

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



FORM
SA-5112A

DUE
DATE ▸

2000 SERVICE ANNUAL SURVEY

Software Publishers

NOTICE — Your report to the Census Bureau is confidential by law (Title 13, U.S. Code). It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

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RETURN COMPLETED FORM TO



U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001

Any questions call
1-800-772-7851 weekdays,
8:30 a.m. to 5:00 p.m. EST

(Please correct any error in name, address, or ZIP Code)

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, U.S. Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau.

Item 1 SURVEY COVERAGE

This report covers all domestic locations operated by your company and its subsidiaries primarily engaged in computer software publishing or publishing and reproduction. Locations in this industry carry out operations necessary for producing and distributing computer software, such as designing, providing documentation, assisting in installation, and providing support services to software purchasers. These locations may design, develop, and publish, or publish only.

Does the above coverage describe this firm's business activity?

- 0001 1 Yes — Continue with Item 3
2 No — Specify your business activity and continue with Item 3 ▾

0002

Item 2 NOT APPLICABLE TO THIS FORM

Item 3 REPORT PERIOD

Mark (X) the one box which best describes the period covered by your report.

If the data reported are for a period other than the "calendar year," please enter the beginning and ending dates.

- 0006 1 Calendar year — Go to Item 4A

- 2 Fiscal year
3 Less than 12 months

		2000		
		Month	Day	Year
From	0007			
	0008			
To				

Item 4	SOURCES OF REVENUE — Report figures in whole dollars. Enter "0" in items where applicable.	Key code	2000			
			Bil.	Mil.	Thou.	Dol.
	<i>Report revenue by source in whole dollars. Do not combine data for two or more revenue lines.</i>					
	An estimate is acceptable if a book figure is not available.					
	Line 1 – Personal Computer Software – Report revenue from software developed primarily for non-network, stand-alone personal computers. Report all non-mainframe operating system software revenue in line 3.	1. Personal computer software revenue				
		a. Consumer applications	724			
		b. Cross-industry applications	725			
		c. Vertical market applications	726			
		d. Software development tools, languages, and utilities	727			
	Line 1a – Report revenue from software developed primarily for home-based use; examples include home-based education packages, game and entertainment software, and home productivity software, such as personal finance and personal creativity applications.	2. Enterprise software revenue				
		a. Cross-industry applications	728			
		b. Vertical market applications	729			
		c. Software development tools, languages, and utilities	730			
	Line 1b – Report revenue from software developed primarily for general business use on non-network, stand-alone personal computers. Include word processing products, spreadsheet software, graphics design applications. Report revenue from operating system software for all non-mainframe platforms in line 3.	3. Systems and systems management software revenue	731			
	Line 1c – Report revenue from software developed primarily for industry-specific use on non-network, stand-alone personal computers. Include banking, health care, insurance, and engineering design software.	4. Electronic commerce enabling technologies and software	732			
	Line 2 – Enterprise Software – Report revenue from software developed primarily for network-based computers. Report revenue from mainframe computer software in line 5a, b, and c.	5. Mainframe computer software revenue				
	Line 2a – Report revenue from network-based software developed primarily for general business use.	a. Operating systems software	733			
	Line 2b – Report revenue from software developed for network-based computers for industry-specific use.	b. Database software	734			
	Line 3 – Report revenue from operating systems and systems management software developed primarily for all non-mainframe platforms, including minicomputers, workstations, stand-alone PCs, LAN-based PCs, and client/server systems. Report revenue from mainframe-based operating systems packaged software in line 5a.	c. Networking software	735			
	Line 4 – Report revenue from software developed primarily to facilitate business conducted over networks using open, non-proprietary communication protocols. Include web site management software, transaction processing software, internet security packages, and electronic software distribution (ESD) technology.	6. Other services revenue				
	Line 5 – Mainframe Computer Software – Report revenue from software developed primarily for mainframe-based computers. Include revenue for software designed to run in a centralized fashion.	a. Implementation and customization	736			
		b. Software upgrades and maintenance	737			
		c. Software user training	738			
		d. Internet access fees	821			
		e. Web site advertising	740			
	Line 6d – Internet access fees – Include revenue from Internet access providers supplying only internet access and revenue from subscription fees for online information services.	f. Web hosting and design	916			
	Note – If the amount reported on line 7 is greater than 20 percent of the total revenue reported in line 8, indicate the source of these revenue in the "Remarks" section on page 4.	7. Other revenue	610			
		8. TOTAL REVENUE	002			

Item 5A EXPORTS

An estimate is acceptable if a book figure is not available.

