

Service bulletin

Software Development and Computer Services



2006

Highlights

- The three industries that comprise the computer services industry in Canada saw their combined operating revenues increase to \$33.1 billion in 2006, up 7.5% from 2005. The operating profit margin, at 6.3%, was similar to the previous year.
- Most of the industry growth was attributable to businesses classified in the computer systems design and related services industry.
- In 2006, computer systems design and related services, posted an operating revenue increase of 11.0% to \$23.9 billion. The operating profit margin, at 6.1%, was slightly lower than the previous year.
- The software publishing industry recorded operating revenues of \$6.3 billion, down 1.4% from 2005. Despite this, the operating profit margin doubled to 4.6%, as businesses were able to reduce expenses.
- Operating revenues of the data processing industry were at \$2.8 billion. However, the industry was able to shave off about 6% in operating expenses from the previous year, doubling the operating profit margin to 12%.
- Sales to businesses in Canada accounted for about half of the total operating revenues in 2006. While one-quarter of revenues came from public sector clients and households, exports continued to be an important source of revenues for computer services firms, accounting for the remaining sales.

Note: The Annual Survey of Software Development and Computer Services comprises three North American Industry Classification System industries; software publishers (51121), data processing, hosting and related services (51821), and computer systems design and related services (54151).



Statistical tables

Table 1

Summary statistics for the computer systems design and related services industry, by province and territory, 2004 to 2006

| | Operating revenue | Operating expenses | Salaries, wages and benefits | Operating profit margin | Statistical establishments | Number of paid employees |
|---------------------------|---------------------|--------------------|------------------------------|-------------------------|----------------------------|--------------------------|
| | millions of dollars | | | percent | number | |
| 2006^p | | | | | | |
| Newfoundland and Labrador | 140.6 | 135.3 | 61.1 | 3.8 | 156 | 952 |
| Prince Edward Island | 34.6 | 32.8 | 20.5 | 5.4 | 60 | 296 |
| Nova Scotia | 316.1 | 296.6 | 156.2 | 6.2 | 584 | F |
| New Brunswick | 212.0 | 209.6 | 79.6 | 1.1 | 338 | 1,327 |
| Quebec | 4,844.3 | 4,823.7 | 2,663.5 | 0.4 | 9,660 | 35,738 |
| Ontario | 12,523.8 | 11,469.3 | 5,443.4 | 8.4 | 26,596 | 72,553 |
| Manitoba | 418.2 | 389.3 | 220.7 | 6.9 | 628 | 3,261 |
| Saskatchewan | 273.4 | 259.7 | 154.1 | 5.0 | 487 | 2,027 |
| Alberta | 2,704.4 | 2,454.8 | 1,177.0 | 9.2 | 6,278 | F |
| British Columbia | 2,466.2 | 2,402.0 | 1,150.4 | 2.6 | 6,441 | 17,257 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 23,944.6 | 22,483.8 | 11,131.7 | 6.1 | 51,161 | 154,108 |
| 2005^r | | | | | | |
| Newfoundland and Labrador | 130.0 | 128.9 | 55.2 | 0.8 | 153 | 802 |
| Prince Edward Island | 16.6 | 18.9 | 11.5 | -14.0 | 54 | 246 |
| Nova Scotia | 360.9 | 356.5 | 193.4 | 1.2 | 575 | 3,108 |
| New Brunswick | 217.2 | 214.3 | 84.4 | 1.3 | 332 | 1,302 |
| Quebec | 4,735.8 | 4,581.2 | 2,311.7 | 3.3 | 8,798 | 31,985 |
| Ontario | 11,071.6 | 10,097.5 | 4,466.3 | 8.8 | 24,661 | 63,372 |
| Manitoba | 415.9 | 373.5 | 201.4 | 10.2 | 637 | 3,055 |
| Saskatchewan | 263.8 | 252.4 | 145.8 | 4.3 | 439 | 2,022 |
| Alberta | 2,154.3 | 1,791.8 | 825.0 | 16.8 | 5,813 | 12,274 |
| British Columbia | 2,178.4 | 2,087.8 | 943.9 | 4.2 | 5,942 | 14,190 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 21,567.4 | 19,923.2 | 9,248.1 | 7.6 | 47,479 | 132,501 |
| 2004^r | | | | | | |
| Newfoundland and Labrador | 174.2 | 165.9 | 66.9 | 4.7 | 161 | 1,051 |
| Prince Edward Island | 24.0 | 19.3 | 11.4 | 19.7 | 63 | 196 |
| Nova Scotia | 312.5 | 301.8 | 142.0 | 3.4 | 563 | 2,797 |
| New Brunswick | 196.5 | 202.2 | 91.8 | -2.9 | 349 | 1,473 |
| Quebec | 4,523.8 | 4,409.1 | 2,154.6 | 2.5 | 9,632 | 36,485 |
| Ontario | 10,816.6 | 10,587.0 | 4,836.8 | 2.1 | 26,962 | 66,147 |
| Manitoba | 483.0 | 341.1 | 172.7 | 29.4 | 633 | 2,650 |
| Saskatchewan | 246.0 | 259.6 | 141.1 | -5.6 | 471 | 1,989 |
| Alberta | 2,093.9 | 1,792.3 | 773.6 | 14.4 | 6,321 | 13,350 |
| British Columbia | 1,848.4 | 1,692.0 | 754.4 | 8.5 | 6,039 | 12,472 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 20,727.0 | 19,777.4 | 9,148.0 | 4.6 | 51,230 | 138,671 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision.

Table 2
Summary statistics for the software publishers industry, by province and territory, 2004 to 2006

| | Operating revenue | Operating expenses | Salaries, wages and benefits | Operating profit margin | Statistical establishments | Number of paid employees |
|---------------------------|---------------------|--------------------|------------------------------|-------------------------|----------------------------|--------------------------|
| | millions of dollars | | percent | | number | |
| 2006 p | | | | | | |
| Newfoundland and Labrador | x | x | x | x | x | x |
| Prince Edward Island | x | x | x | x | x | x |
| Nova Scotia | 26.1 | 22.5 | 13.3 | 13.8 | 24 | 260 |
| New Brunswick | 50.6 | 41.3 | 18.9 | 18.5 | 20 | 356 |
| Quebec | 1,210.1 | 1,201.0 | 629.8 | 0.8 | 342 | 8,472 |
| Ontario | 2,906.2 | 2,758.7 | 1,462.1 | 5.1 | 773 | 16,690 |
| Manitoba | 90.7 | 88.2 | 58.7 | 2.7 | 30 | 650 |
| Saskatchewan | 26.3 | 22.4 | 9.7 | 14.8 | 15 | 161 |
| Alberta | 680.3 | 569.7 | 272.0 | 16.2 | 205 | F |
| British Columbia | 1,277.2 | 1,275.0 | 729.4 | 0.2 | 344 | 8,608 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 6,272.7 | 5,984.2 | 3,197.1 | 4.6 | 1,765 | 38,334 |
| 2005 r | | | | | | |
| Newfoundland and Labrador | x | x | x | x | x | x |
| Prince Edward Island | x | x | x | x | x | x |
| Nova Scotia | 24.5 | 23.5 | 13.8 | 4.0 | 21 | 272 |
| New Brunswick | 49.2 | 37.7 | 19.0 | 23.4 | 18 | 346 |
| Quebec | 1,207.0 | 1,155.8 | 592.7 | 4.2 | 380 | 8,127 |
| Ontario | 3,228.3 | 3,201.7 | 1,517.2 | 0.8 | 959 | 17,154 |
| Manitoba | 70.9 | 65.2 | 44.0 | 8.1 | 25 | 532 |
| Saskatchewan | F | F | F | F | F | F |
| Alberta | 564.4 | 487.8 | 247.4 | 13.6 | 230 | 3,207 |
| British Columbia | 1,185.8 | 1,231.3 | 646.4 | -3.8 | 326 | 7,701 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 6,358.3 | 6,231.0 | 3,094.5 | 2.0 | 1,994 | 37,591 |
| 2004 r | | | | | | |
| Newfoundland and Labrador | x | x | x | x | x | x |
| Prince Edward Island | x | x | x | x | x | x |
| Nova Scotia | 27.3 | 31.3 | 18.0 | -15.0 | 22 | 269 |
| New Brunswick | 45.9 | 41.9 | 21.7 | 8.8 | 24 | 421 |
| Quebec | 1,211.6 | 1,167.6 | 565.0 | 3.6 | 437 | 7,146 |
| Ontario | 3,345.7 | 3,147.5 | 1,475.6 | 5.9 | 1,343 | 18,027 |
| Manitoba | 47.2 | 45.9 | 27.3 | 2.6 | 21 | 420 |
| Saskatchewan | 23.0 | 20.2 | 9.7 | 12.0 | 15 | 179 |
| Alberta | 402.4 | 371.3 | 165.7 | 7.7 | 259 | 2,129 |
| British Columbia | 1,164.8 | 1,158.9 | 601.8 | 0.5 | 469 | 7,646 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 6,276.2 | 5,992.3 | 2,889.5 | 4.5 | 2,602 | 36,341 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 511210). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision.

Table 3
Summary statistics for data processing, hosting and related services industry, by province and territory, 2004 to 2006

| | Operating revenue | Operating expenses | Salaries, wages and benefits | Operating profit margin | Statistical establishments | Number of paid employees |
|---------------------------|---------------------|--------------------|------------------------------|-------------------------|----------------------------|--------------------------|
| | millions of dollars | | percent | | number | |
| 2006 p | | | | | | |
| Newfoundland and Labrador | x | x | x | x | x | x |
| Prince Edward Island | x | x | x | x | x | x |
| Nova Scotia | F | F | F | F | F | F |
| New Brunswick | F | F | F | F | x | x |
| Quebec | 292.2 | 272.2 | 126.5 | 6.8 | 222 | 2,291 |
| Ontario | 1,725.3 | 1,500.5 | 586.8 | 13.0 | 531 | 8,881 |
| Manitoba | 26.8 | 27.0 | 10.7 | -0.7 | 23 | 186 |
| Saskatchewan | 8.7 | 7.0 | 3.2 | 19.6 | 21 | 64 |
| Alberta | 317.7 | 269.0 | 140.5 | 15.4 | 157 | F |
| British Columbia | 436.5 | 393.2 | 131.1 | 9.9 | 188 | 2,348 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 2,833.5 | 2,493.3 | 1,008.3 | 12.0 | 1,181 | 15,521 |
| 2005 r | | | | | | |
| Newfoundland and Labrador | x | x | x | x | x | x |
| Prince Edward Island | x | x | x | x | x | x |
| Nova Scotia | 19.5 | 17.0 | 7.5 | 12.8 | 15 | 103 |
| New Brunswick | x | x | x | x | x | x |
| Quebec | 282.7 | 296.2 | 164.1 | -4.8 | 204 | 2,140 |
| Ontario | 1,757.3 | 1,625.1 | 654.5 | 7.5 | 520 | 8,771 |
| Manitoba | 29.1 | 38.9 | 12.8 | -33.7 | 15 | 205 |
| Saskatchewan | 11.8 | 11.5 | 6.4 | 2.4 | 20 | 131 |
| Alberta | 249.8 | 206.1 | 102.2 | 17.5 | 186 | 1,188 |
| British Columbia | 459.8 | 448.0 | 195.3 | 2.6 | 183 | 2,775 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 2,815.3 | 2,652.2 | 1,147.8 | 5.8 | 1,161 | 15,385 |
| 2004 r | | | | | | |
| Newfoundland and Labrador | x | x | x | x | x | x |
| Prince Edward Island | x | x | x | x | x | x |
| Nova Scotia | F | F | F | F | F | F |
| New Brunswick | x | x | x | x | x | x |
| Quebec | 350.4 | 318.2 | 133.6 | 9.2 | 286 | 1,921 |
| Ontario | 1,633.6 | 1,513.1 | 571.6 | 7.4 | 628 | 7,795 |
| Manitoba | 24.0 | 16.9 | 5.6 | 29.6 | 24 | 121 |
| Saskatchewan | 11.1 | 10.7 | 5.5 | 3.9 | 53 | 159 |
| Alberta | 213.0 | 189.1 | 81.0 | 11.2 | 157 | 1,329 |
| British Columbia | 421.1 | 382.1 | 165.1 | 9.3 | 158 | 2,339 |
| Territories ¹ | x | x | x | x | x | x |
| Canada | 2,675.3 | 2,451.1 | 969.7 | 8.4 | 1,342 | 13,779 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 518210). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision.

