



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

FORM

**IN-51059** (11-16-2011)

## 2012 ECONOMIC CENSUS

**Data Processing, Hosting, and Related Services  
(Enterprise Support)**

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

**DUE DATE**  
**FEBRUARY 12, 2013**

(Please correct any errors in this mailing address.)

**Need help or have questions?**

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

**IN-51059**

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**Report Online** - It's fast and secure!  
**Go to:** [econhelp.census.gov](http://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?

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

-

CONTINUE WITH **2** ON PAGE 2

**PENALTY FOR FAILURE TO REPORT**

**CONTINUE ON PAGE 2**

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**2** PHYSICAL LOCATION - Continued

**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

**3** OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2012? (Mark "X" only ONE box.)

0011 ☐ In operation

0013 ☐ Temporarily or seasonally inactive

0014 ☐ Ceased operation - Give date at right →

0015 ☐ Sold or leased to another corporation - Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↘

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

0018

0060 Name of new owner or operator

0061 EIN (9 digits)

<input type="text"/>	<input type="text"/>	-	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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0062 Mailing address (Number and street, P.O. Box, etc.)

0063 City, town, village, etc.

0064 State

0065 ZIP Code

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	-	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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0016 ☐ Other - Specify →

0815

**4** MONTHS IN OPERATION

Mark "X" if None

2012 Number

Number of months in operation during 2012 (If none, mark "X" and go to 30.) . . . . . 0002 ☐

<input type="text"/>	<input type="text"/>
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HOW TO REPORT DOLLAR FIGURES

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

If a figure is **\$2,035,628.79**:

**Report** →

Mark "X" if None

☐

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

**Report** →

☒

2012 \$ Bil. Mil. Thou.

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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EXAMPLE

**5** SALES, SHIPMENTS, RECEIPTS, OR REVENUE

Sales, receipts, or revenue (exclude billings) from customers outside your enterprise originating from this location (do not report sales, receipts, or revenue from other establishments within your own enterprise) . . . . . 0100 ☐

Mark "X" if None

☐

2012 \$ Bil. Mil. Thou.

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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**6** Not Applicable.

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

## 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 to the left of 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, 2012 . . . . . 0000 ☐

Mark "X"  
if None

2012  
Number

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

Mark "X"  
if None

2012

\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

**1.** Annual payroll . . . . . 0300 ☐

**2.** First quarter payroll (January-March 2012) . . . . . 0310 ☐

**8-15** Not Applicable.

## 16 SELECTED EXPENSES

### Report the payment of selected expenses allocated by category

- Report payments for expenses directly incurred by this establishment in column 1.
- Report payments made by this establishment for expenses incurred by other establishments of your enterprise in column 2 (where applicable).

### Exclude:

- Transfers made within the company
- Capitalized expenses
- Impairment
- Interest
- Bad debt
- Income tax
- Taxes collected from customers (e.g., sales and excise)
- Cost of merchandise for resale

**Line 1** - Employer's cost for legally required programs and programs not required by law. Include insurance premiums for hospital plans, medical plans, and single service plans (e.g., dental, vision, prescription drugs); premium equivalents for self-insured plans and fees paid to third-party administrators (TPAs); defined benefit pension plans; defined contribution plans (e.g., profit sharing, 401K, stock option plans); and other fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, Medicare, life insurance benefits, childcare assistance, subsidized commuting, employer contribution to pre-tax benefit accounts). Exclude employee contributions. (Include fringe benefits for all employees reported in **7**, line A.)

**Line 2** - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. Include all charges for payroll, benefits, and services.

**Line 3** - Include expensed office and communication equipment (e.g., copiers, fax machines, telephones); equipment used in manufacturing, sales, and service (e.g., shop and lab equipment); and computer equipment (e.g., CPUs and monitors). Report packaged software on **line 5**. Report leased and rented equipment on **line 15**.

**Line 4** - Materials and supplies used in providing services to others; materials and parts used in repairs; office and janitorial supplies; small tools; containers and other packaging materials; and motor fuels. Exclude cost of merchandise for resale.

**Line 5** - Purchases of prepackaged, custom coded, or vendor customized software. Include software developed or customized by others, web design services and purchases, licensing agreements, upgrades of software, and maintenance fees related to software upgrades and alterations.

