

TOP 200 CONSULTANTS SURVEY RESULTS

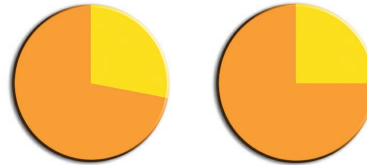
Are you planning to take on qualified professional full-time staff over the next six months?

	2004	2003
yes	88%	86%
no	12%	14%



Do you plan to open more offices next year?

	2004	2003
yes	28%	25%
no	72%	75%



Do you have an e-business initiative?

	2004	2003
yes	53%	50%
no	47%	50%



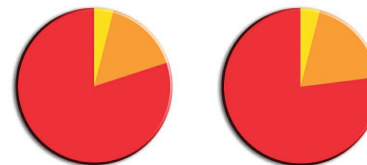
Are you planning to increase staff pay in the next 12 months?

yes, by	2004	2003
1-2%	5%	8%
2-3%	35%	38%
3-4%	40%	35%
>4%	17%	10%
no	3%	9%



On average what are your margins?

	2004	2003
1-2%	4%	4%
3-4%	16%	19%
>4%	80%	77%



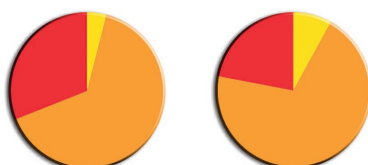
What is your annual IT spend?

	2004	2003
<£25,000	18%	16%
£25,000-£100,000	37%	39%
>£100,000	45%	45%



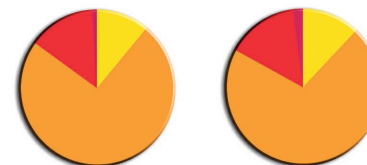
How easy is it to recruit professional staff?

	2004	2003
easy	4%	8%
difficult	65%	70%
very difficult	31%	22%



On average, how long does it take clients to settle invoices?

	2004	2003
30 days	11%	12%
60 days	74%	71%
90 days	14%	15%
longer	1%	2%



Where do you see your balance of work coming from next year?

	2004	2003
Public	39%	40%
PFI	15%	13%
Private	46%	47%



On average, in which direction are your margins moving?

	2004	2003
up	40%	28%
level	50%	57%
down	10%	15%