Table 4
Operating revenue by type of goods and services for the computer systems design and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|---|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|--------|
| | percent | | | | | | | | | | | |
| Software publishing services | | | | | | | | | | | | |
| Total packaged software product revenues | | | | | | | | | | | | |
| 2006 | 9.8 | x | 14.5 | 9.6 | 8.6 | 10.0 | 10.0 | 6.0 | F | 7.9 | x | 10.2 |
| 2005 | x | x | 6.9 | 8.7 | 8.7 | 7.4 | 8.8 | 6.8 | 8.0 | 10.8 | x | 8.1 |
| 2004 | x | x | 8.3 | 7.4 | 6.4 | 5.9 | 9.2 | 6.0 | 8.1 | 9.6 | x | 6.7 |
| Computer systems design and related services | | | | | | | | | | | | |
| IT technical consulting services | | | | | | | | | | | | |
| 2006 | 12.2 | 28.3 | 21.4 | 21.6 | 30.3 | 20.2 | 31.1 | 29.4 | 21.5 | 12.7 | x | 21.9 |
| 2005 | x | 10.8 | 21.6 | 8.0 | 20.5 | 23.3 | 22.5 | 23.1 | 23.2 | 18.4 | x | 21.9 |
| 2004 | 7.4 | 11.3 | 19.5 | 25.6 | 25.0 | 23.7 | 25.2 | 22.3 | 25.2 | 23.3 | x | 23.9 |
| Web site design and development services | | | | | | | | | | | | |
| 2006 | 1.6 | 9.4 | 2.0 | 3.6 | 2.2 | 5.6 | 1.3 | 2.7 | 1.3 | 3.7 | x | 4.1 |
| 2005 | x | x | 0.3 | 8.0 | 2.6 | 1.3 | 2.2 | 1.9 | 0.9 | 3.9 | x | 1.9 |
| 2004 | x | 8.6 | 3.7 | 5.0 | 1.9 | 4.3 | x | 6.6 | 5.4 | x | x | 3.7 |
| Database design and development services | | | | | | | | | | | | |
| 2006 | 3.8 | 17.0 | 4.7 | 5.7 | 0.5 | 1.6 | 3.7 | 2.2 | 1.5 | 5.4 | x | 1.9 |
| 2005 | x | x | 1.1 | 2.0 | 2.3 | 2.1 | 2.0 | 1.6 | 2.5 | 4.3 | x | 2.4 |
| 2004 | 0.5 | x | 1.7 | 0.4 | 2.0 | 4.1 | 0.6 | 1.4 | 5.1 | 4.0 | x | 3.5 |
| Customization and integration of packaged software | | | | | | | | | | | | |
| 2006 | 7.5 | x | 3.5 | 3.4 | 7.6 | 8.6 | 11.4 | 14.3 | 11.5 | 6.7 | x | 8.5 |
| 2005 | x | x | 10.1 | 3.7 | 11.0 | 7.2 | 9.5 | 11.2 | 9.8 | 12.3 | x | 8.9 |
| 2004 | x | x | 4.0 | 1.7 | 8.3 | 6.3 | 12.0 | 9.8 | 7.1 | 15.4 | x | 7.7 |
| Other custom application design and development services | | | | | | | | | | | | |
| 2006 | 4.2 | 3.0 | 8.1 | 5.6 | 4.2 | 9.5 | 3.8 | 2.3 | F | 24.0 | x | 9.1 |
| 2005 | x | x | 5.8 | 5.8 | 11.9 | 11.9 | 6.5 | 6.2 | 9.0 | 9.2 | x | 11.0 |
| 2004 | 4.9 | 15.7 | 3.8 | 9.7 | 9.6 | 9.4 | 4.3 | 5.6 | 2.8 | 10.0 | x | 8.5 |
| Network design and development services | | | | | | | | | | | | |
| 2006 | 3.9 | 2.3 | 1.4 | 2.4 | 0.6 | 1.0 | 0.7 | 0.3 | 2.1 | 1.7 | x | 1.1 |
| 2005 | x | x | 1.1 | 3.4 | x | 1.9 | 0.6 | 1.8 | 1.7 | 0.8 | x | 2.1 |
| 2004 | x | x | 1.6 | 1.8 | 4.9 | 2.6 | 0.3 | 2.3 | x | 0.5 | x | 2.7 |
| Computer systems design, development and integration services | | | | | | | | | | | | |
| 2006 | 22.4 | x | 11.0 | 15.3 | 9.7 | 8.6 | 13.4 | 11.6 | 9.9 | 7.4 | x | 9.1 |
| 2005 | x | 19.2 | 10.4 | 18.4 | 6.0 | 8.2 | 10.6 | 11.7 | x | 9.2 | x | 7.9 |
| 2004 | x | 11.5 | 8.2 | 6.4 | 8.0 | 6.5 | 16.1 | 11.9 | 7.1 | 10.1 | x | 7.5 |
| IT technical support services | | | | | | | | | | | | |
| 2006 | 1.9 | 0.6 | 3.6 | 3.5 | 4.8 | 6.6 | 3.4 | 2.0 | 5.8 | 6.6 | x | 6.0 |
| 2005 | 3.0 | 15.2 | 12.0 | 2.2 | 4.3 | 7.6 | 5.1 | 6.1 | 13.4 | 8.4 | x | 7.5 |
| 2004 | x | x | 4.7 | 6.9 | 3.1 | 13.6 | 2.5 | 4.5 | 7.8 | 7.2 | x | 9.6 |
| Data processing, hosting and related services | | | | | | | | | | | | |
| 2006 | 9.0 | 29.2 | 15.2 | 9.6 | 21.8 | 16.5 | 12.7 | 23.9 | 8.9 | 10.2 | x | 16.0 |
| 2005 | 10.0 | 5.2 | 5.7 | 11.6 | 19.7 | 16.5 | 23.6 | 26.1 | 9.9 | 7.5 | x | 15.6 |
| 2004 | x | x | 12.5 | 17.5 | 19.9 | 15.0 | 17.5 | 21.9 | 10.2 | 6.2 | x | 15.0 |
| Hardware sales, rentals and maintenance | | | | | | | | | | | | |
| 2006 | 22.7 | x | 7.8 | 18.8 | 3.6 | 7.6 | 6.9 | 2.2 | 11.9 | 7.9 | x | 7.4 |
| 2005 | x | x | 19.2 | 26.8 | x | 7.5 | 6.1 | 2.9 | x | 7.5 | x | 8.2 |
| 2004 | x | x | 23.9 | x | 5.2 | 4.8 | x | 6.4 | 15.6 | 5.8 | x | 6.8 |
| Payments from subsidiaries or affiliates as a result of management fees, research and development charges, royalties, etc. | | | | | | | | | | | | |
| 2006 | 0.9 | 0.0 | 1.0 | 0.0 | 1.3 | 1.7 | 0.0 | 0.7 | 1.6 | 3.9 | x | 1.8 |
| 2005 | x | 0.0 | 0.0 | 0.0 | x | 2.0 | 0.0 | 0.0 | x | 5.4 | x | 1.7 |
| 2004 | x | 0.0 | 1.7 | 0.0 | 1.8 | 1.9 | x | 0.2 | x | x | x | 1.9 |

See footnotes at the end of the table.

Table 4 – continued

Operating revenue by type of goods and services for the computer systems design and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia | Territories ¹ | Canada |
|-----------------------|---------------------------------|----------------------------|----------------|------------------|--------|---------|----------|-------------------|---------|---------------------|--------------------------|------------|
| | percent | | | | | | | | | | | |
| Other Services | | | | | | | | | | | | |
| 2006 | 0.3 | 3.0 | 5.8 | 1.0 | 4.8 | 2.5 | 1.6 | 2.3 | 3.3 | 1.9 | x | 3.0 |
| 2005 | x | x | 5.6 | 1.4 | 2.8 | 3.3 | 2.5 | 0.7 | 1.5 | 2.4 | x | 2.9 |
| 2004 | 0.0 | x | 6.3 | x | 3.9 | 1.9 | 1.1 | 1.0 | 2.5 | 1.9 | x | 2.4 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 5
Operating revenue by type of goods and services for the software publishers industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|---|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|--------|
| | percent | | | | | | | | | | | |
| Software publishing services | | | | | | | | | | | | |
| Total packaged software product revenues | | | | | | | | | | | | |
| 2006 | x | x | 62.8 | 48.4 | 39.1 | 40.0 | 52.2 | 46.2 | 43.6 | 68.1 | x | 46.4 |
| 2005 | x | x | 63.5 | 53.8 | 46.0 | 43.9 | 52.1 | F | 47.1 | 70.7 | x | 49.9 |
| 2004 | x | x | 55.4 | 46.6 | 52.7 | 54.3 | 56.3 | 39.1 | 49.2 | 56.0 | x | 53.9 |
| Computer systems design and related services | | | | | | | | | | | | |
| IT technical consulting services | | | | | | | | | | | | |
| 2006 | x | x | x | 10.0 | 6.8 | 9.4 | 8.7 | 16.1 | 6.9 | 2.3 | x | 7.2 |
| 2005 | x | x | x | x | 6.5 | 8.4 | x | F | 6.9 | x | x | 6.9 |
| 2004 | x | x | 4.3 | x | 1.7 | 5.0 | x | x | 2.5 | 3.6 | x | 3.9 |
| Web site design and development services | | | | | | | | | | | | |
| 2006 | x | x | 0.0 | 0.0 | 0.3 | 0.3 | 0.4 | 0.0 | 0.1 | 0.2 | x | 0.2 |
| 2005 | x | x | 0.0 | x | 0.1 | 0.5 | x | F | x | 0.1 | x | 0.3 |
| 2004 | x | x | 0.0 | 0.0 | 0.0 | x | x | 0.0 | 0.0 | 0.4 | x | 0.1 |
| Database design and development services | | | | | | | | | | | | |
| 2006 | x | x | 0.0 | 0.0 | 0.4 | 0.3 | 0.4 | 21.9 | 0.1 | 0.1 | x | 0.4 |
| 2005 | x | x | 0.0 | x | 0.2 | x | 0.0 | F | x | 0.0 | x | 0.1 |
| 2004 | x | x | x | x | x | 0.3 | x | 0.0 | 0.1 | 0.5 | x | 0.3 |
| Customization and integration of packaged software | | | | | | | | | | | | |
| 2006 | x | x | x | 1.0 | 10.0 | 5.5 | 13.5 | 0.0 | 10.0 | 3.5 | x | 6.5 |
| 2005 | x | x | x | 4.1 | 5.5 | 7.9 | x | F | 3.7 | 3.1 | x | 6.2 |
| 2004 | x | x | x | x | 8.2 | 5.2 | x | x | 12.1 | 7.2 | x | 6.9 |
| Other custom application design and development services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.7 | 4.0 | 1.5 | 0.2 | 2.2 | 1.5 | x | 2.6 |
| 2005 | x | x | x | x | 3.8 | 2.6 | 1.1 | F | 14.4 | x | x | 3.6 |
| 2004 | x | x | x | x | 0.9 | 1.8 | x | x | 1.3 | 1.0 | x | 1.5 |
| Network design and development services | | | | | | | | | | | | |
| 2006 | x | x | 0.0 | 0.0 | 0.0 | 0.8 | 0.0 | 0.0 | 0.0 | 0.0 | x | 0.4 |
| 2005 | x | x | 0.0 | 0.0 | 0.8 | x | 0.0 | F | x | 0.0 | x | 1.0 |
| 2004 | x | x | x | 0.0 | x | x | 0.0 | 0.0 | 0.0 | 0.4 | x | 0.1 |
| Computer systems design, development and integration services | | | | | | | | | | | | |
| 2006 | x | x | 0.0 | 0.0 | 1.2 | 2.8 | 3.8 | 0.0 | 9.9 | 0.0 | x | 2.6 |
| 2005 | x | x | 0.0 | x | 0.4 | x | 0.0 | F | x | x | x | 0.3 |
| 2004 | x | x | 0.0 | 0.0 | x | 0.1 | x | 0.0 | 0.7 | 0.2 | x | 0.3 |
| IT technical support services | | | | | | | | | | | | |
| 2006 | x | x | 9.1 | 15.9 | 15.2 | 13.1 | 4.6 | 9.3 | 11.6 | 7.3 | x | 12.0 |
| 2005 | x | x | 7.7 | 16.1 | 13.0 | 15.5 | 10.1 | F | 6.4 | 8.3 | x | 12.7 |
| 2004 | x | x | x | 29.4 | 13.4 | 18.0 | 12.0 | 31.4 | 17.4 | 9.2 | x | 15.4 |
| Data processing, hosting and related services | | | | | | | | | | | | |
| 2006 | x | x | 0.6 | 7.0 | 3.4 | 2.6 | 0.1 | 0.2 | 4.0 | 0.1 | x | 2.4 |
| 2005 | x | x | 0.0 | x | 1.7 | 3.3 | x | F | 3.4 | 3.6 | x | 3.0 |
| 2004 | x | x | x | x | 0.8 | 1.2 | x | 0.0 | 2.7 | 1.5 | x | 1.3 |
| Hardware sales, rentals and maintenance | | | | | | | | | | | | |
| 2006 | x | x | 2.3 | 0.0 | 8.7 | 5.6 | 0.1 | 2.3 | 4.9 | 1.4 | x | 5.1 |
| 2005 | x | x | 1.7 | x | 9.8 | 2.1 | x | F | 3.6 | 1.1 | x | 3.5 |
| 2004 | x | x | 5.3 | x | 7.6 | 1.9 | 0.0 | x | 7.8 | 0.8 | x | 3.2 |
| Payments from subsidiaries or affiliates as a result of management fees, research and development charges, royalties, etc. | | | | | | | | | | | | |
| 2006 | x | x | x | 3.0 | 7.7 | 5.6 | 10.7 | 0.0 | 2.9 | 13.4 | x | 7.3 |
| 2005 | x | x | x | x | 7.6 | 7.0 | x | F | 2.8 | 8.1 | x | 6.9 |
| 2004 | x | x | x | x | 9.7 | 7.6 | 0.0 | 0.0 | 2.9 | 17.6 | x | 9.4 |