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 revenue from the sale of personal computer software, enterprise software, systems and systems management software, electronic business enabling software and technologies, mainframe computer software and software services to customers or clients located outside the United States. Products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. Exclude products provided to domestic subsidiaries of foreign firms.

Did the total revenue reported in Item 4 include any amounts received for exported services or products?

0009 1 Yes
2 No

Key code	2000			
	Bil.	Mil.	Thou.	Dol.
004				

Item 5B E-COMMERCE RECEIPTS/REVENUE

E-commerce includes sales and receipts from any transaction completed over an Internet, extranet, EDI network, electronic mail or other online system. Transactions are agreements between buyers and sellers to transfer ownership of, or rights to use, goods or services. Payment for these goods and services may or may not be made online. Please see the instruction sheet for further clarification before completing this item.

An estimate is acceptable if a book figure is not available.

1. Did your firm have e-commerce receipts/revenue during 2000?

0011 1 Yes — Enter the date your firm began e-commerce sales.
2 No — Continue to Item 5C.

0010

Month (i.e., June=06)	Year (i.e., 2000=00)

2. What was your firm's e-commerce receipts/revenue for 2000? (Include e-commerce receipts/revenue in Item 4. Exclude sales taxes.)

Key code	2000			
	Bil.	Mil.	Thou.	Dol.
005				

Item 5C INVENTORIES AT END OF YEAR (DECEMBER 31, 2000)

An estimates is acceptable if a book figure is not available.

Report inventories at cost or market value using generally accepted accounting methods.

- a. Finished goods and work-in-process
- b. Materials, supplies, fuel, etc.
- c. TOTAL inventories

Key code	End of 2000			
	Bil.	Mil.	Thou.	Dol.
621				
622				
623				

< Please Continue to Item 6. >

Item 6 PURCHASED EXPENSES An estimate is acceptable if a book figure is not available.	Key code	2000			
		Bil.	Mil.	Thou.	Dol.
	a. Cost of purchased printing	620			
	b. Cost of purchased software reproduction	742			
c. Cost of purchased programming services	743				

Item 7 NUMBER OF LOCATIONS	2000 Number
Enter the total number of service locations covered by this report as of December 31, 2000? _____	0012

Item 8 OWNERSHIP OR CONTROL	0014	Name of owning or controlling company									
		Number and street									
a. Does another firm own more than 50 percent of the voting stock or have the power to control the management and policies of this company? 0013 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No		City, State, and ZIP Code									
		EIN 0015									
b. Did this firm acquire or merge with another company during 2000? 0016 1 <input type="checkbox"/> Yes 2 <input type="checkbox"/> No	0017	Name of company acquired or merged with									
		Number and street									
		City, State, and ZIP Code									
		0018	Month	Year		0019	EIN				

Item 9 REMARKS - Please use this space for any explanations that may be helpful in understanding your reported data. For any separate correspondence pertaining to this report, please include the IDENTIFICATION number shown in the address label area or at the top of the page.	0027
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Public reporting burden for this collection of information is estimated to average 1.0 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Associate Director for Finance and Administration; Attn: Paperwork Reduction Project; U.S. Census Bureau; Room 3104, FB 3; Washington, DC 20233-0001. PLEASE INCLUDE FORM NAME AND NUMBER IN ALL CORRESPONDENCE. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner on the front of this form.

