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Business Reference Guide Online

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Computer Consulting

SIC: Unavailable**NAICS:** 5415**Number of Businesses / Units:**
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See industry description for 54151 below.

Rules of Thumb

50 to 75 percent of annual sales

Pricing Tips

Note: Many consulting businesses are one-man operations or are headed by someone who has the contacts and may basically be "the business." This person may be the goodwill and without his or her presence the business may not be worth much. If this person stays while the business is slowly being transferred and an earnout is in place, the value may still be there.

Benchmarks

"The top four companies are estimated to have a one-third share of total industry revenue (derived within North America only). The industry has two extremes with 83.5 percent of establishments having 9 or fewer employees, but with 1,696 establishments having more than 100 employees, including 118 with more than 500. The level of industry concentration is not expected to change significantly over the outlook period, due to the large number of small contractors continuing to work within it."

Source: IBISWorld, Inc., July 21, 2006, www.ibisworld.com

"Of those that run multi-person businesses, most have fewer than three owners. Corporations have two to three non-owner employees.

"Almost 90% of firms earned \$500,000 or less, while 4.4% earned a million or more.

"75% of ICCA Consultants have over 15 years of experience in their field."
Source: Independent Computer Consultants Association, (ICCA), www.icca.org

Additional Resources

Associations

▶ [IndependentComputerConsultants Association](#)