See footnotes at the end of the table.

Table 5 – continued

Operating revenue by type of goods and services for the software publishers industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia | Territories ¹ | Canada |
|-----------------------|---------------------------------|----------------------------|----------------|------------------|--------|---------|----------|-------------------|---------|---------------------|--------------------------|------------|
| | percent | | | | | | | | | | | |
| Other Services | | | | | | | | | | | | |
| 2006 | x | x | 2.4 | x | 6.4 | 10.0 | 4.0 | 3.7 | 3.7 | 2.2 | x | 6.9 |
| 2005 | x | x | 6.8 | 3.9 | 4.5 | 7.4 | x | F | 9.4 | x | x | 5.7 |
| 2004 | x | x | 2.3 | 3.2 | 4.0 | 4.4 | x | 3.2 | 3.3 | 1.6 | x | 3.7 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 511210). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 6
Operating revenue by type of goods and services for the data processing, hosting and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|---|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|--------|
| | percent | | | | | | | | | | | |
| Software publishing services | | | | | | | | | | | | |
| Total packaged software product revenues | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 0.6 | 0.7 | 0.0 | 2.8 | 3.9 | x | 1.3 |
| 2005 | x | x | x | x | 1.7 | x | x | x | x | x | x | 0.9 |
| 2004 | x | x | x | x | 0.1 | x | x | 0.0 | x | 0.4 | x | 2.4 |
| Computer systems design and related services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 13.0 | 7.3 | F | F | 16.8 | 15.7 | x | 10.3 |
| 2005 | x | x | x | x | 12.5 | 7.5 | x | x | 17.0 | 12.7 | x | 9.7 |
| 2004 | x | x | x | x | 11.5 | 7.7 | 8.7 | 4.4 | 20.9 | 12.0 | x | 9.8 |
| Data processing, hosting and related services | | | | | | | | | | | | |
| Web site hosting services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 9.5 | 6.5 | 3.3 | 31.6 | 0.3 | 2.5 | x | 5.5 |
| 2005 | x | x | x | x | 7.4 | 11.8 | x | x | 1.6 | 3.3 | x | 8.9 |
| 2004 | x | x | x | x | x | 5.4 | x | x | x | 4.7 | x | 5.2 |
| Application service provisioning (ASP) | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.8 | 7.2 | 4.3 | F | 20.7 | 4.4 | x | 7.9 |
| 2005 | x | x | x | x | x | x | x | x | x | 12.0 | x | 7.2 |
| 2004 | x | x | x | x | 5.0 | 5.4 | x | x | x | 1.3 | x | 6.1 |
| Business process management services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 43.8 | 19.4 | 0.0 | 20.4 | 5.1 | 41.7 | x | 23.3 |
| 2005 | x | x | x | x | 30.9 | 11.9 | x | x | x | 29.6 | x | 16.0 |
| 2004 | x | x | x | x | x | 16.6 | x | x | 6.7 | 30.9 | x | 20.4 |
| Collocation services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 1.6 | 0.0 | 1.8 | 1.3 | 0.5 | x | 1.2 |
| 2005 | x | x | x | x | x | 2.2 | x | x | x | x | x | 1.8 |
| 2004 | x | x | x | x | x | x | x | x | x | x | x | 1.9 |
| Data storage services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 2.2 | 1.4 | 0.4 | 2.5 | 1.4 | 3.2 | x | 1.8 |
| 2005 | x | x | x | x | x | x | x | x | x | 2.9 | x | 1.6 |
| 2004 | x | x | x | x | 2.7 | 2.4 | x | x | x | 1.8 | x | 2.2 |
| Data management services ² | | | | | | | | | | | | |
| 2006 | x | x | x | x | 16.4 | 16.9 | F | 0.0 | 28.7 | 6.6 | x | 16.6 |
| 2005 | x | x | x | x | x | 24.0 | x | x | x | 8.1 | x | 19.4 |
| 2004 | x | x | x | x | x | x | x | 4.9 | x | 7.0 | x | 8.9 |
| Video and audio streaming services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.1 | 0.2 | 0.0 | 0.0 | 0.0 | 0.7 | x | 0.2 |
| 2005 | x | x | x | x | 0.0 | x | x | x | 0.0 | 0.0 | x | x |
| 2004 | x | x | x | x | x | x | 0.0 | 0.0 | 0.0 | 0.0 | x | 0.0 |
| IT infrastructure and network management services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 8.8 | 23.4 | F | 19.0 | 4.7 | 6.0 | x | 17.3 |
| 2005 | x | x | x | x | 17.1 | 24.3 | x | x | 13.5 | x | x | 19.6 |
| 2004 | x | x | x | x | 19.7 | 32.2 | 0.0 | x | 8.8 | 7.3 | x | 24.3 |
| Information and document transformation services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 3.7 | 4.6 | 4.3 | 2.1 | 8.6 | 4.2 | x | 4.9 |
| 2005 | x | x | x | x | 3.3 | 4.0 | x | x | 9.7 | 13.5 | x | 6.0 |
| 2004 | x | x | x | x | 2.7 | 4.5 | 10.2 | x | 5.2 | x | x | 7.3 |
| Hardware sales, rentals and maintenance | | | | | | | | | | | | |
| 2006 | x | x | x | x | 1.2 | 2.5 | 10.2 | 5.5 | 6.2 | 1.2 | x | 2.7 |
| 2005 | x | x | x | x | 4.4 | 2.9 | x | x | x | 1.5 | x | 3.4 |
| 2004 | x | x | x | x | 1.8 | x | x | 5.2 | x | x | x | x |
| Payments from subsidiaries or affiliates as a result of management fees, research and development charges, royalties, etc. | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 1.4 | 0.0 | 0.0 | 0.4 | 0.0 | x | 0.9 |
| 2005 | x | x | x | x | 0.0 | x | x | x | x | 0.0 | x | x |
| 2004 | x | x | x | x | 0.0 | x | 0.0 | 0.0 | x | 0.0 | x | x |

See footnotes at the end of the table.

Table 6 – continued

Operating revenue by type of goods and services for the data processing, hosting and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia | Territories ¹ | Canada |
|-----------------------|---------------------------------|----------------------------|----------------|------------------|--------|---------|----------|-------------------|---------|---------------------|--------------------------|------------|
| | percent | | | | | | | | | | | |
| Other services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.4 | 7.1 | 0.0 | 0.3 | 3.0 | 9.1 | x | 6.1 |
| 2005 | x | x | x | x | 0.2 | x | x | x | x | x | x | 5.4 |
| 2004 | x | x | x | x | x | 2.7 | x | x | 1.9 | 9.1 | x | 3.5 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

