



2007 ECONOMIC CENSUS

Computer Systems Design and Related Services

DUE DATE
FEBRUARY 12, 2008

Mail your completed form to:
U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

PS-54107

**INFORMATION COPY
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

Please read the accompanying information sheet(s) before answering the questions.

Need help or have questions about filling out this form?

Visit www.census.gov/econhelp

Call 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

- OR -

Write to the address above. Include your 11-digit Census File Number (CFN) printed in the mailing address.

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.
 - Place an "X" inside the box.
 - Please center numbers in their respective boxes.
 - Do not put slashes through 0 or 7.
- 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 in the mailing address the same as the one used for this establishment on its latest 2007 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
<input type="text"/>		<input type="text"/>	<input type="text"/>

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

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3 OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2007?
(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 operator - Give date at right _____ →

Month	Day	Year

AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↴

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

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

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

0016 Other - Specify _____ → 0815 _____

4 MONTHS IN OPERATION

Number of months in operation during 2007 (If none, mark "X" and go to 50.) 0002 Mark "X" if None

2007
Number

HOW TO REPORT DOLLAR FIGURES

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

If a figure is **\$1,025,628.79:** **Report** →

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

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.
	1 0 2 6		

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Operating receipts 0100 Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

6 Not Applicable.

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 in the mailing address or corrected in 1.
- 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).

A. Number of employees for pay period including March 12 0320 Mark "X" if None

2007
Number

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

2007			
\$ Bil.	Mil.	Thou.	Dol.

1. Annual payroll 0300

2. First quarter payroll (January-March, 2007) 0310

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

8 - 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 2007?
(Mark "X" only ONE box.)

Computer programming and systems services

- 0700 541 511 00 1 Custom computer programming services (writing, modifying, testing, and supporting software to meet the needs of a particular customer)
- 541 512 10 1 Computer systems integrator services - analyzing a client's computer needs and bundling software and hardware to deliver an integrated system to meet those specialized needs
- 541 512 20 2 Computer system design services - advising or planning for a client's computer hardware and software systems
- 541 513 00 3 Computer systems facilities support services - on-site management and operation of a client's computer systems
- 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 bureaus - providing data entry, image processing, database management, record conversion, and other computer processing services from central processing centers

Other computer services

- 541 519 00 1 Computer-related consulting, excluding computer systems consulting or design services - Specify ↴
- 0701
- 777 541 07 1 Other computer-related services - Specify ↴
- 0701
- 511 210 00 1 Software publishers, including developing and publishing or publishing only, packaged software
- 811 212 30 1 Computer repair and maintenance services
- 611 519 20 1 Computer repair training services
- 611 420 00 1 Other computer-related training services

Other kind of business or activity

- 443 120 30 1 Computer software store
- 423 430 11 2 Computers and peripheral equipment dealer - selling hardware for resale or taking/filling orders from business or government customers
- 443 120 20 1 Computer store - primarily selling computers NOT assembled at this location
- 443 120 10 1 Computer store - primarily selling computers assembled from components at this location
- 518 111 10 2 Internet Service Providers - broadband ISPs (i.e., cable, DSL system providers)
- 518 111 20 1 Internet Service Providers - ISPs providing services via client supplied telecommunications connections (i.e., dial-up)

CONTINUE WITH 19 ON PAGE 4

CONTINUE ON PAGE 4

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19 KIND OF BUSINESS OR ACTIVITY - Continued

Other kind of business or activity - Continued

- 0700 541 710 10 4 Research and development in computer systems, components, and related hardware
- 773 000 00 2 Other kind of business or activity - *Specify* ↴

0701

20 CLASS OF CUSTOMER

Estimate the percentage of receipts (reported in **5**) by class of customer.

2007	
Whole percent of receipts	
	%
	%
	%
	%
	%
1 0 0	%

- 1. Business firms and farms 3108
- 2. Not-for-profit organizations (Include religious organizations) 3107
- 3. Federal government 3105
- 4. State and local governments 3106
- 5. Individuals (Include receipts from individually owned businesses on line 1.) 3100
- 6. TOTAL

21 SUPPORT SERVICES

Was this establishment primarily engaged in providing management, administrative, or support services to other establishments of your enterprise (rather than for the general public or other business firms) in 2007?

- 0998 Yes
- 0999 No

HOW TO REPORT PERCENTS



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

Report whole percents

2007				
Estimates are acceptable. Report dollars OR percents.				
\$ Bil.	Mil.	Thou.	Dol.	Percent
				3 9

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 1a - Report receipts from the development, analysis, design, and programming of software tailored to client specifications. Include website design and development, database design and development, and customization and integration of packaged software. Report website hosting services on **line 2a**, application service provisioning on **line 2b**, business process management services on **line 2c**, data storage services on **line 2d**, and data management services on **line 2e**.