**Line 6** - Report the cost of electricity included in a lease or rental payment on **line 16**.

CONTINUE WITH **16** ON PAGE 4

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**16** SELECTED EXPENSES - Continued

**Line 7** - Fuel for heating, power, or generating electricity (e.g., natural gas, propane, heating oil, coal). Report motor fuels on **line 4**. Report the cost of fuels included in a lease or rental payment on **line 16**.

**Line 8** - Include computer facilities management services, computer input preparation, data storage, computer time rental, optical scanning services, and other computer-related advice and services, including training. Exclude expensed integrated systems, repair and maintenance of computer equipment, payroll processing and credit card transaction fees, and expenses for telecommunication services (e.g., Internet, connectivity, telephone).

**Line 9** - Telephone, cellular, and fax services; computer-related communications (e.g., Internet, connectivity, online); and other wired and wireless communication services. Report expensed communication equipment on **line 3**.

**Line 10** - Expensed repair and maintenance services to machinery, vehicles, equipment, and computer hardware. Report materials, parts, and supplies used for repairs and maintenance performed by this firm's employees on **line 4**.

**Line 11** - Include repair and maintenance to integral parts of buildings (e.g., elevators, heating systems). Report materials, parts, and supplies used for repairs and maintenance performed by this firm's employees on **line 4**. Report janitorial and grounds maintenance services on **line 19**.

**Line 12** - Include the cost of hazardous waste removal. Report the cost of utilities included in a lease or rental payment on **line 16**.

**Line 13** - Include marketing and public relations services.

**Line 14** - Include management consulting, accounting, auditing, bookkeeping, legal, actuarial, payroll processing, architectural, engineering, and other professional services. Exclude salaries paid to your own employees for these services.

**Line 15** - Include lease and rental of transportation equipment without operators, and penalties incurred for broken leases. Exclude capital and financing lease agreements. Report expensed software on **line 5**.

**Line 16** - Include penalties incurred for broken leases.

**Line 17** - Payments to government agencies for taxes and licenses. Include business and property taxes. Exclude sales and excise taxes collected from customers and income taxes.

**Line 18** - Include depreciation charges taken against tangible assets owned and used by your firm, tangible assets and improvements owned by your firm within leaseholds, tangible assets obtained through capital lease agreements, and amortization charges against intangible assets (e.g., patents, copyrights). Exclude impairment.

**Line 19** - All other selected expenses, unless specifically excluded in the general instructions. Exclude payroll, purchases of merchandise for resale, and nonoperating expenses.

**Personnel costs, except payroll**

1. Employer's cost for employer paid insurance premiums, pension plans, payroll taxes, and other employee benefits . . . . .

Mark "X" if None

☐

0228

2. Temporary staff and leased employee expense . . . . .

☐

0793

2012		
Expenses of this establishment ONLY		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

**Expensed equipment and materials**

3. Expensed computer hardware and other equipment . . . . .

☐

0795

4. Expensed purchases of other materials, parts, and supplies . . . . .

☐

0797

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

**Expensed purchased services**

5. Expensed purchases of software . . . . .

☐

0801

6. Purchased electricity . . . . .

☐

0452

7. Purchased fuels (Exclude motor fuels.) . . . . .

☐

0451

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

CONTINUE WITH **16** ON PAGE 5

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**16** SELECTED EXPENSES - Continued

**17** and **18** Not Applicable.


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**19** KIND OF BUSINESS OR ACTIVITYWhich **ONE** of the following best describes this establishment's principal kind of business or activity in 2012?

If none of the provided selections seem appropriate, provide a specific description of the primary business activity.

**Mark "X" only ONE box.**

0700 518 210 00 C ☐ Data processing service center - providing data entry, image processing, database management, record conversion, and other computer processing services from central processing centers

773 000 00 1 ☐ Other kind of business or activity - Describe 

0701

**20** Not Applicable.**21** A. 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 2012?

0998 ☐ Yes - Go to line B


0999 ☐ No - Go to **22**

**B. PRINCIPAL BUSINESS OR ACTIVITY OF THE OPERATING ESTABLISHMENTS SERVICED**

Describe the principal kind of business or activity performed by the establishments of your enterprise that are managed or serviced by this establishment.

