U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

PS-54107 (11-16-2011)

2012 ECONOMIC CENSUS

Computer Systems Design and Related Services

OMB No. 0607-0934: Approval Expires 12/31/2013

DUE DATE FEBRUARY 12, 2013

Need help or have questions?

- Read the accompanying information sheet(s) before answering the questions.
- Visit econhelp.census.gov
- Call 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

(Please correct any errors in this mailing address.)

PS-54107

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Report Online - It's fast and secure! **Go to:** econhelp.census.gov

- OR -

Mail your completed form to:

U.S. CENSUS BUREAU 1201 East 10th Street Jeffersonville, IN 47134-0001

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.
- Do not put slashes through 0 or 7.
- Please center numbers in their respective boxes.
- Place an "X" inside the box.

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 to the left of the mailing address the same as the one used for this establishment on its latest 2012 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

O021 Yes - Go to 2 O022 No - Enter current EIN (9 digits) —

	_

7IP Code

- 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.)

O031 Yes - Go to line B

No - Enter—
physical location

0035 Number and street

036 City, town, village, etc. 0037 State 0038

CONTINUE WITH 2 ON PAGE 2

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2 PHYSIC	CAL LOCATION -	Continued						
B. Is th (<i>Ma</i>	nis establishmen ork "X" only ONE	t physically I box.)	ocated inside the le	gal boundaries	of the city, tov	vn, village	e, etc.?	
0041	Yes	0042	No	0043	No legal boun	daries	0044	Oo not know
C. In w	what type of mun ork "X" only ONE	icipality is th	nis establishment ph	ysically located	?			
0046	City, village, or borough	0047	Town or township	0048	Other		0024	Oo not know
Which	TIONAL STATUS ONE of the follow 'X" only ONE box	wing best de	scribes this establis				of 2012?	
0011	In operation				ODY	•		
0013	Temporarily o	r seasonally	inactive	TION (E TO F	COP	DT		
0014	Ceased operat	1815	ORIVIA ate Cright	- 1 0 F	REPO	Month	Day	Year
			INT US	EIU		WIOTILIT	Day	real
0015	Sold or leased AND enter nat and Employer	ne ididar ne ididar identificatio	op (ra) oil - Give date ess of new owner o n Number (EIN) belo		0018			
	0060 Name of r	new owner or	operator		006	s1 EIN (9 d	igits)	
						-		
	0062 Mailing ac	ddress (Numb	er and street, P.O. Box	etc.)				
	0:1				01 1	- 7ID 0 I		
	0063 City, town	, village, etc.			0064 State 006	55 ZIP Code		
0016	Other - Specif	Y081	5					
4 MONTH	HS IN OPERATIO	N						lark "X" 2012 f None Numbe
Numbe	er of months in o	peration dur	ing 2012 (If none, m	ark "X" and go	to 30 .)		0002	
			hould be rounded	to	Mark "X" if None	\$ Bil.	2012 Mil.	Thou.
HOW T REPOR	9	ousands of						2 0 3 6
DOLLA FIGURE	R III a	i figure is \$2	2,035,628.79:	Report -	→ ⊔			036
7700712		a value is "0"	(or less than \$500.0	00): Report -	→ 🗵	E	XAM	PLE
5 SALES,	, SHIPMENTS, RE	ECEIPTS, OR	REVENUE		NA = -1 - 113211		2012)
					Mark "X" if None	\$ Bil.	Mil.	Thou.
Operati	ing receipts				0100			
6 Not Ap	plicable.							

