

Key Findings - By Business Type

View findings by business type:

Retail

Ah, retail! Long hours, but the fruits of labor are ripe! With 68% of retailers reporting increased revenues last year, according to the 2005 Sage Software Business Minds Survey, retail was among the better performing industries — only manufacturing and business services companies reported increased revenue in higher numbers. But in retail, 61% also reported increased profits, and only 11% suffered decreased profitability, making retail, overall, the best performing of all industries surveyed.

↑ 68%

Retailers reporting increased revenues

↑ 61%

Retailers reporting increased profits

↓ 11%

Retailers reporting decreased profits

Of note for retail companies:

- In general fewer retailers plan increased business investments compared to other sectors. Retailers who do plan to increase investments intend to focus them on marketing, salaries, and training.
- Among the highest level of working hours – only construction works longer hours. 86% of retailers work 40-79 hours a week (construction 90%; North America average 80%); 92% of retailers work at least some weekends.
- Retailers are more likely than other industries to turn first to a software reseller/implementer for advice on technology purchases.