

# Software Publishers: 2002

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## 2002 Economic Census

*Information*

Industry Series



U S C E N S U S B U R E A U

*Helping You Make Informed Decisions*

U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU



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-- Not applicable for this report.

**Table 1. Summary Statistics for the United States: 2002**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table. Enterprise support establishments are included. Because of this, comparability to 1997 Economic Census data may be limited. See introductory text for an explanation of the treatment of enterprise support establishments in the 2002 Economic Census compared to the 1997 Economic Census]

2002 NAICS code	Kind of business	Estab- lishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of receipts—	
							From admini- strative records <sup>1</sup>	Estimated <sup>2</sup>
5112	Software publishers .....	9 899	103 737 152	34 593 087	8 744 601	353 285	2.2	14.2
51121	Software publishers .....	9 899	103 737 152	34 593 087	8 744 601	353 285	2.2	14.2
511210	Software publishers .....	9 899	103 737 152	34 593 087	8 744 601	353 285	2.2	14.2

<sup>1</sup>Includes receipts information obtained from administrative records of other federal agencies.

<sup>2</sup>Includes receipts information that was imputed based on historic data, administrative data, industry averages, or other statistical methods.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

**Table 2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 and 1997 Economic Censuses. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table. Enterprise support establishments are included. Because of this, comparability to 1997 Economic Census data may be limited. See introductory text for an explanation of the treatment of enterprise support establishments in the 2002 Economic Census compared to the 1997 Economic Census]

1997 NAICS code	Kind of business	Establishments (number)	Receipts (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)
5112	Software publishers ..... 2002..	9 899	103 737 152	34 593 087	353 285
	..... 1997..	12 090	61 699 420	18 386 784	266 380
51121	Software publishers ..... 2002..	9 899	103 737 152	34 593 087	353 285
	..... 1997..	12 090	61 699 420	18 386 784	266 380
511210	Software publishers ..... 2002..	9 899	103 737 152	34 593 087	353 285
	..... 1997..	12 090	61 699 420	18 386 784	266 380

Note: The data in this table are based on the 2002 and 1997 Economic Censuses. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

**Table 3. Product Lines by Kind of Business for the United States: 2002**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table. Enterprise support establishments are included. Because of this, comparability to 1997 Economic Census data may be limited. See introductory text for an explanation of the treatment of enterprise support establishments in the 2002 Economic Census compared to the 1997 Economic Census]