2. Data mining, data mapping/rationalization, data modelling, etc.

Note(s): According to the North American Industry Classification System (NAICS 518210). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 7
Operating expenses as a share of operating revenues for the computer systems design and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|---|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|-------------|
| | percent | | | | | | | | | | | |
| Total operating expenses | | | | | | | | | | | | |
| 2006 | 96.1 | 92.7 | 91.6 | 97.5 | 101.3 | 92.1 | 94.0 | 95.7 | 91.3 | 98.6 | x | 94.6 |
| 2005 | 98.3 | 119.0 | 99.9 | 96.7 | 99.2 | 91.3 | 90.6 | 97.2 | 83.0 | 95.7 | x | 92.9 |
| 2004 | x | 81.8 | 101.3 | 102.6 | 100.4 | 99.4 | 70.4 | 108.6 | 85.7 | 91.4 | x | 97.0 |
| Salaries, wages and employee benefits | | | | | | | | | | | | |
| 2006 | 43.2 | 59.9 | 50.4 | 37.2 | 58.4 | 44.3 | 53.8 | 58.7 | 44.4 | 48.6 | x | 47.9 |
| 2005 | 42.8 | 74.2 | 55.7 | 37.9 | 52.0 | 41.0 | 49.5 | 57.0 | 38.5 | 44.6 | x | 44.1 |
| 2004 | 38.6 | 50.1 | 48.4 | 47.8 | 51.0 | 46.4 | 36.7 | 60.3 | 37.0 | 42.7 | x | 46.0 |
| Computer services purchased | | | | | | | | | | | | |
| 2006 | 5.2 | 2.2 | 3.6 | 10.0 | 6.3 | 11.6 | 7.5 | 9.1 | 5.3 | 7.3 | x | 9.2 |
| 2005 | 4.0 | 5.9 | 6.1 | 4.8 | 8.6 | 12.1 | 6.5 | 10.6 | 6.6 | 9.1 | x | 10.1 |
| 2004 | x | x | 4.1 | x | 9.1 | 13.2 | 4.1 | 10.4 | 6.9 | 12.3 | x | 11.1 |
| Professional and business services | | | | | | | | | | | | |
| 2006 | 0.8 | 1.1 | 0.7 | 0.8 | 1.6 | 1.3 | 1.0 | 1.1 | 1.2 | 1.4 | x | 1.3 |
| 2005 | 0.7 | 3.8 | 1.4 | 0.9 | 2.0 | 1.4 | 1.3 | 1.2 | 1.7 | 3.4 | x | 1.8 |
| 2004 | 0.2 | 1.8 | 1.9 | 1.9 | 2.3 | 2.0 | 1.5 | 1.4 | 2.2 | 2.0 | x | 2.0 |
| Rental and leasing services | | | | | | | | | | | | |
| 2006 | 2.7 | 2.1 | 1.8 | 2.6 | 2.2 | 2.6 | 2.3 | 2.6 | 2.1 | 3.2 | x | 2.5 |
| 2005 | 3.1 | 5.1 | 3.0 | 2.7 | 2.9 | 3.1 | 3.1 | 3.4 | 2.3 | 3.4 | x | 3.0 |
| 2004 | 0.7 | x | 3.1 | 2.1 | 2.9 | 3.1 | 2.1 | 3.3 | 2.3 | 2.8 | x | 2.9 |
| Utilities, telephone and other telecommunications | | | | | | | | | | | | |
| 2006 | 1.9 | 2.3 | 2.3 | 2.2 | 2.3 | 2.0 | 2.5 | 3.5 | 1.3 | 2.0 | x | 2.0 |
| 2005 | 2.1 | 3.1 | 1.4 | 2.2 | 2.8 | 2.0 | 2.6 | 3.5 | 1.3 | 1.5 | x | 2.1 |
| 2004 | 0.6 | 4.1 | 1.5 | 1.4 | 2.9 | 2.7 | 2.2 | 4.1 | 1.5 | 1.5 | x | 2.5 |
| Purchased materials, supplies and services | | | | | | | | | | | | |
| 2006 | 1.1 | 2.6 | 1.7 | 2.2 | 2.4 | 2.0 | 1.6 | 2.1 | 1.1 | 2.1 | x | 2.0 |
| 2005 | 1.6 | 1.4 | 1.2 | 1.3 | 1.6 | 1.3 | 1.5 | 1.7 | 1.1 | 1.5 | x | 1.3 |
| 2004 | 0.4 | 1.5 | 0.9 | 0.7 | 1.4 | 1.9 | 1.1 | 1.7 | 1.1 | 1.5 | x | 1.6 |
| Computer software and hardware purchased for re-sale | | | | | | | | | | | | |
| 2006 | 26.2 | 5.3 | 9.8 | 25.2 | 10.8 | 9.3 | 10.5 | 8.1 | 17.6 | 11.3 | x | 11.0 |
| 2005 | 28.7 | 7.7 | 14.2 | 27.0 | 11.6 | 12.6 | 11.6 | 9.8 | 16.6 | 15.6 | x | 13.3 |
| 2004 | x | x | 26.1 | 23.7 | 13.4 | 10.5 | 11.3 | x | 22.6 | 14.4 | x | 13.3 |
| All other direct costs of re-sale | | | | | | | | | | | | |
| 2006 | 1.0 | 5.3 | 2.7 | 0.5 | 4.9 | 5.7 | 3.5 | 1.8 | 4.1 | 7.4 | x | 5.4 |
| 2005 | 1.0 | 1.9 | 4.5 | 5.3 | 5.2 | 5.3 | 2.7 | 2.5 | 3.1 | 4.0 | x | 4.8 |
| 2004 | x | 0.6 | 3.2 | x | 4.7 | 6.4 | 2.4 | 3.2 | 2.0 | 3.9 | x | 5.1 |
| Depreciation and amortization | | | | | | | | | | | | |
| 2006 | 2.3 | 5.3 | 3.5 | 4.6 | 3.8 | 2.7 | 3.1 | 4.2 | 2.5 | 2.3 | x | 2.9 |
| 2005 | 1.9 | 3.8 | 2.1 | 2.7 | 3.4 | 3.2 | 3.8 | 3.9 | 2.1 | 3.2 | x | 3.1 |
| 2004 | x | 3.0 | 2.2 | 6.9 | 3.8 | 3.4 | 3.5 | x | 2.2 | 2.2 | x | 3.3 |
| Advertising, sales promotion, travel and entertainment | | | | | | | | | | | | |
| 2006 | 0.7 | 1.2 | 2.3 | 1.6 | 2.4 | 2.9 | 2.2 | 1.8 | 2.0 | 3.9 | x | 2.8 |
| 2005 | 0.9 | 5.7 | 1.9 | 1.2 | 2.4 | 2.7 | 3.0 | 1.6 | 3.0 | 3.1 | x | 2.6 |
| 2004 | x | 4.0 | 1.5 | 2.2 | 3.3 | 3.0 | 1.6 | x | 2.1 | 2.5 | x | 2.8 |
| Insurance | | | | | | | | | | | | |
| 2006 | 0.6 | 0.5 | 0.4 | 0.5 | 0.6 | 0.3 | 0.4 | 0.6 | 0.4 | 0.4 | x | 0.4 |
| 2005 | 0.6 | 0.7 | 0.5 | 0.5 | 0.7 | 0.5 | 0.5 | 0.5 | 0.4 | 0.4 | x | 0.5 |
| 2004 | x | 0.4 | 0.2 | x | 0.5 | 0.5 | 0.3 | 0.6 | 0.4 | 0.5 | x | 0.5 |
| Indirect taxes, licences and permits | | | | | | | | | | | | |
| 2006 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 | 0.1 | 0.1 | 0.1 | 0.1 | 0.3 | x | 0.2 |
| 2005 | 0.1 | 0.1 | 0.1 | 0.1 | 0.4 | 0.1 | 0.1 | 0.2 | 0.1 | 0.1 | x | 0.2 |
| 2004 | x | 0.2 | 0.2 | x | 0.2 | 0.2 | 0.2 | 0.3 | 0.2 | 0.1 | x | 0.2 |
| Management fees, development charges, royalties and similar payments | | | | | | | | | | | | |
| 2006 | 0.1 | 0.4 | 7.5 | 1.3 | 1.2 | 3.5 | 2.6 | 0.7 | 5.6 | 1.7 | x | 3.0 |
| 2005 | 0.3 | 0.9 | 1.4 | 0.7 | 1.3 | 1.9 | 2.1 | 0.8 | 1.9 | 1.1 | x | 1.7 |
| 2004 | x | x | 1.2 | 0.4 | 0.7 | 1.2 | 0.2 | 0.6 | 0.8 | 0.8 | x | 1.0 |

See footnotes at the end of the table.

Table 7 – continued

Operating expenses as a share of operating revenues for the computer systems design and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia | Territories ¹ | Canada |
|---------------------------------|---------------------------------|----------------------------|----------------|------------------|--------|---------|----------|-------------------|---------|---------------------|--------------------------|------------|
| | percent | | | | | | | | | | | |
| Other operating expenses | | | | | | | | | | | | |
| 2006 | 10.1 | 4.5 | 4.8 | 8.8 | 4.3 | 3.6 | 2.7 | 1.3 | 3.6 | 6.7 | x | 4.1 |
| 2005 | 10.5 | 4.8 | 6.4 | 9.3 | 4.4 | 4.1 | 2.2 | 0.6 | 4.2 | 4.7 | x | 4.3 |
| 2004 | x | 1.6 | 6.6 | 7.8 | 4.2 | 4.8 | 3.1 | x | 4.4 | 4.2 | x | 4.6 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 8
Operating expenses as a share of operating revenues for the software publishers industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|---|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|--------|
| | percent | | | | | | | | | | | |
| Total operating expenses | | | | | | | | | | | | |
| 2006 | 100.8 | 99.2 | 86.2 | 80.2 | 97.8 | 93.5 | 93.7 | 85.0 | 83.4 | 98.6 | x | 94.1 |
| 2005 | x | x | 97.9 | 76.2 | 95.0 | 98.7 | 91.2 | F | 86.2 | 102.5 | x | 97.3 |
| 2004 | x | x | 117.0 | 90.8 | 95.3 | 94.3 | 98.4 | 89.0 | 92.5 | 99.7 | x | 95.5 |
| Salaries, wages and employee benefits | | | | | | | | | | | | |
| 2006 | 55.8 | 72.1 | 53.1 | 36.6 | 52.2 | 50.3 | 64.1 | 36.3 | 39.4 | 57.3 | x | 51.0 |
| 2005 | x | x | 60.3 | 38.5 | 49.5 | 47.0 | 62.4 | F | 44.0 | 54.3 | x | 48.7 |
| 2004 | x | x | 70.1 | 47.3 | 46.8 | 45.2 | 59.0 | 44.4 | 41.5 | 53.0 | x | 47.0 |
| Computer services purchased | | | | | | | | | | | | |
| 2006 | 2.6 | 0.0 | 0.3 | 1.7 | 3.7 | 3.3 | 1.2 | 0.6 | 5.0 | 2.2 | x | 3.3 |
| 2005 | x | x | 0.3 | 1.3 | 2.4 | 5.0 | 2.7 | F | 0.6 | 5.8 | x | 4.2 |
| 2004 | x | x | 0.3 | 1.3 | 2.2 | 2.9 | 0.4 | x | 1.7 | 4.6 | x | 3.0 |
| Professional and business services | | | | | | | | | | | | |
| 2006 | 1.2 | 16.7 | 3.9 | 2.1 | 2.0 | 3.5 | 1.9 | 2.5 | 1.9 | 1.8 | x | 2.7 |
| 2005 | x | x | 2.3 | 1.1 | 1.2 | 1.7 | 1.7 | F | 1.3 | 1.5 | x | 1.5 |
| 2004 | x | x | 3.1 | 3.3 | 4.0 | 2.9 | 2.8 | 0.6 | 3.8 | 4.6 | x | 3.5 |
| Rental and leasing services | | | | | | | | | | | | |
| 2006 | 3.5 | 3.4 | 4.4 | 2.9 | 2.5 | 2.5 | 3.1 | 2.4 | 2.6 | 2.7 | x | 2.5 |
| 2005 | x | x | 4.1 | 2.7 | 2.3 | 3.0 | 2.8 | F | 3.0 | 3.0 | x | 2.9 |
| 2004 | x | x | 5.3 | 3.1 | 2.7 | 3.5 | 3.3 | x | 5.1 | 3.3 | x | 3.4 |
| Utilities, telephone and other telecommunications | | | | | | | | | | | | |
| 2006 | 1.5 | 1.3 | 2.1 | 2.1 | 1.5 | 1.5 | 1.1 | 1.8 | 1.5 | 1.6 | x | 1.5 |
| 2005 | x | x | 1.8 | 1.7 | 1.3 | 1.5 | 1.1 | F | 1.2 | 1.5 | x | 1.4 |
| 2004 | x | x | 2.8 | 1.3 | 1.4 | 1.9 | 1.0 | x | 1.6 | 1.5 | x | 1.6 |
| Purchased materials, supplies and services | | | | | | | | | | | | |
| 2006 | 1.3 | 1.4 | 1.6 | 0.8 | 1.6 | 1.7 | 0.8 | 1.2 | 0.8 | 2.2 | x | 1.7 |
| 2005 | x | x | 1.5 | 0.6 | 1.1 | 1.0 | 0.9 | F | 1.4 | 2.8 | x | 1.4 |
| 2004 | x | x | 3.1 | 2.6 | 1.5 | 1.6 | 2.0 | 2.5 | 1.5 | 3.1 | x | 1.9 |
| Computer software and hardware purchased for re-sale | | | | | | | | | | | | |
| 2006 | 0.0 | 0.0 | 2.2 | 0.5 | 10.6 | 4.7 | 6.6 | 8.4 | 4.0 | 7.0 | x | 6.2 |
| 2005 | x | x | 5.1 | 0.6 | 6.4 | 5.8 | 4.1 | F | 8.0 | 12.7 | x | 7.4 |
| 2004 | x | x | x | 5.5 | 10.7 | 9.3 | 6.4 | 9.4 | 9.1 | 5.5 | x | 8.8 |
| All other direct costs of re-sale | | | | | | | | | | | | |
| 2006 | 22.5 | 0.0 | 0.9 | 0.9 | 3.0 | 3.4 | 0.3 | 17.1 | 6.3 | 4.3 | x | 3.8 |
| 2005 | x | x | 3.9 | 0.6 | 10.6 | 8.6 | 2.4 | F | 7.8 | 4.2 | x | 8.0 |
| 2004 | x | x | 0.9 | 1.5 | 3.5 | 2.9 | x | x | 2.9 | 2.2 | x | 2.8 |
| Depreciation and amortization | | | | | | | | | | | | |
| 2006 | 2.0 | 2.3 | 3.9 | 2.2 | 4.5 | 3.6 | 3.4 | 4.7 | 3.9 | 4.2 | x | 3.9 |
| 2005 | x | x | 3.4 | 1.6 | 3.9 | 3.4 | 3.5 | F | 6.7 | 4.6 | x | 4.0 |
| 2004 | x | x | 3.9 | 2.2 | 3.1 | 4.2 | 10.8 | 4.9 | 3.5 | 4.6 | x | 4.0 |
| Advertising, sales promotion, travel and entertainment | | | | | | | | | | | | |
| 2006 | 6.8 | 1.9 | 6.2 | 7.1 | 4.3 | 4.5 | 5.1 | 7.2 | 5.2 | 4.6 | x | 4.6 |
| 2005 | x | x | 3.4 | 4.6 | 3.7 | 5.7 | 3.7 | x | 4.0 | 5.4 | x | 5.1 |
| 2004 | x | x | 4.5 | 6.9 | 5.0 | 6.3 | 3.6 | x | 4.4 | 6.3 | x | 5.9 |
| Insurance | | | | | | | | | | | | |
| 2006 | 2.7 | 0.0 | 0.4 | 0.1 | 0.3 | 0.3 | 0.6 | 0.3 | 0.4 | 0.3 | x | 0.3 |
| 2005 | x | x | 0.5 | 0.1 | 0.5 | 0.3 | 0.6 | F | 0.5 | 0.4 | x | 0.4 |
| 2004 | x | x | 0.4 | 0.2 | 0.4 | 0.5 | 0.5 | x | 0.5 | 0.4 | x | 0.4 |
| Indirect taxes, licences and permits | | | | | | | | | | | | |
| 2006 | 0.1 | 0.0 | 0.6 | 0.4 | 0.4 | 0.3 | 0.3 | 0.6 | 0.4 | 0.4 | x | 0.4 |
| 2005 | x | x | 0.3 | 0.1 | 0.5 | 0.3 | 0.2 | F | 0.3 | 0.3 | x | 0.4 |
| 2004 | x | x | 0.2 | x | 0.5 | 0.4 | 0.1 | x | 0.3 | 0.3 | x | 0.4 |
| Management fees, development charges, royalties and similar payments | | | | | | | | | | | | |
| 2006 | 0.0 | 0.0 | 0.1 | 18.4 | 5.7 | 4.6 | 1.0 | 0.2 | 7.5 | 3.7 | x | 5.0 |
| 2005 | x | x | 0.3 | 18.8 | 6.4 | 9.8 | 1.1 | F | 2.4 | 1.7 | x | 6.9 |
| 2004 | x | x | x | x | 7.8 | 6.9 | x | x | 12.1 | 3.7 | x | 6.7 |