Item 10 CERTIFICATION - This report is substantially accurate and has been prepared in accordance with instructions.			
0020	Name of person completing this report - Please print	0021	Address (Number and street, city, State, ZIP Code)
		0022	Telephone
		Area code	Number Extension
	Signature of authorized person	0023	Fax number
		Area code	Number Extension
0024	Title	0025	Date
		0026	E-mail Address

Please return the completed form in the enclosed envelope.
If you prefer, you may fax the completed form to 1-800-447-4613.

SERVICE ANNUAL SURVEY

INFORMATION SECTOR

GENERAL INSTRUCTIONS

Your report should be completed and returned in the preaddressed envelope provided on or before the due date. If the report does not appear to apply to your kind of business or activity, describe your business or activity in Item 1 and complete the remainder of the form as accurately as possible.

If filing within the required time frame will cause an undue burden and you would like an extension, or if you have any questions, please write to the

U.S. Census Bureau
1201 East 10th Street
Jeffersonville, IN 47132-0001

or call our Census Bureau representative in Jeffersonville, Indiana at 1-800-772-7851, weekdays from 8:30 a.m. to 5:00 p.m., eastern time.

Always include your identification number, located in the address label, in any correspondence.

IF BOOK FIGURES ARE NOT AVAILABLE,
ESTIMATES ARE ACCEPTABLE.

Please read all instructions before making your entries.

Report data for the calendar year specified. If calendar year records are not available, we will accept fiscal year data. Please note, however, that we prefer estimates for the calendar year to book figures covering a different time period. Report all values in dollars (omit cents). Enter "0" in items where appropriate. Please do not combine data for two or more revenue lines.

For location(s) sold or acquired during the year specified, report only for the period that the location(s) were operated by this firm.

SPECIFIC INSTRUCTIONS

Revenue

Report revenue for all services rendered and any sales of merchandise for the calendar year specified, even though payment may have been received at a later date. Firms operating on a commission basis should report commissions, fees, and other operating income, not gross billings or sales.

Include –

- Total value of service contracts.
- Amounts received for work subcontracted to others.
- Market value of compensation in lieu of cash.
- Revenue from services performed by domestic locations for FOREIGN parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Royalties, license fees, and other payments from the marketing of intangible products (e.g., licensing the use of or granting reproduction rights for software, musical compositions, and other intellectual property).

Exclude –

- Taxes (sales, amusement, occupancy, use, or other) collected directly from customers or clients and paid directly to a local, State, or Federal tax agency.
- Revenue from a domestic parent organization, or from franchise locations owned by others and any franchise or license fees.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. Possessions).
- Revenue from the sale of used equipment.
- Installment payments from leasing under capital, finance, or full-payout leases.
- Proceeds from the sale of real estate (land and buildings), investments, or other assets (except inventory held for resale).
- Contributions, gift, grants, and income from interest, rental of real estate, and dividends **except** for public broadcast stations and libraries.

SERVICE ANNUAL SURVEY
INFORMATION SECTOR
SPECIFIC INSTRUCTIONS – Continued

E-commerce Receipts/Revenue

(In the following instructions, online refers to any transaction completed over an Internet, extranet, EDI network, electronic mail or other online system.)

Include –

- Revenue from online orders for goods or services placed by a buyer.
- Revenue from online services provided where charges are based on the usage of those services (e.g., commissions or fees from use of computerized reservation systems, financial transaction processing systems, etc.)
- Commissions or fees from the trading of securities or the sale of other financial products online (e.g., insurance, loans, etc.).
- Commissions or fees from selling or from facilitating the sale of third party products (e.g., click-through including referral fees) through your company's Web site.
- Revenue from orders or contracts negotiated online with a buyer and seller on the price and terms for transferring ownership or the rights to use goods or services.
- Revenue from telephone transactions using interactive voice response systems.

Exclude – revenue from:

- Online billings where the order or contract was not negotiated online.
- Delivery of services online where the order or contract was not negotiated online.
- Provision of telecommunications and related infrastructure systems (e.g., data transfer, Web hosting, Internet access) where the order or contract for such services was not negotiated online.
- Orders for goods or services placed by facsimile machine or over switched telephone network.