2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line receipts			Response coverage <sup>2</sup> (percent)
			Number	Total receipts (\$1,000)	Amount <sup>1</sup> (\$1,000)	As percent of total receipts of—		
						Estab- lishments with the product line	All estab- lishments <sup>1</sup>	
5112		Software publishers . . . . .	9 899	X	103 737 152	X	100.0	75.7
	35000	Information technology (IT) technical consulting services . . . . .	1 647	52 384 150	3 952 346	7.5	3.8	X
	35050	Custom computer application design and development services . . . . .	1 906	8 886 124	1 791 523	20.2	1.7	72.1
	35051	Web site design and development services . . . . .	212	680 766	95 631	14.0	.1	X
	35052	Database design and development services . . . . .	303	725 463	73 237	10.1	.1	X
	35053	Customization and integration of cross-industry application software . . . . .	392	1 996 801	326 219	16.3	.3	X
	35054	Customization and integration of vertical market application software . . . . .	847	4 620 607	1 072 334	23.2	1.0	X
	35055	Other custom application design and development services . . . . .	349	1 411 916	224 102	15.9	.2	X
	35250	Application service provisioning . . . . .	351	1 762 494	298 760	17.0	.3	X
	35300	Business process management services . . . . .	245	997 951	198 136	19.9	.2	X
	35500	Information technology (IT) technical support services . . . . .	3 737	25 223 689	7 323 770	29.0	7.1	74.3
	35501	Software-related technical support services . . . . .	3 737	25 223 689	7 323 770	29.0	7.1	X
	35600	System software publishing . . . . .	3 789	70 890 858	40 116 830	56.6	38.7	69.2
	35601	Operating systems software publishing . . . . .	1 036	51 427 773	16 434 497	32.0	15.8	X
	35602	Network software publishing . . . . .	1 096	54 641 964	7 523 034	13.8	7.3	X
	35603	Database management software publishing . . . . .	1 625	60 361 439	8 190 571	13.6	7.9	X
	35604	Development tools and programming languages software publishing . . . . .	1 252	53 297 165	4 854 489	9.1	4.7	X
	35605	Other systems software publishing . . . . .	1 045	50 099 987	3 114 239	6.2	3.0	X
	35650	Application software publishing . . . . .	7 168	87 013 686	47 314 042	54.4	45.6	69.3
	35651	General business productivity and home use applications publishing . . . . .	1 704	53 369 844	25 870 844	48.5	24.9	X
	35652	Game software publishing . . . . .	440	41 325 410	4 312 202	10.4	4.2	X
	35653	Cross-industry application software publishing . . . . .	1 842	66 292 247	8 008 848	12.1	7.7	X
	35654	Verticle market application software publishing . . . . .	2 408	14 217 166	3 484 206	24.5	3.4	X
	35655	Utilities software publishing . . . . .	648	12 616 114	438 602	3.5	.4	X
	35656	Other applications software publishing . . . . .	1 214	15 611 996	5 199 340	33.3	5.0	X
	35700	Resale of computer hardware and software . . . . .	1 383	4 485 594	609 968	13.6	.6	X
	35760	Information technology (IT) related training services . . . . .	1 797	19 041 992	724 078	3.8	.7	X
	39000	Merchandise sales . . . . .	299	1 399 414	207 472	14.8	.2	60.5
	39035	Sale of merchandise, excluding computer hardware and software . . . . .	299	1 399 414	207 472	14.8	.2	X
	39500	All other receipts . . . . .	1 605	16 909 156	1 200 227	7.1	1.2	72.6
	39527	All other receipts . . . . .	1 605	16 909 156	1 200 227	7.1	1.2	X
51121		Software publishers . . . . .	9 899	X	103 737 152	X	100.0	75.7
	35000	Information technology (IT) technical consulting services . . . . .	1 647	52 384 150	3 952 346	7.5	3.8	X
	35050	Custom computer application design and development services . . . . .	1 906	8 886 124	1 791 523	20.2	1.7	72.1
	35051	Web site design and development services . . . . .	212	680 766	95 631	14.0	.1	X
	35052	Database design and development services . . . . .	303	725 463	73 237	10.1	.1	X
	35053	Customization and integration of cross-industry application software . . . . .	392	1 996 801	326 219	16.3	.3	X
	35054	Customization and integration of vertical market application software . . . . .	847	4 620 607	1 072 334	23.2	1.0	X
	35055	Other custom application design and development services . . . . .	349	1 411 916	224 102	15.9	.2	X
	35250	Application service provisioning . . . . .	351	1 762 494	298 760	17.0	.3	X
	35300	Business process management services . . . . .	245	997 951	198 136	19.9	.2	X
	35500	Information technology (IT) technical support services . . . . .	3 737	25 223 689	7 323 770	29.0	7.1	74.3
	35501	Software-related technical support services . . . . .	3 737	25 223 689	7 323 770	29.0	7.1	X
	35600	System software publishing . . . . .	3 789	70 890 858	40 116 830	56.6	38.7	69.2
	35601	Operating systems software publishing . . . . .	1 036	51 427 773	16 434 497	32.0	15.8	X
	35602	Network software publishing . . . . .	1 096	54 641 964	7 523 034	13.8	7.3	X
	35603	Database management software publishing . . . . .	1 625	60 361 439	8 190 571	13.6	7.9	X
	35604	Development tools and programming languages software publishing . . . . .	1 252	53 297 165	4 854 489	9.1	4.7	X
	35605	Other systems software publishing . . . . .	1 045	50 099 987	3 114 239	6.2	3.0	X
	35650	Application software publishing . . . . .	7 168	87 013 686	47 314 042	54.4	45.6	69.3
	35651	General business productivity and home use applications publishing . . . . .	1 704	53 369 844	25 870 844	48.5	24.9	X
	35652	Game software publishing . . . . .	440	41 325 410	4 312 202	10.4	4.2	X
	35653	Cross-industry application software publishing . . . . .	1 842	66 292 247	8 008 848	12.1	7.7	X
	35654	Verticle market application software publishing . . . . .	2 408	14 217 166	3 484 206	24.5	3.4	X
	35655	Utilities software publishing . . . . .	648	12 616 114	438 602	3.5	.4	X
	35656	Other applications software publishing . . . . .	1 214	15 611 996	5 199 340	33.3	5.0	X
	35700	Resale of computer hardware and software . . . . .	1 383	4 485 594	609 968	13.6	.6	X
	35760	Information technology (IT) related training services . . . . .	1 797	19 041 992	724 078	3.8	.7	X
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	39500	All other receipts . . . . .	1 605	16 909 156	1 200 227	7.1	1.2	72.6
	39527	All other receipts . . . . .	1 605	16 909 156	1 200 227	7.1	1.2	X
511210		Software publishers . . . . .	9 899	X	103 737 152	X	100.0	75.7
	35000	Information technology (IT) technical consulting services . . . . .	1 647	52 384 150	3 952 346	7.5	3.8	X
	35050	Custom computer application design and development services . . . . .	1 906	8 886 124	1 791 523	20.2	1.7	72.1
	35051	Web site design and development services . . . . .	212	680 766	95 631	14.0	.1	X
	35052	Database design and development services . . . . .	303	725 463	73 237	10.1	.1	X
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See footnotes at end of table.