Line 1a(1) - Report receipts from creating the content, appearance, and layout of a customer's Internet, intranet, or extranet website. Include static HTML design as well as the design/programming of templates, which control the display characteristics of information, such as text, graphics, and images stored in databases.

Line 1a(2) - Report receipts from designing the structure and content of a database and/or writing the computer code necessary to create and implement a database (data warehouse). Report service contracts where the design and development of a database is combined with the ongoing management of the data holdings on **line 2e**.

Lines 1a(4) and 1a(5) - Report receipts from adapting (including modifying, configuring, etc.) and installing an existing cross-industry or vertical market application so that it is functional within a customer's information system environment. Include custom programming and training. Exclude service contracts where the service is combined with hosting and management of the application on a continual basis.

Line 1b - Report receipts from designing, developing, and implementing a customer's networks, such as intranets, extranets, and virtual private networks. Include network security systems design and development. Report network management services on **line 2g(1)**.

CONTINUE WITH **2** ON PAGE 5

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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

Line 1c(1) - Report receipts from the assessment of a customer's computer requirements, advisement on hardware and software acquisitions, and providing the client with design specifications.

Line 1c(2) - Report receipts from the assessment of a customer's computer requirements, advisement on hardware and software acquisitions, and development of hardware specifications.

Line 1c(3) - Report receipts from analysis of a customer's current computer system and its present and future computing requirements, purchase of new computer equipment, development or modification of software, and packaging of software and hardware to create an integrated system designed for specific applications.

Line 2b - Report receipts from providing software applications on a leased, fee, or subscription basis from a centralized, hosted, and managed computing environment.

Line 2c - 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 business processes for a client.

Line 2d - Report receipts from managing or administering the storage and back-up of data (i.e., remote back-up services, storage, or hierarchical storage management). Include data migration services.

Line 2e - Report receipts from providing ongoing management and administration of data as an organizational resource. Services may include modeling, mobilization, mapping/rationalization, and mining of data.

Line 2f - Report receipts from sending audio and video data over the Internet, or providing services associated with the storage, production (including encoding), and support of video and audio streaming over the Internet.

Line 2g(1) - Report receipts from managing and monitoring communication networks and connected hardware to diagnose networking problems and gather capacity and usage statistics for the administration and fine-tuning of network traffic. These services also remotely manage security systems or provide security-related services.

Line 2g(2) - Report receipts from providing day-to-day management and operation of a customer's computer system.

Line 2h(1) - Report receipts from providing customer support in using or troubleshooting the software. Include patches and upgrades.

Line 2h(2) - Report receipts from providing customer support in using or troubleshooting the computer hardware. Include routine testing and cleaning, and repair of IT equipment. Include technical assistance in moving a client's computer system to a new location.

Line 2h(4) - Report receipts from auditing and assessing computer operations, without providing advice or other follow-up action. Include auditing, assessing, and documentation of a server, network, or process for components, capabilities, performance, or security.

Line 2h(5) - Report receipts from retrieval or recovery of the client's data from a damaged or unstable hard drive or other storage medium.

Line 2h(6) - Report receipts from providing standby computer equipment and duplicate software in a separate location to enable a customer to relocate regular staff in order to resume and maintain routine computerized operations in event of a disaster, such as a fire or flood.

Line 2i - Report receipts from providing advice or expert opinion on technical matters related to the use of information technology. Include advice on matters, such as 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 2k - 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 2l - Report receipts from publishing a software program that performs a specific function directly for the end user.

Line 2m - 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.

Line 3c - Report receipts from providing training in the use of computer hardware, software, networks, or other IT-related topics.

Line 3e - Report receipts from providing analysis of a customer's existing data sets. Include data mining.

CONTINUE WITH **22** ON PAGE 6

CONTINUE ON PAGE 6

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

Description of sales, shipments, receipts, or revenue	Cen- sus use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
1. Information technology (IT) design and development services						
a. Custom application design and development services						
(1) Website design and development services	37411					
(2) Database design and development services	37412					
(3) Other custom application design and development services - Specify ↴						
	37413					
(4) Customization and integration of cross-industry application software	37414					
(5) Customization and integration of vertical market application software	37415					
(6) Customization and integration of other packaged software - Specify type ↴						
	37416					
(7) Sum lines 1a(1) through 1a(6)	37410					
b. Network design and development services						
(1) Network security design and development services	37421					
(2) Network design and development services, other than security	37422					
(3) Sum lines 1b(1) and 1b(2)	37420					
c. Computer systems design, development, and integration services						
(1) Computer systems design services	37431					
(2) Computer systems design and development services	37432					
(3) Computer systems design, development, and integration services	37433					
(4) Sum lines 1c(1) through 1c(3)	37430					
2. Computer and systems support services						
a. Website hosting services	36120					
b. Application service provisioning	34930					
c. Business process management services	34940					
d. Data storage services	36140					

