TechServe Alliance Excellence Award 2019

Please answer each of the questions completely. Your answers are being collected by ClearlyRated, an independent 3rd party research firm that specializes in confidential surveys for staffing firms and staffing firm associations. Please note that ClearlyRated reserves the right to request additional information from your firm to validate the metrics provided and a percentage of submissions will be audited to insure validity.

Please provide the date your firm was founded.

_________ (MM/DD/YYYY)

In calendar year 2018, what approximate percentage of your firm’s total revenue was derived from IT Staffing, Engineering Staffing, and/or IT Solutions?

_____%

What was your firm’s total gross revenue for each of the past 4 calendar years ending: 
*Please provide answers as whole dollar amounts.*

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>CY 2015</td>
<td>$__________</td>
</tr>
<tr>
<td>CY 2016</td>
<td>$__________</td>
</tr>
<tr>
<td>CY 2017</td>
<td>$__________</td>
</tr>
<tr>
<td>CY 2018</td>
<td>$__________</td>
</tr>
</tbody>
</table>

What was your firm’s total gross profit for each of the past 4 calendar years ending: Gross profit is defined as gross revenue less all direct costs associated with employees or independent contractors billable to clients, such as wages, bonuses, taxes, insurance, benefits, employment-related expenses reimbursable to consultants and other direct costs. *Please provide answers as whole dollar amounts.*

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>CY 2015</td>
<td>$__________</td>
</tr>
<tr>
<td>CY 2016</td>
<td>$__________</td>
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<tr>
<td>CY 2017</td>
<td>$__________</td>
</tr>
<tr>
<td>CY 2018</td>
<td>$__________</td>
</tr>
</tbody>
</table>
How many full-time equivalent employees worked as internal staff for your firm at year-end for each of the 4 dates below? Please provide answers as whole numbers.

CY 2015 ______________
CY 2016 ______________
CY 2017 ______________
CY 2018 ______________

Please report your firm's payroll for internal staff in each of the following categories for the 2018 calendar year. Please provide answers as whole dollar amounts.

Total compensation (salary, wages, bonuses & commission): $ ______________
Payroll taxes (FICA, workers’ compensation & unemployment): $ ______________
Group insurance (hospital/medical, group term life, disability, dental/vision): $ ______________
Benefit plans (fringes, pension, profit sharing, 401(k), SEP-IRA, etc.): $ ______________

Please report your firm’s non-payroll SG&A expenses in each of the following categories for the 2018 calendar year. Please provide answers as whole dollar amounts.

Total occupancy expenses (rent and utilities): $ ______________
Total training and education budget (internal staff only): $ ______________
Other SG&A expenses (accounting, legal, IT, advertising & promotion, client entertainment job board costs, all other operating expenses): $ ______________

As of the end of the 2018 calendar year, did your firm have a standardized onboarding process in place for new internal employee or offer/provide ongoing training or continuing education to internal employees? Training should include all formal training of internal staff, including webinars, courses (online and offline), conferences, etc.

Standardized onboarding process  o Yes  o No  o Don’t know
Ongoing training or continuing education  o Yes  o No  o Don’t know

Contact information: This will be used to contact you if there are any questions or further validation is required as part of your submission. Please note ClearlyRated reserves the
right to request additional information from your firm to validate metrics provided above and a percentage of submissions will be audited to insure validity.

Company Name (Required): ________________
First Name (Required): ________________
Last Name (Required): ________________
Job Title (Required): ________________
Phone (Required): ________________
Email (Required): ________________

I understand that the financials submitted as part of this application will need to be independently verified with my accountant in order to qualify for the 2019 TechServe Alliance Excellence Awards. ClearlyRated will email my accountant with the figures I've provided and cc me. I am responsible for ensuring my accountant completes the validation form within the timeframe required to be considered for the TechServe Excellence Award. My accountant's contact information is shown below:

Accounting Firm Name (Required): ________________
Accountant’s First Name (Required): ________________
Accountant’s Last Name (Required): ________________
Accountant’s Phone Number (Required): ________________
Accountant’s Email Address (Required): ________________

Thank you for your submission for the 2019 TechServe Alliance Excellence Awards. Your form has been successfully submitted.

To pay the Excellence Awards application fee, please click here or call 866-632-1499 to pay by phone. Applications received without payment will not be considered.