orm PS-54107 (11-16-20	011)				Page 3
If not shown, please Number (CFN) from t	enter your 11-digit Census File he mailing address.				
Pumber (CFN) from the service Form (EIN) shown to the Exclude: Temporary storage or Full- or part-to Purchased or programming	he mailing address.	x Return, and filed under rected in ①. ctors. was filed under an employers, or landscape serenother firm, such as so	er the Employer Id loyee leasing com rvices. ftware consulting,	entification in pany's EIN. computer	Number
	INFURIOR	TO REP	יייוטי		
B. Payroll before	deductions	Mari	k "X"	2012	
(Exclude emplo	oyer's cost for fringe benefits.	if N	lone \$ Bil.	Mil.	Thou.
1. Annual pay	DO 140.	0300			
8-18 Not Applicable 19 KIND OF BUSINES					
	e following best describes this establish vided selections seem appropriate, pro NE box.			•	
Computer prog	gramming and systems services				
⁰⁷⁰⁰ 541 511 00 1	Custom computer programming to meet the needs of a particular				
541 512 10 1	Computer systems integrator ser software and hardware to delive				
541 513 00 3	Computer systems facilities supp computer systems	oort services - on-site m	anagement and o	peration of a	a client's
541 512 20 7	Computer system design services software systems (Exclude software)		for a client's com	nputer hardw	vare and
518 210 00 E	Data management services - prova business process for clients, in management, etc.	cluding human resource	es management, s	upply chain	nanage
518 210 00 F	Data processing service bureaus management, record conversion, services from central processing	, application provisionin	image processing ng, and other com	, database puter proces	ssing

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19 K	IND OF BUSINES	SS OI	R ACTIVITY - Continued
	Other compute	er se	rvices
0700	541 519 00 2		Computer-related consulting, including domain name registration and software/hardware installation services - Describe
0701			
	777 541 07 1		Other computer-related services - Describe type of services
0701			
	511 210 00 3		Software publisher, including developing and publishing or publishing only, packaged software (Exclude minor customization to pre-packaged software.)
	811 212 30 1		Computer repair and maintenance to the COP Other computer second relaxations are considered to the Copy of the Co
	611 519 20 1		Computed the arrange services TO REPUR
	611 420 00 1		Other compute related range bervices
	Other kind of I	ousir	nets of activity
	541 712 10 5		Research and development in computer systems, components, and related hardware
	423 430 11 2		Computers and peripheral equipment dealer - selling hardware for resale or taking/filling orders from business or government customers
	517 110 30 1		Internet Service Provider - broadband ISP (e.g., cable, DSL system provider)
	517 919 10 1		Internet Service Provider - ISP providing services via client supplied telecommunications connections (i.e., dial-up)
	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
	443 120 30 1		Computer software store, including computer game software
	773 000 00 2		Other kind of business or activity - Describe type of business or activity
0701			

CONTINUE ON PAGE 5

If n Nui	ot shown, please enter your 11-digit Census File nber (CFN) from the mailing address.							
20	CLASS OF CUSTOMER					20	10	
	Estimate the percentage of receipts (reported in §) by class of custo	mer			W		12 perce	nt
	Estimate the personage of receipts (reported in G) by stace of daste	,,,,,,					ceipts	
	1. Business firms and farms			3108				%
	2. Not-for-profit organizations (Include religious organizations.)			3107				%
	3. Federal government							%
	4. State and local governments	CO	P.Y.	3106				%
	5. Household consumers and individuals Report receipts from individuals line 1.)	RE		e s on 3100				%
	4. State and local governments. 5. Household consumers and indirectals Represent the individual Representation individual Representation in the first transfer of the individual Representation in t				1	0	0	%
	O998 Yes O999 No Percents should be rounded to	Repo	rt thousands of	2012 dollars OR w	hole	perce	ents.	
	HOW TO REPORT whole percents.	# D.1	1	are acceptab	le.			
	PERCENTS	\$ Bil.	Mil.	Thou.		Pe	ercen	t
	If figure is 38.76% of total sales: Report						3	9
22	DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE (Report receipts by source either as a dollar figure or as a whole per REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENT receipts lines.) Line 1a - Report receipts from the development, analysis, design, an specifications. Include website design and development, database design.	NTS above	e. Do not comb nming of softw development,	vare tailored	two	or r client on ar	<i>more</i> i nd	
	integration of packaged software. Report website hosting services on 2b , business process management services on line 2c , and data sto	rage servi	ces on line 20	l.		_	line	•
	Line 1a(1) - Report receipts from creating the content, appearance, a or extranet website. Include static HTML design as well as the design display characteristics of information, such as text, graphics, and image	n/program	ming of templ	ates, which	intra cont	net, rol tl	he	
	Line 1a(2) - Report receipts from designing the structure and content necessary to create and implement a database (data warehouse).	t of a data	abase and/or w	riting the co	ompi	uter	code	;
	Line 1a(4) and line 1a(5) - Report receipts from adapting (including existing cross-industry or vertical market application so that it is function environment. Include custom programming and training. Exclude ser hosting and management of the application on a continual basis.	ctional wit	hin a custome	r's informati	on s	vste	m	h
	Line 1b - Report receipts from designing, developing, and implement extranets, and virtual private networks. Include network security syst management services on line 2f(1)	nting a cus ems desig	tomer's netwo In and develop	orks, such as oment. Repo	intr rt ne	anet etwo	s, rk	