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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	Census use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
2. Computer and systems support services - Continued						
e. Data management services	36150					
f. Video and audio streaming services	37500					
g. IT infrastructure and network management services						
(1) Network management services	37511					
(2) Computer systems management	37512					
(3) Sum lines 2g(1) and 2g(2)	37510					
h. Information technology (IT) technical support services						
(1) Software related technical support services	37521					
(2) Hardware related technical support services	37522					
(3) Combined hardware and software technical support services	37523					
(4) Auditing and assessing computer operations	37524					
(5) Data recovery services	37525					
(6) Disaster recovery services (<i>business continuity services</i>)	37526					
(7) Other IT technical support services - <i>Specify</i> ↴						
	37527					
(8) Sum lines 2h(1) through 2h(7)	37520					
i. Information technology (IT) technical consulting services	34910					
j. Internet access services	36010					
k. System software publishing	34880					
l. Application software publishing	34890					
m. Licensing of rights to reproduce and distribute computer software protected by copyright	37570					
3. Other services						
a. Temporary staffing - Information technology (IT)	32734					
b. Rental and leasing of computer hardware	37600					
c. Information technology (IT) related training services	37610					

CONTINUE WITH 22 ON PAGE 8

CONTINUE ON PAGE 8

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

Description of sales, shipments, receipts, or revenue	Cen- sus use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
3. Other services - Continued						
d. Electronic and precision equipment repair	31920					
e. Data analysis services	37630					
f. Engineering services - <i>Specify</i> ↴ _____	39280					
g. Resale of computer hardware and software	39607					
h. Resale of other merchandise (<i>Exclude computer hardware and software.</i>) - <i>Specify</i> ↴ _____	39618					
i. All other operating receipts - <i>Specify if more than 10 percent of total receipts</i> ↴ _____	39725					
4. TOTAL OPERATING RECEIPTS - Sum of lines should equal 5 if reporting in dollars	39850					1 0 0

23 and 24 Not Applicable.

25 EXPORTED SERVICES

NOTE - An exported service is a product (e.g., service performed, license agreement) that is performed for, or 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 provided to 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 services?

0911 Yes - Go to line B

0912 No - Go to 26

2007			
\$ Bil.	Mil.	Thou.	Dol.

B. Amount of receipts or revenue for exported services 0914

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

26 SPECIAL INQUIRIES

A. PERSONNEL BY OCCUPATION

Enter employment reported on IRS Form 941, Employer's Quarterly Federal Tax Return, by occupational category in column 1. The total of column 1 should equal the number reported in **7**, line A.

Enter each active proprietor or partner by occupational category in column 2. Only the proprietor or partners **not** considered employees of the firm for federal tax purposes should be included. Unincorporated businesses operating at more than one location should report the proprietor or partners at the one location at which they spend most of their working time.

	Cen- sus use	Number of employees for pay period including March 12, 2007	Cen- sus use	Number of active proprietors or partners for pay period including March 12, 2007
1. Computer programmers	3201		3261	
2. Systems engineers	3202		3262	
3. Other computer-related personnel	3203		3263	
4. Engineers, except systems	3204		3264	
5. Other technical personnel, except computer	3205		3265	
6. Sales personnel	3206		3266	
7. Manufacturing/production workers	0325		3267	
8. All other personnel	3208		3268	
9. TOTAL (Add lines 1 through 8. Total should equal 7 , line A for column 1.)	3200		3260	

B. COMPUTER SYSTEM INTEGRATION

Estimate the percentage of the value of the integrated systems reported in **22**, line 1.c.(3), for the following categories:

1. Resale of purchased computer hardware	0644		%
2. Resale of purchased computer software	0645		%
3. Sale of custom software produced by this establishment	0646		%
4. Other, including consulting, training, engineering, etc.	0647		%
5. TOTAL		1 0 0	%

27-29 Not Applicable.

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

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

Name of person to contact regarding this report	Title

Telephone	Area code	Number		Extension	Fax	Area code	Number	
			-					-

Internet e-mail address	Date completed	Month	Day	Year

Thank you for completing your 2007 ECONOMIC CENSUS form.
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

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