See footnotes at the end of the table.

Table 8 – continued

Operating expenses as a share of operating revenues for the software publishers industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia | Territories ¹ | Canada |
|---------------------------------|---------------------------------|----------------------------|----------------|------------------|--------|---------|----------|-------------------|---------|---------------------|--------------------------|------------|
| | percent | | | | | | | | | | | |
| Other operating expenses | | | | | | | | | | | | |
| 2006 | 0.8 | 0.0 | 6.5 | 4.3 | 5.5 | 9.2 | 4.3 | 1.5 | 4.4 | 6.4 | x | 7.2 |
| 2005 | x | x | 10.9 | 3.8 | 5.1 | 5.7 | 4.0 | F | 5.1 | 4.4 | x | 5.2 |
| 2004 | x | x | 6.0 | 13.4 | 5.7 | 5.9 | 5.9 | 5.0 | 4.7 | 6.5 | x | 6.0 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 511210) See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 9
Operating expenses as a share of operating revenue for the data processing, hosting and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|---|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|--------|
| | percent | | | | | | | | | | | |
| Total operating expenses | | | | | | | | | | | | |
| 2006 | x | x | 90.8 | 109.7 | 94.2 | 86.1 | 101.6 | 81.7 | 84.5 | 89.8 | x | 87.5 |
| 2005 | x | x | 87.9 | x | 105.9 | 92.3 | 136.1 | 95.9 | 81.9 | 97.7 | x | 94.2 |
| 2004 | x | x | x | x | 91.3 | 92.4 | 69.8 | 85.8 | 89.1 | 89.4 | x | 91.4 |
| Salaries, wages and employee benefits | | | | | | | | | | | | |
| 2006 | x | x | 34.8 | 55.3 | 43.9 | 33.9 | 40.1 | 39.5 | 44.7 | 29.6 | x | 35.5 |
| 2005 | x | x | 38.6 | x | 59.7 | 37.0 | x | 54.9 | 42.0 | 42.6 | x | 40.9 |
| 2004 | x | x | x | x | 38.3 | 34.7 | 22.3 | 43.4 | 38.2 | 39.2 | x | 36.0 |
| Computer services purchased | | | | | | | | | | | | |
| 2006 | 0.3 | 40.6 | 0.3 | 7.3 | 2.7 | 2.1 | 2.2 | 5.3 | 5.4 | 4.4 | x | 2.9 |
| 2005 | x | x | 0.2 | x | 2.0 | 2.9 | 0.6 | 5.7 | 2.4 | 2.1 | x | 2.6 |
| 2004 | x | x | x | x | 5.2 | x | 4.5 | 0.4 | 4.9 | x | x | 2.8 |
| Professional and business services | | | | | | | | | | | | |
| 2006 | 17.9 | 0.0 | 2.3 | 12.9 | 1.1 | 1.5 | 0.8 | 1.9 | 1.4 | 4.8 | x | 2.0 |
| 2005 | x | x | 2.5 | x | 3.3 | 2.4 | x | x | 1.1 | 6.1 | x | 3.0 |
| 2004 | x | x | x | x | 3.3 | 2.2 | 2.9 | x | x | x | x | 3.1 |
| Rental and leasing services | | | | | | | | | | | | |
| 2006 | 25.5 | 12.5 | 2.2 | 5.0 | 2.1 | 3.1 | 1.4 | 4.9 | 3.6 | 4.7 | x | 3.3 |
| 2005 | x | x | 2.4 | x | 2.5 | 2.8 | x | 5.1 | 3.8 | 3.7 | x | 3.0 |
| 2004 | x | x | x | x | 1.8 | 2.4 | x | 9.9 | 4.2 | 3.4 | x | 2.7 |
| Utilities, telephone and other telecommunications | | | | | | | | | | | | |
| 2006 | 3.9 | 7.6 | 2.6 | 1.1 | 1.4 | 2.3 | F | 3.5 | 1.9 | 4.0 | x | 2.4 |
| 2005 | x | x | 2.3 | x | 1.8 | 1.6 | x | 2.7 | 1.5 | 3.0 | x | 1.9 |
| 2004 | x | x | x | x | 4.3 | 3.9 | x | 6.5 | 1.5 | 3.2 | x | 3.6 |
| Purchased materials, supplies and services | | | | | | | | | | | | |
| 2006 | 0.9 | 0.2 | 2.8 | 2.8 | 5.3 | 2.4 | 3.3 | 1.6 | 4.8 | 8.7 | x | 3.9 |
| 2005 | x | x | 1.9 | x | 2.6 | 1.8 | x | 2.1 | 5.2 | 4.8 | x | 2.7 |
| 2004 | x | x | x | x | x | 3.9 | x | 2.1 | 6.9 | x | x | 5.2 |
| Computer software and hardware purchased for re-sale | | | | | | | | | | | | |
| 2006 | 14.8 | 1.9 | 0.0 | 0.9 | 0.3 | 10.0 | F | 12.2 | 2.8 | 7.4 | x | 8.1 |
| 2005 | x | x | 0.0 | x | 1.7 | x | x | x | x | x | x | x |
| 2004 | x | x | x | x | 1.5 | x | x | 7.5 | 5.5 | x | x | 8.9 |
| All other direct costs of re-sale | | | | | | | | | | | | |
| 2006 | 4.0 | 0.0 | 19.2 | 4.3 | 7.8 | 9.1 | 1.0 | 0.1 | 0.7 | 5.6 | x | 7.5 |
| 2005 | x | x | 13.9 | x | 4.7 | x | 1.2 | 0.2 | 1.5 | 22.2 | x | 9.4 |
| 2004 | x | x | x | x | 0.4 | x | 2.1 | x | 2.9 | x | x | 6.4 |
| Depreciation and amortization | | | | | | | | | | | | |
| 2006 | 2.1 | 6.1 | 6.5 | 12.5 | 8.5 | 9.2 | 3.2 | 4.7 | 7.8 | 3.6 | x | 8.0 |
| 2005 | x | x | 6.2 | x | 9.9 | 10.8 | 4.7 | 5.7 | 10.0 | 3.1 | x | 9.3 |
| 2004 | x | x | x | x | 11.1 | 11.9 | 6.0 | x | 11.9 | 3.0 | x | 10.3 |
| Advertising, sales promotion, travel and entertainment | | | | | | | | | | | | |
| 2006 | 7.4 | 1.4 | 5.5 | 3.3 | 0.9 | 2.7 | 2.4 | 3.4 | 1.8 | 1.4 | x | 2.2 |
| 2005 | x | x | 5.5 | x | 1.4 | x | x | x | 1.2 | 1.3 | x | 1.9 |
| 2004 | x | x | x | x | 1.3 | 2.4 | 1.1 | 7.3 | x | 1.1 | x | 2.1 |
| Insurance | | | | | | | | | | | | |
| 2006 | 0.8 | 0.7 | 0.2 | 1.8 | 0.1 | 0.2 | 0.1 | 0.4 | 0.3 | 0.7 | x | 0.3 |
| 2005 | x | x | 0.2 | x | 0.1 | 0.1 | 0.1 | 0.2 | 0.4 | 0.2 | x | 0.2 |
| 2004 | x | x | x | x | 0.2 | 0.2 | 0.2 | 0.6 | x | 0.2 | x | 0.2 |
| Indirect taxes, licences and permits | | | | | | | | | | | | |
| 2006 | 19.3 | 0.0 | 0.3 | 0.1 | 0.1 | 0.1 | 0.1 | 0.4 | 0.1 | 0.2 | x | 0.1 |
| 2005 | x | x | 0.3 | x | 0.1 | x | 0.1 | 0.1 | 0.1 | 0.2 | x | x |
| 2004 | x | x | x | x | 0.2 | 0.2 | 0.2 | 0.2 | x | 0.1 | x | 0.2 |
| Management fees, development charges, royalties and similar payments | | | | | | | | | | | | |
| 2006 | 5.6 | 0.0 | 4.5 | 1.8 | 1.6 | 3.5 | 0.4 | 0.0 | 3.4 | 4.3 | x | 3.4 |
| 2005 | x | x | 4.8 | x | 2.5 | 3.1 | x | x | 3.4 | 3.8 | x | 3.2 |
| 2004 | x | x | x | x | x | 3.2 | 4.7 | 0.1 | x | 2.4 | x | 3.8 |

See footnotes at the end of the table.