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

CONTINUE WITH **2 ON PAGE 6

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



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

- **Line 1e** 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 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 2f(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 provided services.
- Line 2f(2) Report receipts from providing day-to-day and general adoperation of a customer's computer system.
- Line 2g(1) Report receipts from previous Push of support in using or tropeshoung he software. Include patches and upgrades.
- Line 2g(2) Report receipts from providing custo not support in using or troubleshooting the computer hardware. Include routine testing and cleaning to [T] equiptes he include technical assistance in moving a client's computer system to a new location.
- **Line 2g(5)** 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 2h** 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 21** 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 2m** Report receipts from publishing a software program that performs a specific function directly for the end user.
- **Line 2n** 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.

						2012		
		Description of sales, shipments, receipts, or revenue		Repo		dollars OR whole are acceptable.	e percents.	
			\$	Bil.	Mil.	Thou.	Percent	
1.	Informa	tion technology (IT) design and development services						
	a. Cust	om application design and development services						L
	(1)	Website design and development services 37411						
	(2)	Database design and development services 37412						
	(3)	Other custom application design and development services - Describe						
		37413						
	(4)	Customization and integration of cross-industry application software						
		CONTINUE WITH CON BA	25 7					

		n, please enter your 11-digit Census File (N) from the mailing address.				
22	DETAIL	OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued	d			
					2012	
		Description of sales, shipments, receipts, or revenue	Repo		dollars OR whole are acceptable.	e percents.
			\$ Bil.	Mil.	Thou.	Percent
1.	Informa Continu	tion technology (IT) design and development services - ed				
		om application design and development services - inued				
	(5)	Customization and integration of vertical market application software				
	(6)	application software	COL	PY		
		- ONOT USE TO	KLI			
	(7)	Add lines 1a(1) through 1a(6)				
	b. Netv	vork design and development services				
	(1)	Network security design and development services . 37421				
	(2)	Network design and development services, other than security				
	(3)	Add lines 1b(1) and 1b(2)				
	c. Com	puter systems design services				
	d. Com	puter systems design and development services 37432				
		puter systems integration services, including bhony				
2.	Comput	er and systems support services				
	a. Web	site hosting services				
	b. Appl	lication service provisioning				
	c. Busi	ness process management services 34940				
	d. Data	storage services				
	e. Vide	o and audio streaming services				
		CONTINUE WITH ② ON PAG	iE 8			

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22	DETAIL	. OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continue	d			
					2012	
		Description of sales, shipments, receipts, or revenue	Repo		dollars OR whol are acceptable.	e percents.
			\$ Bil.	Mil.	Thou.	Percent
2.	Compu	ter and systems support services - Continued				
	f. IT in	nfrastructure and network management services				
	(1)	Network management services				
	(2)	Computer systems management				
	(3)	Add lines 2f(1) and 2f(2)	CO	PY		
		DMATION	CO	OPT		
	g. Info	rmation technology (II) technical up to de vites	REF	יאטק		
	(1)	Add lines 2f(1) and 2f(2) rmation technology (IT) technical Rolling Vises Software related technical support Tervices S				
	(-/	DO MO				
	(2)	Hardware related technical support services 37522				
	(3)	Combined hardware and software technical support				
	(3)	services				
	(4)	Domain name registration services				
	(5)	Disaster recovery services (business continuity				
		services)				
	(6)	Computer forensics				
	(7)	Other IT technical support services - Describe				
		37531				
	(8)	Add lines 2g(1) through 2g(7)				
	(-,	3.7				
	h. Info	rmation technology (IT) technical consulting services . 34910				
	i. Mai	ntenance and repair of computer hardware and				
		pheral equipment				
	j. Inte	rnet access services - Broadband (i.e., always-on) 36190				
	k Into	rnet access services - Narrowband (i.e., dial-up) 36200				
	K. IIILE	1110t 400633 361 vices - Natiowballd (1.6., diai-up) 36200				
	I. Sys	tem software publishing				
	•					
		CONTINUE WITH ② ON PAG	3E 9			