**Table 3. Product Lines by Kind of Business for the United States: 2002—Con.**

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			Number	Total receipts (\$1,000)	Amount <sup>1</sup> (\$1,000)	As percent of total receipts of—		
						Estab- lishments with the product line	All estab- lishments <sup>1</sup>	
511210		Software publishers—Con.						
	35650	Application software publishing . . . . .	7 168	87 013 686	47 314 042	54.4	45.6	69.3
	35651	General business productivity and home use applications publishing . . . . .	1 704	53 369 844	25 870 844	48.5	24.9	X
	35652	Game software publishing . . . . .	440	41 325 410	4 312 202	10.4	4.2	X
	35653	Cross-industry application software publishing . . . . .	1 842	66 292 247	8 008 848	12.1	7.7	X
	35654	Verticle market application software publishing . . . . .	2 408	14 217 166	3 484 206	24.5	3.4	X
	35655	Utilities software publishing . . . . .	648	12 616 114	438 602	3.5	.4	X
	35656	Other applications software publishing . . . . .	1 214	15 611 996	5 199 340	33.3	5.0	X
	35700	Resale of computer hardware and software . . . . .	1 383	4 485 594	609 968	13.6	.6	X
	35760	Information technology (IT) related training services . . . . .	1 797	19 041 992	724 078	3.8	.7	X
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	39035	Sale of merchandise, excluding computer hardware and software . . . . .	299	1 399 414	207 472	14.8	.2	X
	39500	All other receipts . . . . .	1 605	16 909 156	1 200 227	7.1	1.2	72.6
	39527	All other receipts . . . . .	1 605	16 909 156	1 200 227	7.1	1.2	X

<sup>1</sup>Product line receipts and/or product line percents may not sum to total due to exclusion of selected lines to avoid disclosing data for individual companies, due to rounding, and/or due to exclusion of lines that did not meet publication criteria.

<sup>2</sup>Receipts of establishments reporting product lines as percent of total receipts.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

**Table 4. Concentration by Largest Firms for the United States: 2002**

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table. Enterprise support establishments are included. Because of this, comparability to 1997 Economic Census data may be limited. See introductory text for an explanation of the treatment of enterprise support establishments in the 2002 Economic Census compared to the 1997 Economic Census]

2002 NAICS code	Kind of business and largest firms based on receipts	Establishments (number)	Receipts		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
5112	Software publishers						
	All firms .....	9 899	103 737 152	100.0	34 593 087	8 744 601	353 285
	4 largest firms .....	196	40 889 885	39.4	9 724 918	2 106 331	54 521
	8 largest firms .....	401	47 243 668	45.5	11 690 271	2 648 022	78 189
	20 largest firms .....	844	58 102 066	56.0	16 524 562	4 034 474	121 083
	50 largest firms .....	1 333	68 456 622	66.0	19 907 752	4 932 601	159 581
51121	Software publishers						
	All firms .....	9 899	103 737 152	100.0	34 593 087	8 744 601	353 285
	4 largest firms .....	196	40 889 885	39.4	9 724 918	2 106 331	54 521
	8 largest firms .....	401	47 243 668	45.5	11 690 271	2 648 022	78 189
	20 largest firms .....	844	58 102 066	56.0	16 524 562	4 034 474	121 083
	50 largest firms .....	1 333	68 456 622	66.0	19 907 752	4 932 601	159 581
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	4 largest firms .....	196	40 889 885	39.4	9 724 918	2 106 331	54 521
	8 largest firms .....	401	47 243 668	45.5	11 690 271	2 648 022	78 189
	20 largest firms .....	844	58 102 066	56.0	16 524 562	4 034 474	121 083
	50 largest firms .....	1 333	68 456 622	66.0	19 907 752	4 932 601	159 581

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.