Table 9 – continued

Operating expenses as a share of operating revenue for the data processing, hosting and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia | Territories ¹ | Canada |
|---------------------------------|---------------------------------|----------------------------|----------------|------------------|--------|---------|----------|-------------------|---------|---------------------|--------------------------|------------|
| | percent | | | | | | | | | | | |
| Other operating expenses | | | | | | | | | | | | |
| 2006 | 0.7 | 0.0 | 11.3 | 0.6 | 18.3 | 6.0 | 1.5 | 3.7 | 5.8 | 10.5 | x | 7.9 |
| 2005 | x | x | 8.9 | x | 13.3 | x | 1.8 | 1.8 | 6.7 | 3.9 | x | 9.1 |
| 2004 | x | x | x | x | 5.5 | 6.9 | 4.5 | 1.7 | 3.2 | x | x | 5.9 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 518210). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 10
Revenue generated outside Canada for the computer systems design and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|---|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|----------------|
| millions of dollars | | | | | | | | | | | | |
| Foreign Revenue | | | | | | | | | | | | |
| 2006 | 10.3 | 5.7 | F | 18.4 | 459.7 | 1,286.7 | 15.9 | 13.9 | F | 567.9 | x | 2,685.6 |
| 2005 | x | x | 78.1 | 21.0 | 555.3 | 1,161.9 | x | x | 146.9 | 444.9 | x | 2,458.6 |
| 2004 | 2.0 | 2.7 | 39.8 | 37.2 | 340.6 | 1,061.9 | 25.9 | 16.7 | 150.9 | 397.7 | x | 2,075.4 |
| Foreign revenue earned by region | | | | | | | | | | | | |
| United States | | | | | | | | | | | | |
| 2006 | 9.7 | 5.7 | F | 15.6 | 262.6 | 1,038.2 | 15.6 | 13.2 | F | 445.4 | x | 2,054.1 |
| 2005 | x | x | 62.3 | x | 253.3 | 858.3 | x | x | 138.8 | 359.7 | x | 1,739.6 |
| 2004 | 1.8 | x | x | 36.6 | 184.4 | 681.4 | x | x | 110.0 | x | x | 1,399.7 |
| Mexico | | | | | | | | | | | | |
| 2006 | 0.0 | 0.0 | 0.0 | 0.0 | 7.1 | 13.5 | 0.0 | 0.0 | 0.1 | 0.2 | x | 20.9 |
| 2005 | x | x | 0.0 | x | x | 0.8 | x | x | x | x | x | 4.2 |
| 2004 | 0.0 | 0.0 | 0.0 | 0.0 | x | 2.4 | 0.0 | 0.0 | x | x | x | 4.3 |
| Europe | | | | | | | | | | | | |
| 2006 | 0.6 | 0.0 | F | 0.8 | 120.8 | 147.3 | 0.2 | 0.3 | F | 66.8 | x | 387.3 |
| 2005 | x | x | x | 0.7 | 267.4 | 168.5 | x | x | 2.6 | 54.5 | x | 503.6 |
| 2004 | 0.2 | x | 0.7 | x | 127.0 | 171.0 | x | x | 30.3 | 58.2 | x | 388.6 |
| Asia | | | | | | | | | | | | |
| 2006 | 0.0 | 0.0 | 1.0 | 0.0 | 44.7 | 33.1 | 0.0 | 0.0 | 2.4 | 48.3 | x | 129.4 |
| 2005 | x | x | x | 0.0 | x | 47.4 | x | x | 0.7 | 21.9 | x | 94.4 |
| 2004 | x | 0.0 | x | x | 21.4 | 74.5 | x | 0.0 | x | x | x | 130.1 |
| Other countries | | | | | | | | | | | | |
| 2006 | 0.0 | 0.0 | F | 2.0 | 24.6 | 54.5 | 0.1 | 0.4 | F | 7.2 | x | 93.9 |
| 2005 | x | x | x | x | 12.8 | 86.8 | x | x | x | x | x | 116.8 |
| 2004 | x | x | x | x | x | 132.6 | x | x | x | x | x | 152.7 |
| Foreign revenue earned by product | | | | | | | | | | | | |
| Sales of packaged software products | | | | | | | | | | | | |
| 2006 | 2.5 | 0.2 | F | 1.8 | 58.5 | 331.3 | 0.6 | 0.7 | F | 20.8 | x | 571.0 |
| 2005 | x | x | 1.4 | x | 154.3 | 103.5 | x | x | 7.9 | 67.6 | x | 338.3 |
| 2004 | x | x | x | x | 60.9 | 132.8 | 0.1 | x | 3.4 | 25.4 | x | 223.6 |
| Provision of Internet access and other related Internet services | | | | | | | | | | | | |
| 2006 | 0.1 | 0.0 | F | 0.0 | 14.9 | 12.9 | 8.0 | 0.0 | F | 14.1 | x | 57.6 |
| 2005 | x | x | 0.0 | x | 19.2 | 31.0 | x | x | 4.8 | 49.8 | x | 123.3 |
| 2004 | 0.0 | 0.0 | 0.0 | 0.0 | x | 19.5 | x | x | x | x | x | 93.4 |
| Computer systems design and related services | | | | | | | | | | | | |
| 2006 | 5.5 | 5.3 | F | 12.4 | 260.5 | 529.5 | 3.4 | 4.2 | F | 431.7 | x | 1,317.3 |
| 2005 | x | x | 70.8 | 16.4 | 304.7 | 760.7 | x | x | 115.1 | 290.1 | x | 1,573.0 |
| 2004 | x | x | x | 34.7 | 191.4 | 725.6 | x | x | 88.2 | 296.3 | x | 1,381.2 |
| Data processing, hosting and related services | | | | | | | | | | | | |
| 2006 | 0.4 | 0.0 | 0.4 | 0.9 | 59.1 | 78.6 | 4.0 | 9.1 | F | 48.2 | x | 210.1 |
| 2005 | x | x | 0.9 | 1.5 | 40.7 | 82.8 | x | x | 10.1 | 8.9 | x | 152.7 |
| 2004 | x | x | x | x | 55.2 | 94.8 | x | x | 11.2 | x | x | 179.6 |
| Hardware sales, rentals and maintenance | | | | | | | | | | | | |
| 2006 | 0.8 | 0.0 | F | 3.1 | 11.2 | 97.2 | 0.0 | 0.0 | F | 15.2 | x | 163.1 |
| 2005 | x | x | 0.9 | x | 12.5 | 51.2 | x | x | 4.7 | 15.5 | x | 90.0 |
| 2004 | x | x | x | x | 10.3 | 43.1 | x | x | 5.6 | 9.1 | x | 73.2 |
| Other | | | | | | | | | | | | |
| 2006 | 0.9 | 0.0 | 8.4 | 0.1 | 55.4 | 236.8 | 0.0 | 0.0 | F | 38.0 | x | 366.0 |
| 2005 | x | x | 4.2 | x | 24.0 | 132.7 | x | x | 4.2 | 13.0 | x | 181.4 |
| 2004 | x | x | x | x | x | 46.1 | 5.1 | x | x | x | x | 124.3 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 11
Revenue generated outside Canada for the software publishers industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia | Territories ¹ | Canada |
|--|---------------------------------|----------------------------|----------------|------------------|--------|---------|----------|-------------------|---------|---------------------|--------------------------|----------------|
| | millions of dollars | | | | | | | | | | | |
| Foreign revenue | | | | | | | | | | | | |
| 2006 | x | x | 14.4 | 25.0 | 458.3 | 996.1 | 47.6 | 6.9 | 181.2 | 733.5 | x | 2,466.9 |
| 2005 | x | x | 12.9 | 23.5 | 462.7 | 1,034.6 | 34.8 | F | 199.7 | 888.1 | x | 2,666.7 |
| 2004 | x | x | 8.1 | 28.4 | 578.3 | 1,141.3 | 26.2 | 7.4 | 94.6 | 781.3 | x | 2,670.8 |
| Foreign revenue earned by region | | | | | | | | | | | | |
| United States | | | | | | | | | | | | |
| 2006 | x | x | 12.7 | 21.5 | 288.0 | 730.4 | 38.2 | 6.6 | 121.4 | 648.8 | x | 1,869.8 |
| 2005 | x | x | 11.7 | 14.7 | 305.6 | 742.8 | x | F | 134.8 | 831.5 | x | 2,078.9 |
| 2004 | x | x | x | 19.8 | 423.6 | 766.4 | 25.6 | 6.5 | 67.4 | 697.0 | x | 2,017.7 |
| Mexico | | | | | | | | | | | | |
| 2006 | x | x | 0.0 | 0.0 | 2.2 | 4.0 | 0.0 | 0.0 | 3.0 | 0.5 | x | 9.7 |
| 2005 | x | x | 0.0 | 0.0 | x | 7.4 | 0.0 | F | 6.2 | 7.5 | x | 22.7 |
| 2004 | x | x | 0.0 | 0.6 | 1.3 | 8.9 | x | 0.0 | x | 0.8 | x | 13.1 |
| Europe | | | | | | | | | | | | |
| 2006 | x | x | 1.3 | 1.0 | 145.0 | 169.4 | 0.4 | 0.1 | 27.4 | 45.3 | x | 390.8 |
| 2005 | x | x | x | x | 118.7 | 186.7 | x | F | 26.6 | 25.9 | x | 361.0 |
| 2004 | x | x | x | 5.5 | 110.8 | 187.8 | 0.4 | x | 6.1 | 40.8 | x | 352.9 |
| Asia | | | | | | | | | | | | |
| 2006 | x | x | 0.2 | 0.0 | 9.0 | 67.3 | 0.2 | 0.0 | 16.3 | 23.7 | x | 117.2 |
| 2005 | x | x | 0.2 | 0.0 | 34.3 | 62.9 | x | F | 19.5 | 13.2 | x | 130.9 |
| 2004 | x | x | 0.0 | x | 39.1 | 127.2 | x | x | x | 26.2 | x | 207.5 |
| Other countries | | | | | | | | | | | | |
| 2006 | x | x | 0.2 | 2.5 | 14.1 | 25.0 | 8.9 | 0.2 | 13.1 | 15.2 | x | 79.3 |
| 2005 | x | x | x | x | x | 34.9 | x | F | 12.7 | 9.9 | x | 73.2 |
| 2004 | x | x | x | x | 3.5 | 51.0 | 0.0 | 0.1 | x | 16.5 | x | 79.7 |
| Foreign revenue earned by product | | | | | | | | | | | | |
| Sales of packaged software products | | | | | | | | | | | | |
| 2006 | x | x | 8.0 | 10.8 | 120.6 | 344.6 | 24.8 | 5.2 | 56.0 | 229.2 | x | 802.4 |
| 2005 | x | x | x | 12.8 | 254.2 | 638.6 | 17.5 | F | 75.6 | 204.3 | x | 1,217.0 |
| 2004 | x | x | 5.4 | 9.4 | 271.3 | 783.2 | 16.0 | x | 51.0 | 496.2 | x | 1,635.9 |
| Provision of Internet access and other related Internet services | | | | | | | | | | | | |
| 2006 | x | x | 0.0 | 0.0 | 0.7 | 31.0 | 0.0 | 0.0 | 10.3 | 0.0 | x | 42.0 |
| 2005 | x | x | x | 0.0 | 0.7 | 0.0 | 0.0 | F | x | x | x | 21.5 |
| 2004 | x | x | 0.0 | x | x | 0.0 | 0.0 | 0.0 | 0.0 | 6.7 | x | 8.9 |
| Computer systems design and related services | | | | | | | | | | | | |
| 2006 | x | x | 0.3 | 7.4 | 100.9 | 163.0 | 10.6 | 1.6 | 70.5 | 50.2 | x | 404.6 |
| 2005 | x | x | x | x | 113.4 | 153.2 | x | F | 89.6 | x | x | 478.8 |
| 2004 | x | x | x | 15.0 | 174.8 | 183.5 | x | x | 22.3 | 117.2 | x | 533.1 |
| Data processing, hosting and related services | | | | | | | | | | | | |
| 2006 | x | x | 0.0 | 0.0 | 11.4 | 27.0 | 0.0 | 0.0 | 4.1 | 3.8 | x | 46.4 |
| 2005 | x | x | 0.0 | 0.0 | x | 40.5 | 0.0 | F | x | x | x | 82.7 |
| 2004 | x | x | 0.0 | x | x | 24.9 | 0.0 | 0.0 | x | x | x | 46.0 |
| Hardware sales, rentals and maintenance | | | | | | | | | | | | |
| 2006 | x | x | 0.7 | 0.1 | 23.9 | 89.4 | 0.0 | 0.0 | 24.9 | 49.8 | x | 189.5 |
| 2005 | x | x | 0.2 | x | 66.4 | 45.2 | x | F | 11.2 | x | x | 162.3 |
| 2004 | x | x | x | x | 75.0 | 20.4 | 0.0 | 0.0 | x | 35.4 | x | 150.5 |
| Other | | | | | | | | | | | | |
| 2006 | x | x | 5.4 | 6.7 | 169.8 | 341.1 | 12.1 | 0.1 | 15.3 | 400.6 | x | 951.1 |
| 2005 | x | x | 4.3 | x | x | 157.2 | x | F | 19.7 | 502.9 | x | 704.5 |
| 2004 | x | x | x | x | x | 129.4 | x | 0.0 | x | x | x | 296.3 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 12
Revenue generated outside Canada for the data processing, hosting and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|--|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|--------------|
| millions of dollars | | | | | | | | | | | | |
| Foreign Revenue | | | | | | | | | | | | |
| 2006 | x | x | x | x | 23.1 | 204.8 | 0.0 | 1.0 | 2.6 | 60.5 | x | 299.7 |
| 2005 | x | x | x | x | x | 145.2 | x | x | 10.0 | 46.5 | x | 229.8 |
| 2004 | x | x | x | x | 18.9 | 113.2 | x | 2.1 | 11.0 | 16.5 | x | 167.4 |
| Foreign revenue earned by region | | | | | | | | | | | | |
| United States | | | | | | | | | | | | |
| 2006 | x | x | x | x | 2.9 | 148.1 | 0.0 | 0.9 | 2.3 | 55.8 | x | 216.9 |
| 2005 | x | x | x | x | x | 137.0 | x | x | 7.6 | 38.2 | x | 194.4 |
| 2004 | x | x | x | x | x | 72.5 | x | x | x | 8.9 | x | 98.2 |
| Mexico | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 4.2 | 0.0 | 0.0 | 0.0 | 0.0 | x | 4.2 |
| 2005 | x | x | x | x | x | x | x | x | x | 0.1 | x | 0.4 |
| 2004 | x | x | x | x | x | 0.3 | 0.0 | x | x | x | x | 0.6 |
| Europe | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 33.5 | 0.0 | 0.1 | 0.0 | 2.1 | x | 35.7 |
| 2005 | x | x | x | x | x | x | x | x | 0.8 | 3.4 | x | 9.3 |
| 2004 | x | x | x | x | x | 8.4 | 0.0 | 0.0 | 4.7 | x | x | 16.1 |
| Asia | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 8.5 | 0.0 | 0.0 | 0.0 | 0.6 | x | 9.2 |
| 2005 | x | x | x | x | x | 0.5 | x | x | x | 0.4 | x | 1.0 |
| 2004 | x | x | x | x | x | 0.6 | 0.0 | 0.0 | x | x | x | 1.9 |
| Other countries | | | | | | | | | | | | |
| 2006 | x | x | x | x | 20.1 | 10.6 | 0.0 | 0.0 | 0.3 | 2.0 | x | 33.7 |
| 2005 | x | x | x | x | x | x | x | x | x | 4.4 | x | 24.7 |
| 2004 | x | x | x | x | x | 31.4 | x | 0.3 | x | x | x | 50.5 |
| Foreign revenue earned by product | | | | | | | | | | | | |
| Sales of packaged software products | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 6.3 | x | 6.5 |
| 2005 | x | x | x | x | x | 0.0 | x | x | x | x | x | x |
| 2004 | x | x | x | x | x | x | 0.0 | 0.0 | x | 0.2 | x | x |
| Provision of Internet access and other related Internet services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 118.9 | 0.0 | 0.0 | 0.0 | 0.0 | x | 118.9 |
| 2005 | x | x | x | x | x | 97.8 | x | x | x | x | x | x |
| 2004 | x | x | x | x | 0.0 | 9.8 | x | 0.0 | x | 0.1 | x | x |
| Computer systems design and related services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 2.0 | 0.9 | 0.0 | 0.1 | 0.9 | 2.6 | x | 6.6 |
| 2005 | x | x | x | x | x | 7.2 | x | x | x | x | x | 8.4 |
| 2004 | x | x | x | x | x | 15.6 | x | 0.0 | x | x | x | 20.8 |
| Data processing, hosting and related services | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.4 | 62.1 | 0.0 | 0.9 | 1.6 | 7.1 | x | 72.5 |
| 2005 | x | x | x | x | x | 38.2 | x | x | 6.3 | 33.0 | x | 79.2 |
| 2004 | x | x | x | x | x | 86.5 | x | 2.1 | 3.2 | 11.7 | x | 108.6 |
| Hardware sales, rentals and maintenance | | | | | | | | | | | | |
| 2006 | x | x | x | x | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | x | 0.3 |
| 2005 | x | x | x | x | x | 0.4 | x | x | x | x | x | x |
| 2004 | x | x | x | x | x | x | 0.0 | 0.0 | 0.0 | 0.0 | x | x |
| Other | | | | | | | | | | | | |
| 2006 | x | x | x | x | 20.6 | 23.1 | 0.0 | 0.0 | 0.1 | 44.4 | x | 94.8 |
| 2005 | x | x | x | x | x | 1.6 | x | x | x | 11.9 | x | 40.3 |
| 2004 | x | x | x | x | x | x | 0.0 | 0.0 | x | 4.0 | x | 24.9 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 13
Total sales by type of client for the computer systems design and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|-----------------------------------|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|--------|
| | percent | | | | | | | | | | | |
| Customers in Canada | | | | | | | | | | | | |
| Individuals and households | | | | | | | | | | | | |
| 2006 | x | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 1 | 1 | x | 1 |
| 2005 | x | 0 | 0 | 0 | 2 | 1 | x | x | 2 | 1 | x | 1 |
| 2004 | x | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | x | 0 |
| Public institutions ² | | | | | | | | | | | | |
| 2006 | x | x | 2 | 3 | 3 | 9 | 5 | 1 | 4 | 6 | x | 7 |
| 2005 | x | x | 9 | 3 | 5 | 7 | 8 | 5 | 7 | 7 | x | 7 |
| 2004 | x | x | 8 | 5 | 4 | 5 | 3 | x | 5 | 2 | x | 5 |
| Government ³ | | | | | | | | | | | | |
| 2006 | 63 | 18 | 32 | 50 | 19 | 18 | 14 | 24 | 14 | 21 | x | 19 |
| 2005 | x | x | 34 | 43 | 25 | 25 | 16 | 28 | 15 | 21 | x | 24 |
| 2004 | x | 41 | 32 | 21 | 23 | 27 | 25 | 30 | 18 | 30 | x | 25 |
| Financial businesses ⁴ | | | | | | | | | | | | |
| 2006 | 5 | 10 | 8 | 3 | 9 | 14 | 13 | 10 | 8 | 9 | x | 12 |
| 2005 | x | x | 11 | 8 | 22 | 18 | 16 | 21 | 8 | 5 | x | 16 |
| 2004 | x | x | 9 | 12 | 21 | 16 | 9 | 18 | 8 | 5 | x | 15 |
| All other businesses ⁵ | | | | | | | | | | | | |
| 2006 | 23 | 14 | 28 | 29 | 41 | 43 | 63 | 47 | 60 | 37 | x | 44 |
| 2005 | x | 24 | 23 | 36 | 33 | 37 | 52 | 42 | 60 | 42 | x | 39 |
| 2004 | 50 | 30 | 36 | 41 | 44 | 41 | 58 | 42 | 60 | 38 | x | 44 |
| Customers outside Canada | | | | | | | | | | | | |
| 2006 | x | x | 29 | 15 | 28 | 15 | 5 | 16 | 13 | 26 | x | 19 |
| 2005 | x | x | 24 | 11 | 13 | 12 | x | x | 8 | 23 | x | 13 |
| 2004 | 1 | x | 15 | 22 | 9 | 11 | 6 | x | 8 | 25 | x | 11 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

