



1997 ECONOMIC CENSUS

SOFTWARE PUBLISHING, INFORMATION SERVICES, AND DATA PROCESSING

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:

SV-7807

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

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?

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 Figures only

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

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

Name of new owner or operator		
Number and street		
City	State	ZIP Code

HOW TO REPORT DOLLAR FIGURES	Dollar figures should be rounded to thousands of dollars.	Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
	Example: If a figure is \$1,125,628.79 report 1 126 • Preferred	1	126	
	Acceptable	1	125	629

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

NOTE - Libraries should report total revenue, including contributions, gifts, and grants.

Mil.	Thou.	Dol.
010		

Item 6. PAYROLL
Payroll in 1997, BEFORE DEDUCTIONS

a. Annual Mil. | Thou. | Dol.

030		
031		

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

032

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.

Software publishing 070 7372001

Software publishing (development and publishing, or publishing only, packaged software) 7372001

Database publishing (publishing information or facts that are logically organized to facilitate their use in print or electronic form) 2741011

Directory publishing – Describe 2700001

Duplication and packaging of software on a contract basis 7379911

Custom computer programming services 7371001

Other software-related services – Describe 7777776

Data processing services

Computer data processing services 7374001

Financial transaction processing services (e.g., credit card processing) 6153911

Information services

News syndicates 7383001

Freelance journalists and independent correspondents 8999301

Libraries 8231001

Archives 8231002

Internet service providers (with enhanced services) 7375001

On-line information access services (providing access to computer-held **non-proprietary** information via telecommunications networks) 7375002

On-line information access services (providing access to computer-held **proprietary** information produced by this company) 7375003

Audiotext content provider 8999911

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
 1 Yes
 2 No

Item 9. SOURCES OF RECEIPTS

Please read instruction below before completing this item.

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 – Include receipts from developing and marketing packaged computer software for **all platforms** of personal computers. Include both stand-alone and network versions of software for personal computers.

Line a(1) (a) – Include receipts from software used primarily as home-based, subject-specific education tools for adults or children. Report receipts from structured, institutional learning packages on line a(3).

Line a(1) (b) – Include receipts from game and entertainment software, such as sports, adventure and role playing, simulation, and strategy packages.

Line a(1) (c) – Include receipts from software used primarily as home-based productivity software, such as personal finance, tax, resume, will maker, genealogy, and cooking packages. Report receipts from word processing products on line a(2) (c).

Line a(2) (a) – Include receipts from software used primarily for standard financial activities, including accounts payable, accounts receivable, general ledger (excluding spreadsheet packages), and professional tax planning. Report receipts from packaged spreadsheet software on line a(2) (f).

Line a(2) (b) – Include receipts from software used for distribution resource planning (DRP), purchasing, transportation routing, warehouse management, and inventory/materials management.

Line a(2) (c) – Include receipts from software used for word processing, presentation graphics, integrated office systems, electronic mail, and groupware. Report receipts from desktop publishing on line a(2) (d).

Line a(2) (d) – Include receipts from software used for desktop publishing, professional art and design, and graphics and image manipulation.

Item 9. SOURCES OF RECEIPTS – Continued

Line a(2) (e) – Include receipts from software used by professional developers and programmers to design and implement software systems, such as languages, development tools, and database engines. Report receipts from operating systems software on line a(2) (g).

Line a(2) (f) – Include receipts from software used primarily by non-programmers to access, analyze, and display data, such as spreadsheets, databases, statistical analysis, and executive information systems.

Line a(2) (h) – Include receipts from other types of cross-industry applications, such as project management, sales, marketing, and customer service software.

Line g – Include subscription/access receipts from providing on-line information services with or without internet access.

Line h – Include access receipts from supplying only internet access via telecommunications lines.

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. Receipts, fees, and royalties from the distribution of packaged computer software for personal computers (all platforms)	400	401			402
(1) Consumer applications					
(a) Home education software	1121				
(b) Game and entertainment software	1122				
(c) Home productivity software	1123				
(2) Cross-industry and operating systems applications					
(a) Accounting software	1141				
(b) Distribution software	1142				
(c) Office application software	1143				
(d) Graphics design and layout software	1144				
(e) Program development tools, database engines, and programming languages	1145				
(f) Information access tools	1146				
(g) Operating systems software	1147				
(h) Other cross-industry applications – Describe					
076	1148				
(3) Vertical industry applications					
(a) Banking and finance software	1161				
(b) Insurance software	1162				
(c) Health care software	1163				
(d) Manufacturing software	1164				
(e) Computer-assisted design (CAD) and other engineering and manufacturing design software	1165				
(f) Other vertical industry application – Describe					
077	1166				

ITEM 9 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
b. Receipts, fees, and royalties from the distribution of packaged computer software for mainframe computers	400	401			402
(1) Industry-specific applications	1181				
(2) Operating systems software	1182				
(3) Networking software	1183				
(4) Database software	1184				
(5) Development tools	1185				
(6) Systems management software	1186				
(7) Other mainframe applications – Describe 078	1187				
c. Custom programming services (include modification of packaged software and software maintenance)	0950				
d. Software user training	1300				
e. Data processing services	1200				
f. Electronic and precision equipment repair (including computer hardware maintenance and repair services)	6900				
g. Subscription/access fees from on-line services, except internet access only	7680				
h. Internet access fees	7700				
i. News reporting services, including furnishing photographs and features to the news media	8180				
j. Contributions, gifts, and grants – applies to libraries only	7820				
k. 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	8605				
l. All other receipts – Describe if greater than 10 percent of total receipts	8946				
m. TOTAL – Should equal item 5 if reporting in dollars	8990				100%

Item 10. EXPORTS

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). Products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. Products provided to domestic subsidiaries of foreign firms are excluded.

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

- 405 1 Yes – Amount
2 No

Mil.	Thou.	Dol.
406		

Item 11. RECEIPTS BY CLASS OF CUSTOMER – On-line information access providers only

Report the approximate percentage of your 1997 receipts (item 5) by class of customer. Estimates are acceptable.

Report in whole percents	
a. Residential customers	438
b. All other customers	439

Item 12. EXPENSES OF LIBRARIES – Libraries only

Report total operating expenses, including payroll, interest, rent, depreciation, taxes, and other overhead. Exclude capital expenditures, funds invested, and losses from the sale of assets.

Expenses in 1997

Mil.	Thou.	Dol.
040		

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?

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

- 097 1 Yes
2 No

EIN (9 digits)

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

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

- 098 1 Yes
2 No

EIN (9 digits)

ITEM 13 CONTINUE ON PAGE 4

Item 13. OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION – Continued

Number

079

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?

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.

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