

## Key Findings - By Business Type

View findings by business type:

### Business Services

Given the overall optimism cited by companies responding to the 2005 Sage Software Business Minds Survey, it's no wonder that companies supplying business services are among the most optimistic — after all, when their customers are looking to invest in improvements, business services organizations are major beneficiaries. Their success in the past year, with 74% experiencing increased revenues, is a strong indicator as to why they'd be happy to set up business again — 98% of them indicate that willingness, more than any other industry surveyed.

**↑ 74%**

Business services organizations reporting increased revenues last year

**↑ 83%**

Business services organizations forecasting increased revenues next year

#### Of note for business services companies:

- 74% saw improved revenues last year and 83% project improved revenues next year.
- Highest likelihood of setting up business again. 98% cited willingness to set up again.
- 80% allow work from home, highest of all industries (69% of all respondents indicate allowing work from home at least occasionally).
- The personal technology "must have" is e-mail and a desktop PC. 22% cited e-mail as a "must have," more than two times the average of all industries (10% average).
- The "must have" technologies for the company are not much different — e-mail, Internet, and desktop PC are the top three, with e-mail cited by 85% of business services companies, more than any other industry (68% average response).