific applications) 7373001

Computer systems design services (may include consulting, planning/designing, and software development, except sales of complete integrated systems) 7379111

Other computer services

Software publishing (development and marketing of packaged software). 7372001

Duplication and packaging of software on a contract basis. 7379911

Data processing services. 7374001

On-line information access services (providing access to computer-held information via telecommunications networks, including Internet access providers) 7375001

Computer facilities management services (on-site management of client's computer and data processing facilities) 7376001

Computer rental and leasing services. 7377001

Computer maintenance and repair services 7378001

Computer-related consulting, except computer systems design services - Describe 7379121

Computer repair training services 8243101

Other computer-related training services. 8243201

Disaster recovery services. 7379921

Other computer-related services - Describe 7379922

Other kinds of business

Wholesale computer and peripheral equipment dealer 5045191

Computer store - primarily selling pre-assembled computers (NOT assembled at this location) 5734111

Computer store - primarily selling computers assembled from components at this location 5734121

Wholesale computer software dealer 5045291

Retail computer software store or reseller 5734201

Engineering services 8711001

Research and development in the physical and engineering sciences (including computer and related hardware) 8731101

Computer manufacturer - Describe 3570001

Other kind of activity - Describe 7777777

b. Was this establishment primarily engaged in providing management, administrative, or support services to other establishments of the same company (rather than for the general public or other business firms) in 1997? 415 Yes
2 No

Item 9. SOURCES OF RECEIPTS

Receipts should include amounts received for work subcontracted to others.

Report receipts by source either in dollar figures (see example for Item 5) or as percentages (in whole percents) of the total - see example below.

Please do **not** combine data for two or more receipts lines.

Line a(1) - Include receipts for the development (analysis, design, and programming) of software tailored to customer specifications. Free-lance computer software writers should include receipts from the sale of their software here.

Line b(1) - Include receipts from the developing or modification of software and the "bundling" of the software with hardware to create an integrated system designed for specific applications. Receipts should represent the combined charges from software development, hardware sales, and other services provided in developing and installing the systems. Receipts from the sale of computer systems comprised entirely of purchased hardware and software, without design services, should be reported on line f.

Line b(2) - Include receipts from providing advice on technical matters related to computer systems, such as conducting feasibility studies on the implementation of a system, providing specifications for database design, and planning for the use of telecommunications technologies in computer systems.

Line c - Include amounts received for the contract management and operation of customers' data processing facilities and information systems. Include operation of computer and data processing facilities at customer's location.

Line d - Receipts from the sale of software **not** developed by this firm (resales) should be reported on line f.

Line d(1) - Include receipts from developing and marketing packaged computer software for all non-mainframe platforms, including minicomputers, workstations, stand alone PCs, LAN-based PCs, and client/server systems. Report receipts from mainframe-based packaged software applications on line d(2).

Line d(1)(a) - Include receipts from software developed primarily for home-based use; examples include home-based education packages, game and entertainment software, and home productivity software, such as personal finance and personal creativity applications.

Line d(1)(b) - Include receipts from software developed primarily for general business use; examples include word processing products, spreadsheet software, graphics design applications, and operating systems software.

Line d(1)(c) - Include receipts from software developed primarily for industry-specific use; examples include banking, health care, and engineering design software.

Line d(2) - Include receipts from software developed primarily for mainframe-based computers.

HOW TO REPORT PERCENTS	If figure is 38.76% of total sales:	Mil.	Thou.	Dol.	Per-cent
	• Report whole percents				39
	Not acceptable				38.76

Sources of receipts	Census use	ESTIMATES are acceptable. Report dollars OR percents.			
		Mil.	Thou.	Dol.	Per-cent
a. Programming and support services	400	401			402
(1) Contract/custom programming services	0951				
(2) Modification of packaged software	0952				
(3) Software maintenance and systems testing/quality assurance	0953				
(4) Sum of a(1) through a(3)	0950				
b. Systems specification and design services					
(1) Sale of integrated or turnkey systems ("complete systems")	1001				
(2) Other systems specification and design services (may include consulting, planning/designing, software development, etc., except sale of complete, integrated systems)	1002				
(3) Sum of b(1) and b(2)	1000				
c. Computer facilities management services	1050				

ITEM 9 CONTINUED ON PAGE 3

CONTINUE ON PAGE 3

If not shown, please enter your 11-digit Census File Number from the address label on page 1

