

## Table 1100. Software Publishers—Estimated Revenue, Expenses, and Inventories: 2004 to 2006

[In millions of dollars (112,261 represents \$112,261,000,000). For taxable and tax-exempt employer firms. Covers NAICS 5112. Estimates have been adjusted to the results of the 2002 Economic Census. Based on the North American Industry Classification System, System (NAICS), 2002. See text, this section and Section 15]

Item	2004	2005	2006
<b>Operating revenue</b> . . . . .	<b>112,261</b>	<b>121,309</b>	<b>130,727</b>
Source of revenue:			
System software publishing <sup>1</sup> . . . . .	45,555	48,727	50,289
Operating system software . . . . .	18,742	19,118	18,904
Network software . . . . .	11,021	12,733	13,239
Database management software . . . . .	6,751	7,074	8,197
Development tools and programming languages software . . . . .	3,761	3,706	3,541
Application software publishing <sup>1</sup> . . . . .	41,893	45,889	48,068
General business productivity and home use applications . . . . .	18,412	21,159	21,467
Cross-industry application software . . . . .	12,820	13,327	14,748
Vertical market application software . . . . .	7,092	7,528	7,113
Utilities software . . . . .	944	1,015	1,273
Other services <sup>1</sup> . . . . .	24,813	26,693	32,369
Customization and integration of packaged software . . . . .	4,699	5,287	6,678
Information technology technical consulting services . . . . .	4,208	4,638	4,123
Application service provisioning . . . . .	(S)	(S)	(S)
Resale of computer hardware and software . . . . .	2,793	2,425	(S)
Information technology-related training services . . . . .	1,575	1,646	1,903
Breakdown of revenue by software sales type:			
System software <sup>1</sup> . . . . .	45,555	48,727	50,289
Personal computer software . . . . .	16,419	16,675	(S)
Enterprise or network software . . . . .	15,718	18,049	(S)
Mainframe computer software . . . . .	10,241	10,145	9,319
Application software <sup>1</sup> . . . . .	41,893	45,889	48,068
Personal computer software . . . . .	18,448	21,558	(S)
Enterprise or network software . . . . .	15,571	16,847	17,225
Mainframe computer software . . . . .	2,798	2,943	3,037
<b>Operating expenses</b> . . . . .	<b>89,665</b>	<b>88,168</b>	<b>90,583</b>
Personnel costs . . . . .	51,005	50,564	52,248
Expensed materials, parts and supplies (not for resale) . . . . .	3,326	2,352	2,062
Expensed purchased services . . . . .	9,488	10,041	10,827
Other operating expenses . . . . .	25,845	25,211	25,446
<b>Inventories at end of year</b> . . . . .	<b>1,438</b>	<b>1,551</b>	<b>1,516</b>
Finished goods . . . . .	835	1,079	1,196
Works-in-process . . . . .	58	54	26
Materials, supplies, fuel, etc. . . . .	545	418	294

S Data do not meet publication standards. <sup>1</sup> Includes other sources of revenue and other expenses, not shown separately.

Source: U.S. Census Bureau, "2006 Service Annual Survey, Information Sector Services." See <<http://www.census.gov/econ/www/servmenu.html>>; (released March 2008).