

PCG – Annual Members survey 2005

An overview



NOTES of caution

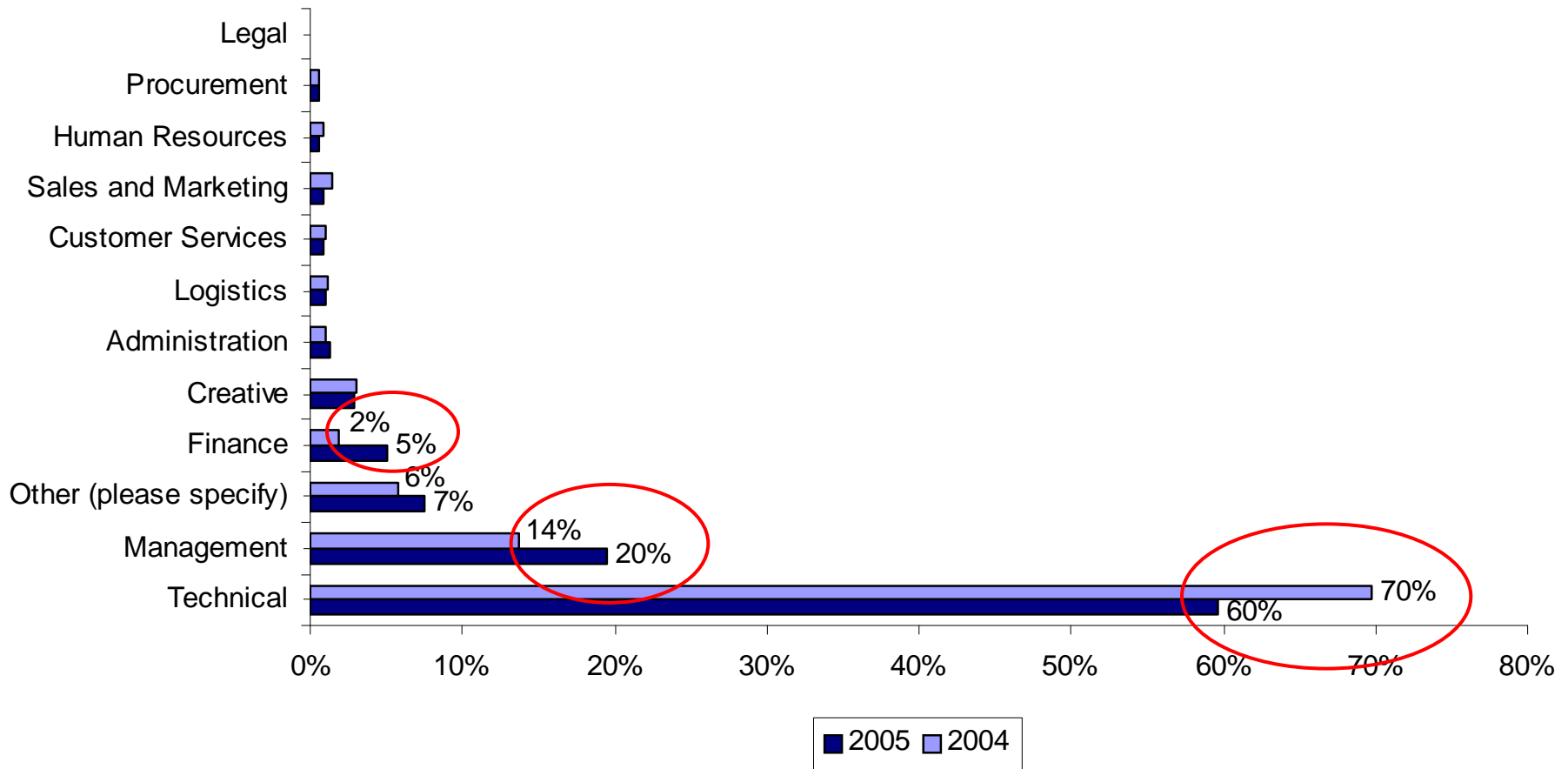
- 1,307 responses, a 79% increase over 2004, representing over 10% of the total membership. This, in total is an excellent sample size.
- The survey was distributed and communicated more widely this year, which has significantly reduced the bias towards technical members:
 - Technical members represent only 60% respondents versus 73% in 2004
- However, as would be expected from a member survey, respondents tend to be the longer-term freelancers
 - 73% > 5 years; 2004 70%
 - Is this reflective of the membership as a whole or just the longer serving members?
- There are however some important findings and conclusions that come out of the survey and that the PCG management team should take account of in setting objectives and developing strategies.

- PCG members - who are they?
- How do they operate in business?
- Areas of concern for members
- Member satisfaction with PCG

PCG members – who are they?