2. E.g., hospitals, schools, universities.

3. E.g., federal, provincial, territorial and municipal administration.

4. E.g., financial intermediaries including banks, trust companies, financial crown corporations.

5. Including non-financial crown corporations.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 14
Total sales by type of client for the software publishers industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskat- chewan | Alberta | British Columbia | Territories ¹ | Canada |
|-----------------------------------|---------------------------------|----------------------------|----------------|------------------|--------|---------|----------|-------------------|---------|---------------------|--------------------------|--------|
| | percent | | | | | | | | | | | |
| Customers in Canada | | | | | | | | | | | | |
| Individuals and households | | | | | | | | | | | | |
| 2006 | 0 | 0 | 0 | 0 | 0 | F | F | 0 | 7 | 0 | x | 1 |
| 2005 | x | x | x | x | 0 | x | x | F | x | 1 | x | 1 |
| 2004 | x | x | x | x | 1 | 1 | x | 0 | x | x | x | 1 |
| Public institutions ² | | | | | | | | | | | | |
| 2006 | 0 | 0 | 1 | 1 | 8 | F | F | 24 | 3 | 3 | x | 4 |
| 2005 | x | x | 0 | x | 7 | x | x | F | 3 | 2 | x | 5 |
| 2004 | x | x | x | x | 11 | 4 | x | x | x | 3 | x | 5 |
| Government ³ | | | | | | | | | | | | |
| 2006 | 11 | 0 | 1 | 6 | 7 | 10 | 11 | 7 | 6 | 5 | x | 8 |
| 2005 | x | x | x | x | 5 | 10 | x | F | 5 | 1 | x | 7 |
| 2004 | x | x | x | 7 | 5 | 10 | x | x | 7 | 5 | x | 8 |
| Financial businesses ⁴ | | | | | | | | | | | | |
| 2006 | 0 | 0 | 1 | 9 | 4 | 6 | 3 | 0 | 5 | 2 | x | 4 |
| 2005 | x | x | x | x | 5 | 7 | x | F | x | 1 | x | 5 |
| 2004 | x | x | x | x | 3 | 5 | x | 0 | 7 | x | x | 4 |
| All other businesses ⁵ | | | | | | | | | | | | |
| 2006 | x | x | 36 | 33 | 41 | 44 | 22 | 43 | 51 | 30 | x | 41 |
| 2005 | x | x | 38 | x | 43 | 44 | 21 | F | 43 | 17 | x | 39 |
| 2004 | x | x | 40 | 14 | 32 | 44 | 17 | 39 | 55 | 21 | x | 37 |
| Customers outside Canada | | | | | | | | | | | | |
| 2006 | x | x | 62 | 51 | 40 | 36 | 54 | 27 | 28 | 60 | x | 41 |
| 2005 | x | x | 59 | 48 | 40 | 34 | 50 | F | 37 | 78 | x | 44 |
| 2004 | x | x | 34 | 62 | 50 | 37 | 59 | x | 25 | 71 | x | 46 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

