



2007 ECONOMIC CENSUS

Software Publishing

DUE DATE
FEBRUARY 12, 2008

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

IN-51106

**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

51106011

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

Mark "X" if None

2007
Number

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

HOW TO REPORT DOLLAR FIGURES	Dollar figures should be rounded to thousands of dollars.	Mark "X" if None	2007			
	If a figure is \$1,025,628.79:	Report → <input type="checkbox"/>	\$ Bil.	Mil.	Thou.	Dol.
	If a value is "0" (or less than \$500.00):	Report → <input checked="" type="checkbox"/>				

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Mark "X" if None

2007
Number

Operating receipts 0100

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

B. Payroll before deductions (Exclude employer's cost for fringe benefits.)		Mark "X" if None	2007			
	1. Annual payroll 0300	<input type="checkbox"/>	\$ Bil.	Mil.	Thou.	Dol.
	2. First quarter payroll (January-March, 2007) 0310	<input type="checkbox"/>				

51106029

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

8 Not Applicable.

9 VALUE OF INVENTORIES

A. Did this establishment own inventories, regardless of where held, at the end of 2007 and/or 2006?

0486 Yes - Go to line B

0487 No - Go to **19**

B. Report inventories owned by this establishment as of December 31.

	Mark "X" if None	End of 2007				Mark "X" if None	End of 2006				
		\$ Bil.	Mil.	Thou.	Dol.		\$ Bil.	Mil.	Thou.	Dol.	
1. Finished goods 0461	<input type="checkbox"/>					0471	<input type="checkbox"/>				
2. Work-in-process 0463	<input type="checkbox"/>					0473	<input type="checkbox"/>				
3. Materials, supplies, fuels, etc. 0462	<input type="checkbox"/>					0472	<input type="checkbox"/>				
4. Total inventories before Last-in, First-out (LIFO) adjustment (if any) (Add lines B1 through B3) 0460	<input type="checkbox"/>					0470	<input type="checkbox"/>				
5. LIFO reserve (if any) 0466	<input type="checkbox"/>					0476	<input type="checkbox"/>				
6. Total inventories after LIFO adjustment (Line B4 minus line B5) 0468	<input type="checkbox"/>					0469	<input type="checkbox"/>				

10 INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in **9**, line B4 for 2007 is subject to the following valuation methods.

	Mark "X" if None	2007			
		\$ Bil.	Mil.	Thou.	Dol.
A. LIFO valuation method before adjustment 0244	<input type="checkbox"/>				
B. First-in, First-out (FIFO) 0491	<input type="checkbox"/>				
C. Average cost 0492	<input type="checkbox"/>				
D. Standard cost 0493	<input type="checkbox"/>				
E. Other valuation method - <i>Specify method</i> ↴					
0895 <input type="text"/>	<input type="checkbox"/>				
F. TOTAL (Add lines A through E. Total should equal 9, line B4.) 0490	<input type="checkbox"/>				

11-18 Not Applicable.

51106037



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.)

Software publishing

- 0700 511 210 00 1 Software publishers, including developing and publishing or publishing only, packaged software
- 511 210 00 2 Sales offices of software publishers
- 777 511 06 1 Other software publisher's office - *Specify* ↴

0701

Other publishing

- 777 511 06 2 Publishers, including directory, map, book, etc. (Exclude publishing exclusively on the Internet.) - *Specify type of content* ↴

0701

- 516 110 00 5 Internet publishers, publishing exclusively on the Internet

Other kind of business or activity

- 541 511 00 3 Software developers or designers, on a contract basis
- 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 2 Computer systems integrators
- 518 210 00 6 Application service providers (ASPs) - providing computer applications to businesses and individuals on a pay-per-use or periodic fee basis over the Internet
- 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
- 339 932 00 1 Video console game manufacturer, excluding game software publishers
- 334 611 00 1 Software duplication
- 423 430 20 2 Computer software wholesaler, buying and reselling packaged computer software
- 773 000 00 2 Other kind of business or activity - *Specify* ↴

0701

20 and 21 Not Applicable.

51106045



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

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 1 - 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 2 - Report receipts from publishing software programs that perform a specific function directly for the end user.

Line 2c - Report receipts from publishing software for professional accounting, human resource management, customer relations management, geographic information systems, web page/site design, etc.

Line 2d - Report receipts from publishing software that performs a wide range of business functions for a specific industry, such as manufacturing, retail, healthcare, engineering, restaurants, etc.

Line 2e - Report receipts from publishing a computer program that performs a very specific task. Examples include compression programs, anti-virus programs, search engines, font, file viewers, and voice recognition software.

Line 3 - Report receipts from the development, analysis, design, and programming of software tailored to customer specifications. Include website design and development, database design and development, and customization and integration of packaged software. Exclude data storage, website hosting, and data management. Report application service provisioning on **line 6**, and business process management services on **line 7**.

Line 4 - Report receipts from providing advice on technical matters related to the use of information technology. Include advice on 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 6 - Report receipts from providing software applications on a leased, fee, or subscription basis from a centralized, hosted, and managed computing environment.

Line 7 - 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 a business process for a customer.

Line 8 - Report receipts from providing customer support in using or troubleshooting the software, including upgrade services and the provision of patches and updates.

Line 9 - 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.

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
1. System software publishing									
a. Operating systems software publishing	34881								
b. Network software publishing	34882								
c. Database management software publishing	34883								
d. Development tools and programming languages software publishing	34884								
e. Other system software publishing - Specify type ↴									
	34885								
f. Sum lines 1a through 1e	34880								

CONTINUE WITH 22 ON PAGE 6

CONTINUE ON PAGE 6

51106052



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
2. Application software publishing						
a. General business productivity and home use applications publishing	34891					
b. Game software publishing	34892					
c. Cross-industry application software publishing	34893					
d. Vertical market application software publishing	34894					
e. Utilities software publishing	34895					
f. Other application software publishing - <i>Specify type</i> ↴						
_____	34896					
g. Sum lines 2a through 2f	34890					
3. Custom computer application design and development services						
a. Website design and development services	37411					
b. Database design and development services	37412					
c. Custom programming services, excluding websites, database, and packaged software integration	37413					
d. Customization and integration of cross-industry applications	37414					
e. Customization and integration of vertical market applications	37415					
f. Customization and integration of other packaged software - <i>Specify type</i> ↴						
_____	37416					
g. Sum lines 3a through 3f	37410					
4. Information technology (IT) technical consulting services	34910					
5. Information technology (IT) related training services	37610					
6. Application service provisioning	34930					
7. Business process management services	34940					
8. Software related technical support services	37521					
9. Licensing of rights to reproduce and distribute computer software	35620					

CONTINUE WITH **23** ON PAGE 7

CONTINUE ON PAGE 7

51106060



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
10. Resale of merchandise						
a. Computer hardware and software	39607					
b. Other merchandise, excluding computer hardware and software	39618					
11. All other receipts - Specify if more than 10 percent of total receipts						
	39706					
12. TOTAL RECEIPTS - Sum of lines should equal 5 if reporting in dollars	39850					1 0 0

23 and **24** Not Applicable.

25 EXPORTS OF GOODS AND SERVICES

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). Include products transferred to, sold to, or services performed for 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 goods or services?

0911 Yes - Go to line B

0912 No - Go to 30

2007			
\$ Bil.	Mil.	Thou.	Dol.

B. Amount of receipts or revenue for exported goods or services 0914

26-29 Not Applicable.

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.

51106078