22	DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continue	d			
	DETAIL OF SALES, SHIFWIENTS, NECEIPTS, ON NEVENOE - CONTINUE	u		2012	
		Repo	ort thousands of	dollars OR whole	e percents.
	Description of sales, shipments, receipts, or revenue			s are acceptable.	-
		\$ Bil.	Mil.	Thou.	Percent
2.	Computer and systems support services - Continued				
	m. Application software publishing				
	n. Licensing of rights to reproduce and distribute computer				
	and the same and a standard and a same same same				
_	Other services a. Temporary staffing - Inform the Fresh Rogy (IT) TO 4 b. Rental and leasing of complete National Services 37600	-01	ρV		
3.	other services	CO			
	- CORMATION	-5	ORT		
	a. Temporary staffing - Information technology (11)	KE			
	ANOT USE 1				
	b. Rental and leasing of complete Marker 37600				
	c. Information technology (IT) related training services 37610				
	d. Engineering services, excluding software engineering -				
	Describe 7				
	39280				
	e. Resale of computer hardware and software 39607				
	f. Resale of other merchandise (Exclude computer hardware and software.) - Describe				
	39618				
	g. All other operating receipts - Describe if more than 10				
	percent of total receipts				
	39725				
	TOTAL OPERATING RECEIPTS - Sum of lines should				100
4.					1 () ()

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(11-10-2011)			r ugo re								
25 EXPORTED SERVICES											
NOTE - An exported service is a product (e.g., service performed, license agreement) that is sold or transferred to, or 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). 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 6) include any amounts for exported services?											
O911 Yes - Go to line B											
0912 No - Go to 29	\$ Bil		Mil. Thou.								
B. Amount of receipts or revenue for exported services	0914										
26 SPECIAL INQUIRIES	COPY										
A. PERSONNEL BY OCCUPATION	1001										
A. PERSONNEL BY OCCUPATION Enter employment reported in R3 form 941, Employer's Quartor Ficeled Lix Return, by occupational category in column 1. The thit of column 1 should equal in (n) mules reported in 2, line A. Enter each active proprietor or partier by poculational 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 bue oclition should report the proprietor or partners at the one location at which they spend most of their working time.											
	Number of employees for pay period including March 12, 2012		Number of active proprietors or partners for pay period including March 12, 2012								
1. Computer programmers		3261									
2. Systems engineers		3262									
3. Other computer-related personnel		3263									
4. Engineers, except systems		3264									
5. Other technical personnel, except computer 3205		3265									
6. Sales personnel		3266									
7. Manufacturing/production workers		3267									
8. All other personnel		3268									
9. TOTAL (Sum of lines 1 through 8, for employees, should equal 2, line A.)		3260									
CONTINUE WITH ② ON PA	AGE 11										

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.	
SPECIAL INQUIRIES - Continued	
B. COMPUTER SYSTEM INTEGRATION	
Estimate the percentage of the value of the integrated systems reported in 22, line 1e, for the following categories:	2012 Percent
1. Resale of purchased computer hardware	%
2. Resale of purchased computer software	%
3. Sale of custom software produced by this establishment	%
4. Other, including consulting, training, engineering etc. N. C	%
4. Other, including consulting, training, engineering to N. COPY 5. TOTAL INFORMATION REPORT 6. FRANCHISE 1. Was this establishment operating under any trademark(s) authorized by a franchisor in 20122	100%
C. FRANCHISE 1. Was this establishment operating under any trademark(s) authorized by a franchisor in 2012? (Mark "X" only ONE box.) 2237 Yes - franchisee-owned establishment 2238 Yes - franchisor-owned establishment 2239 No 2. If yes, provide the trademark(s) below. 7 27-29 Not Applicable.	

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

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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?			Month		Year		Month	Year			
	Yes	No - Enter time period covered —	→ FROM				то				
Name of person to contact regarding this report Title											
					i						
	Area code	Number	Extens	ion	Area cod		n		е	Nu	mber
Tele- phone		- 888 - 8888 -			Fax		-	-			
E-mail address					Month	Day	Year				
			Date com	e pleted							
Thank you for completing your 2012 ECONOMIC CENSUS form.											

PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.