Census File Number

Item 9. SOURCES OF RECEIPTS - Continued

Sources of receipts	Census use	ESTIMATES are acceptable. Report dollars OR percents.			
		Mil.	Thou.	Dol.	Per cent
d. Software publishing	400	401			402
(1) Personal computer applications (all non-mainframe platforms)					
(a) Consumer applications	1120				
(b) General business and operating systems applications	1140				
(c) Vertical industry applications	1160				
(2) Mainframe computer applications	1180				
e. Other computer services					
(1) Data processing services	1200				
(2) Computer rental and leasing services	1250				
(3) Electronic and precision equipment repair (including computer hardware maintenance and repair services)	6900				
(4) Computer training (including repair) - separate from that provided as part of systems design services	1300				
(5) Other computer services, except programming, systems design, and computer facilities management - Describe 076	1100				
f. Sales of merchandise					
(1) Computer hardware and peripheral equipment	8603				
(2) Computer software (packaged software)	8604				
(3) All other merchandise - Describe if largest source of receipts 077	8605				
g. Other kinds of business					
(1) Engineering services	0800				
(2) Physical and engineering sciences research and development	1330				
(3) All other receipts - Describe if more than 10 percent of total receipts 078	8953				
h. TOTAL (Should equal item 5 if reporting in dollars)	8990				100%

Item 10. PERSONNEL, BY OCCUPATION

Note - Report employees, proprietors, and partners for pay period including March 12, 1997.

Lines a - h - Include only paid employees and active proprietors and partners of this establishment. Include each employee, proprietor, and partner on one line only. Only proprietors and partners not considered employees of the firm for Federal tax purposes should be included in column (2).

	Paid employees (number) (1)	Active proprietors or partners (number) (2)
a. Computer programmers	508	517
b. Systems engineers	509	518
c. Other computer-related personnel	510	519
d. Engineers, except systems	511	520
e. Other technical personnel, except computer	512	521
f. Sales personnel	513	522
g. Manufacturing/production workers	514	523
h. All other personnel	515	524
i. TOTAL (Sum of lines a through h in column (1) should equal item 7)	516	460

Item 11. RECEIPTS, BY CLASS OF CUSTOMER

Estimate the percentage of receipts (reported in item 5) by class of client.

Report in whole percent of receipts

a. Individuals	450
b. Trade, farming, industrial, transportation, financial, and other business firms	451
c. Federal Government	452
d. State and local governments	453
e. All other	454
f. TOTAL	100%

Item 12. EXPORTED SERVICES

NOTE - 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). Services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. Services provided to domestic subsidiaries of foreign firms are excluded.

Did the receipts reported in item 5 include any amounts received for exported services?

Mil.	Thou.	Dol.
406		

405 1 Yes - Amount →
2 No

Item 13. OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION

a. Is the FIRST DIGIT of your Census File Number (shown in the address label immediately after "CFN") a zero?

- 1 Yes – Complete this item
- 2 No – Skip to item 14

b. Is this company owned or controlled by another company?

- 097 1 Yes →
- 2 No

Enter name, address, and EIN of the owning or controlling company

EIN (9 digits)

c. Does this company own or control any other company or companies?

- 098 1 Yes →
- 2 No

Enter name, address, and EIN of the owned or controlled company

EIN (9 digits)

Number

d. How many establishments operated under the Employer Identification Number shown in the label (or as corrected in item 1) AT THE END of 1997?

079

If more than one, provide the **physical location** address and other information indicated below for each establishment. The headquarters location should be first, followed by all other locations. If more room is needed, continue in the same format in REMARKS or on a separate sheet of paper.

Estimates are acceptable if book figures are not available.

	Name	Number and street	City	State	ZIP Code	Kind-of-business description	1997	Mil.	Thou.	Dol.
							Receipts	081		
1							Annual payroll	082		
							Paid employees for pay period including March 12			
							083			
							Census use ⁰⁸⁸			
2							Receipts	081		
							Paid employees for pay period including March 12			
							083			
							Census use ⁰⁸⁸			
3							Annual payroll	082		
							Paid employees for pay period including March 12			
							083			
							Census use ⁰⁸⁸			

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

Item 14. CERTIFICATION – This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report	FROM: Mo. Year	TO: Mo. Year	Name of person to contact regarding this report – <i>Print or type</i>		
Telephone	Area code	Number	Extension	Title	
Signature of authorized person					Date