*Example: If this establishment is a corporate, subsidiary, or regional managing office, data processing service center, or administrative/support office to a chain of clothing stores, please specify "clothing stores" below.* 

0996

**INFORMATION COPY  
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REPORT  
PERCENTS**Percents should be **rounded to whole** percents.If figure is **38.76%** of total sales: **Report** 

2012

Report thousands of dollars OR whole percents.

Estimates are acceptable.

\$ Bil.	Mil.	Thou.	Percent
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text" value="39"/>

**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.)

**Receipts from providing services to clients outside your enterprise.**

**Line 1a** - Report receipts from hosting a client's website and related files in a location that provides fast, reliable connection to the Internet.

**Line 1b** - Report receipts from providing software applications on a leased, fee, or subscription basis from a centralized, hosted, and managed computing environment.

**Line 1c** - 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 1d** - Report receipts from providing rack space within a secured facility for the placement of servers and enterprise platforms. The service includes space for the customer's hardware and software, connection to the Internet or other communication networks, and routine monitoring services.

**Line 1e** - 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 1f** - 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 1g** - 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 1h** - Report receipts from other IT hosting or infrastructure provisioning services, such as hosting a client's application, processing client's data, and computer time sharing.

CONTINUE WITH **23** ON PAGE 7

CONTINUE ON PAGE 7

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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	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>1.</b> Data processing services				
<b>a.</b> Website hosting services, with or without integration of related services . . . . . 36120				
<b>b.</b> Application service provisioning, with or without integration of related services . . . . . 34930				
<b>c.</b> Business process management services, including financial, human resources, supply-chain, customer relations, and vertical markets management . . . . . 34940				
<b>d.</b> Collocation services . . . . . 36130				
<b>e.</b> Data storage services . . . . . 36140				
<b>f.</b> Data management services . . . . . 36150				
<b>g.</b> Video and audio streaming services . . . . . 36160				
<b>h.</b> Other data processing or IT infrastructure provisioning services - <i>Describe type of content</i> 7				
<div style="border: 1px solid black; height: 30px; width: 400px;"></div> . . . . . 36170				
<b>2.</b> Information technology (IT) design and development services				
<b>a.</b> Custom application design and development services . . . 37410				
<b>b.</b> Network design and development services . . . . . 37420				
<b>c.</b> Computer systems design, development, and integration services . . . . . 37430				
<b>3.</b> Information technology (IT) technical support services . . . . . 37520				
<b>4.</b> Information and document transformation services . . . . . 36220				
<b>5.</b> System software publishing . . . . . 34880				
<b>6.</b> Application software publishing . . . . . 34890				
<b>7.</b> IT infrastructure and network management services . . . . . 37510				

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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	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
<b>8.</b> Internet access services - Broadband ( <i>i.e., always-on</i> ) . . . . . 36190				
<b>9.</b> Internet access services - Narrowband ( <i>i.e., dial-up</i> ) . . . . . 36200				
<b>10.</b> Information technology (IT) technical consulting services . . . . 34910				
<b>11.</b> Resale of merchandise				
<b>a.</b> Computer hardware and software . . . . . 39607				
<b>b.</b> Other merchandise, excluding computer hardware and software . . . . . 39618				
<b>12.</b> All other receipts - Describe principal activity and estimated receipts 				
<div style="border: 1px solid black; height: 30px; width: 450px;"></div> . . . . . 39777				
<b>13. TOTAL RECEIPTS - Sum of lines should equal 5 if reporting in dollars</b> . . . . . 39850				100

**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 B0912 ☐ No - Go to **30****B.** Amount of receipts or revenue for exported goods or services . . . . . 0914

2012		
\$ Bil.	Mil.	Thou.

**26-29** Not Applicable.

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

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?

☐

Yes

☐

No - Enter time period covered →

FROM

Month

Year

Month

Year

TO

Name of person to contact regarding this report

Title

Tele-  
phone

Area code

Number

Extension

Fax

Area code

Number

E-mail address

Date  
completed

Month

Day

Year

**Thank you for completing your 2012 ECONOMIC CENSUS form.**

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

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