2. E.g., hospitals, schools, universities.

3. E.g., federal, provincial, territorial and municipal administration.

4. E.g., financial intermediaries including banks, trust companies, financial crown corporations.

5. Including non-financial crown corporations.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Table 15
Total sales by type of client for the data processing, hosting and related services industry, by province and territory, 2004 to 2006

| | Newfoundland and Labrador | Prince Edward Island | Nova Scotia | New Brunswick | Quebec | Ontario | Manitoba | Saskatchewan | Alberta | British Columbia | Territories ¹ | Canada |
|-----------------------------------|---------------------------|----------------------|-------------|---------------|--------|---------|----------|--------------|---------|------------------|--------------------------|--------|
| | percent | | | | | | | | | | | |
| Customers in Canada | | | | | | | | | | | | |
| Individuals and households | | | | | | | | | | | | |
| 2006 | x | x | 0 | 0 | 1 | 2 | 0 | 7 | 0 | 1 | x | 1 |
| 2005 | x | x | x | x | x | 1 | x | x | x | 1 | x | 1 |
| 2004 | x | x | x | 0 | 0 | 1 | 0 | x | x | 0 | x | 1 |
| Public institutions ² | | | | | | | | | | | | |
| 2006 | x | x | 0 | 0 | 1 | 1 | 2 | 1 | 2 | 1 | x | 1 |
| 2005 | x | x | x | x | x | 3 | x | x | x | 1 | x | 2 |
| 2004 | x | x | x | 0 | x | 2 | x | x | x | 0 | x | 2 |
| Government ³ | | | | | | | | | | | | |
| 2006 | x | x | 6 | 13 | 5 | 9 | 27 | 12 | 4 | 3 | x | 7 |
| 2005 | x | x | x | x | 6 | 10 | x | x | 4 | 3 | x | 8 |
| 2004 | x | x | x | x | x | 9 | x | 10 | 5 | 5 | x | 7 |
| Financial businesses ⁴ | | | | | | | | | | | | |
| 2006 | x | x | 7 | 16 | 4 | 18 | 20 | 8 | 8 | 24 | x | 16 |
| 2005 | x | x | x | x | 11 | 18 | x | x | 3 | 32 | x | 18 |
| 2004 | x | x | 6 | 0 | 22 | 23 | 11 | x | 3 | 37 | x | 23 |
| All other businesses ⁵ | | | | | | | | | | | | |
| 2006 | x | x | 54 | 47 | 80 | 59 | 51 | 59 | 85 | 56 | x | 63 |
| 2005 | x | x | x | x | 71 | 61 | x | 74 | 88 | 52 | x | 63 |
| 2004 | x | x | 62 | x | 61 | 58 | 69 | 38 | 83 | 53 | x | 60 |
| Customers outside Canada | | | | | | | | | | | | |
| 2006 | x | x | 33 | 24 | 9 | 12 | 0 | 13 | 1 | 15 | x | 11 |
| 2005 | x | x | x | x | x | 9 | x | x | 4 | 11 | x | 9 |
| 2004 | x | x | x | x | 6 | 7 | x | 22 | 6 | 4 | x | 7 |

1. Territories include: Yukon, Northwest Territories and Nunavut.

2. E.g., hospitals, schools, universities.

3. E.g., federal, provincial, territorial and municipal administration.

4. E.g., financial intermediaries including banks, trust companies, financial crown corporations.

5. Including non-financial crown corporations.

Note(s): According to the North American Industry Classification System (NAICS 541510). See "Data sources, definitions and methodology" at the end of tables for definition of terms. Due to rounding, numbers may not sum exactly to totals. Estimates for the most recent year are preliminary. Preliminary data are subject to revision. The smallest firms, in terms of revenues earned, are not included in the estimates. These firms account for a relatively small portion of total industry revenues.

Data sources, definitions and methodology

This survey collects the financial and operating data needed to produce statistics on the Software Development and Computer Services industry in Canada.

Description

This annual sample survey collects the financial and operating data needed to produce statistics on the Software Development and Computer Services industry in Canada. The survey also collects detailed information on the characteristics of the businesses, such as type of revenue and type of client. These data are aggregated with information from other sources to produce official estimates of the national and provincial economic production of the Software Development and Computer Services industry in Canada. The results from this survey provide data to businesses, governments, investors, and associations. These data allow these groups to monitor the growth of the industry, measure performance, allow comparison across similar businesses and to better understand this industry to react to trends and patterns.

Target population

The target population consists of all establishments classified to the Computer Systems Design and Related Services (NAICS 541510), Software Publishers (NAICS 511210) and Data Processing, Hosting and Related Services (NAICS 518210) according to the North American Industry Classification System (NAICS) during the reference year. This industry comprises establishments primarily engaged in software development and computer services.

Sampling

This is a sample survey with a cross-sectional design.

Even though the basic objective of the survey is to produce estimates for the whole industry—all incorporated and unincorporated businesses—not all businesses are surveyed. Rather, a sample is surveyed and the portion eligible for sampling is defined as all statistical establishments with revenue above a certain threshold. (Note: the threshold varies between surveys and sometimes between provinces in the same survey). The excluded portion represents a substantial proportion of the industry in terms of number of establishments, but its contribution to the overall industry revenue is only about 10%. These excluded establishments are accounted for in the final estimates through the use of administrative data. However, only basic information is obtained from administrative sources, i.e., total operating revenue, expenses, depreciation and salaries, wages and benefits. Detailed characteristics such as client base and revenue by type of service are collected only for surveyed establishments. The frame is the list of establishments from which the portion eligible for sampling is determined and the sample is taken.

The frame provides basic information about each firm, including: address, industry classification, and information from administrative data sources (as discussed above). The frame is maintained by Statistics Canada's Business Register, and is updated using administrative data, survey feedback and profiling of large, complex businesses. Prior to the selection of a random sample, establishments are classified into homogeneous groups (i.e., groups with the same NAICS codes, same geography (province/territory), and same business type (incorporated/unincorporated) attributes). Quality requirements are targeted, and then each group is divided into sub-groups called strata: take-all, must-take, and take-some.

The take-all stratum includes the largest firms in terms of performance (based on revenue) in an industry. Every firm is sampled, which means each firm represents itself and is given a weight of one. The must-take stratum is also comprised of self-representing units, but these are selected on the basis of complex structure characteristics (multi-establishment, multi-legal, multi-NAICS, or multi-province enterprises). Units in the take-some strata are subjected to simple random sampling.

Finally, the sample size is increased, mostly to compensate for firms that no longer belong in the industry; i.e., they have gone out of business, changed their primary business activity, they are inactive, or are duplicates on the frame. After removing such firms, the sample size for reference year 2006 was 1,196 collection entities.

Definitions

- **Operating revenue** excludes investment income, capital gains, extraordinary gains and other non-recurring items.
- **Operating expenses** exclude write-offs, capital losses, extraordinary losses, interest on borrowing, and other non-recurring items.

- **Operating profit margin** is derived as follows: operating revenue minus operating expenses, expressed as a percentage of operating revenue. The derived figure excludes corporation income tax paid by incorporated businesses and individual income tax paid by unincorporated businesses. For unincorporated businesses, operating profit margin includes unpaid remuneration to partners and proprietors, which is not recorded as salaries, wages and benefits. Therefore the profit estimate will be higher in industries where unincorporated proprietorships and partnerships are significant contributors.
- **Salaries, wages and benefits** include vacation pay and commissions for all employees for whom a T4 slip was completed. This category also includes the employer portion of employee benefits for items such as Canada/Quebec Pension Plan or Employment Insurance premiums. Salaries and wages do not include working owners' dividends nor do they include the remuneration of owners of unincorporated business. Therefore the relative level of salaries, wages and benefits will be lower in industries where unincorporated businesses are significant contributors.
- An active **statistical establishment** is one production entity or the smallest grouping of production entities which produces as homogeneous a set of goods and/or services as possible; which does not cross provincial boundaries; and for which records provide data on the value of output together with the cost of principal intermediate inputs used and cost and quantity of labour resources used to produce the output.

Data quality

While considerable effort is made to ensure high standards throughout all stages of collection and processing, the resulting estimates are inevitably subject to a certain degree of error. These errors can be broken down into two major types: non-sampling and sampling.

Non-sampling error is not related to sampling and may occur for many reasons. For example, non-response is an important source of non-sampling error. Population coverage, differences in the interpretation of questions, incorrect information from respondents, and mistakes in recording, coding and processing data are other examples of non-sampling errors.

Sampling error occurs because population estimates are derived from a sample of the population rather than the entire population. Sampling error depends on factors such as sample size, sampling design, and the method of estimation. An important property of probability sampling is that sampling error can be computed from the sample itself by using a statistical measure called the coefficient of variation (CV). The assumption is that over repeated surveys, the relative difference between a sample estimate and the estimate that would have been obtained from an enumeration of all units in the universe would be less than twice the CV, 95 times out of 100. The range of acceptable data values yielded by a sample is called a confidence interval. Confidence intervals can be constructed around the estimate using the CV. First, we calculate the standard error by multiplying the sample estimate by the CV. The sample estimate plus or minus twice the standard error is then referred to as a 95% confidence interval.

For this survey, the CVs are excellent (less than 5%) for operating revenue and operating expenses and wages, salaries and benefits of employees variables.

Quality evaluation

Prior to dissemination, combined survey results are analyzed for overall quality; in general, this includes a detailed review of individual responses (especially for the largest companies), an assessment of the general economic conditions portrayed by the data, historic trends, and comparisons with other data sources.

Disclosure control

Statistics Canada is prohibited by law from releasing any data which would divulge information obtained under the Statistics Act that relates to any identifiable person, business or organization without the prior knowledge or the

consent in writing of that person, business or organization. Various confidentiality rules are applied to all data that are released or published to prevent the publication or disclosure of any information deemed confidential. If necessary, data are suppressed to prevent direct or residual disclosure of identifiable data.

Data accuracy

Of the units contributing to the estimate, the weighted response rate was 67.6%. CVs were calculated for each estimate and are available upon request.

Related products

CANSIM

Available on CANSIM: table 354-0005: Summary statistics for software development and computer services (all establishments), by North American Industry Classification System (NAICS), annual (225 series)

Survey(s)

Definitions, data sources and methods: survey number 2410 - **Annual Survey of Service Industries: Software Development and Computer Services**

Publications

Service Industries Newsletter, Catalogue no. 63-018-X.

Analytical paper series - Service Industries Division, Catalogue no. 63F0002X.

Release date: January 2009

Symbols

The following standard symbols are used in Statistics Canada publications:

| | |
|----------------|--|
| . | not available for any reference period |
| .. | not available for a specific reference period |
| ... | not applicable |
| 0 | true zero or a value rounded to zero |
| 0 ^s | value rounded to 0 (zero) where there is a meaningful distinction between true zero and the value that was rounded |
| P | preliminary |
| r | revised |
| x | suppressed to meet the confidentiality requirements of the <i>Statistics Act</i> |
| E | use with caution |
| F | too unreliable to be published |

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