- Long term freelancers
 - 35% 5-10 years
 - 38% 10 years or more
 - Well qualified
 - 62% degree
 - 22% masters or doctorate
 - 26% technical qualification
 - 33% professional qualification
 - Experienced
 - 37% 35-44 years
 - 33% 45-54 years
 - 19% over 54 years
 - 90% Male
- 2004:
 - 40% 5-10 years
 - 35% 10 years or more
 - 65% degree
 - 18% masters or doctorate
 - 31% technical qualification
 - 32% professional qualification
 - 40% 35-44 years
 - 34% 45-54 years
 - 12% over 54 years
 - 92% Male

Functional Roles

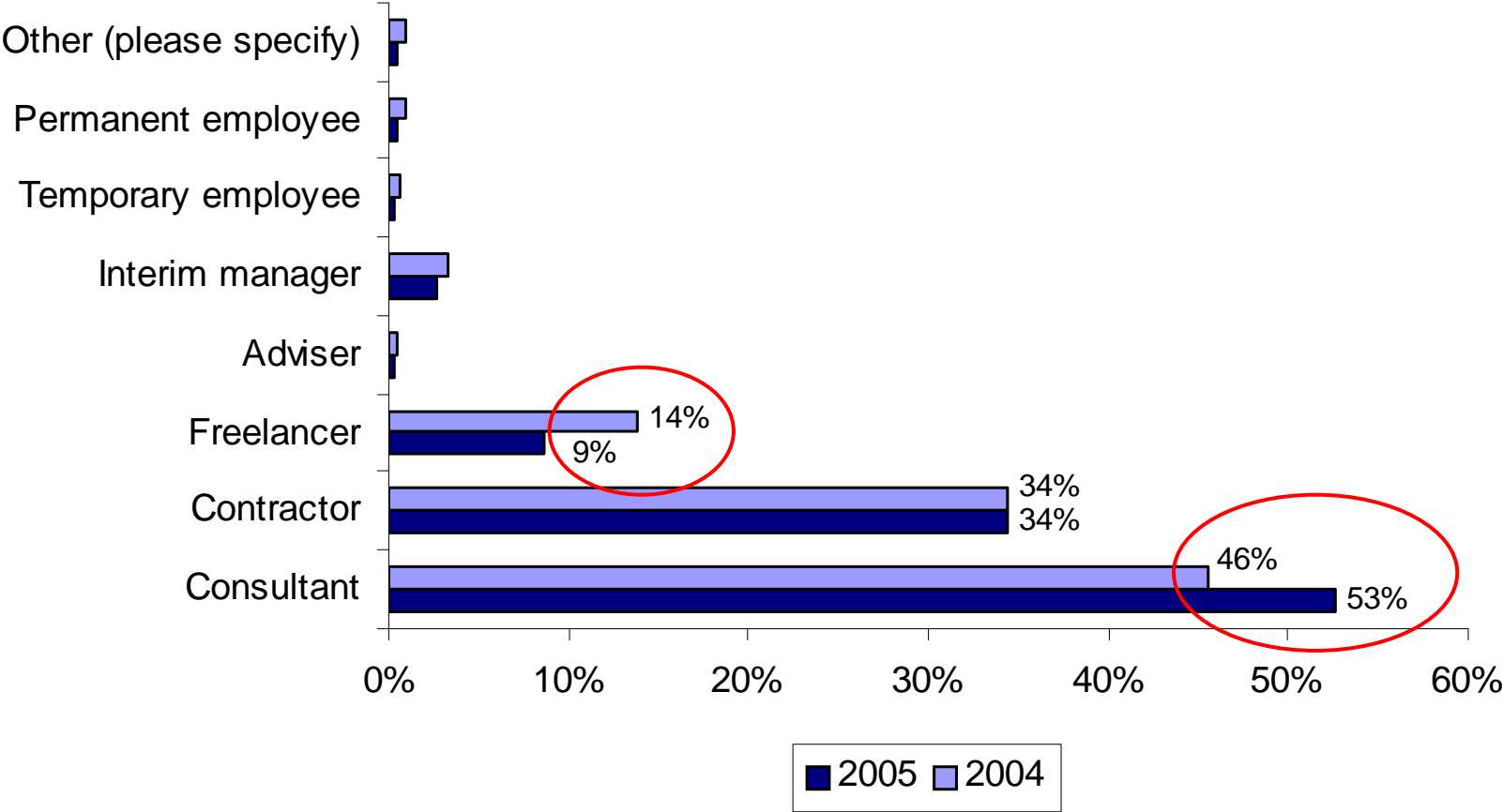


Prospects for 2005

- 87% in contract/active June 2005
 - 81% June 2004
 - 77% June 2003

	Increase	Static	Decrease
Turnover - next 12 months	37%	42%	20%
Net profit - next 12 months	32%	31%	38%
New business opportunities - next 12 months	38%	43%	19%
Employee numbers	6%	91%	2%

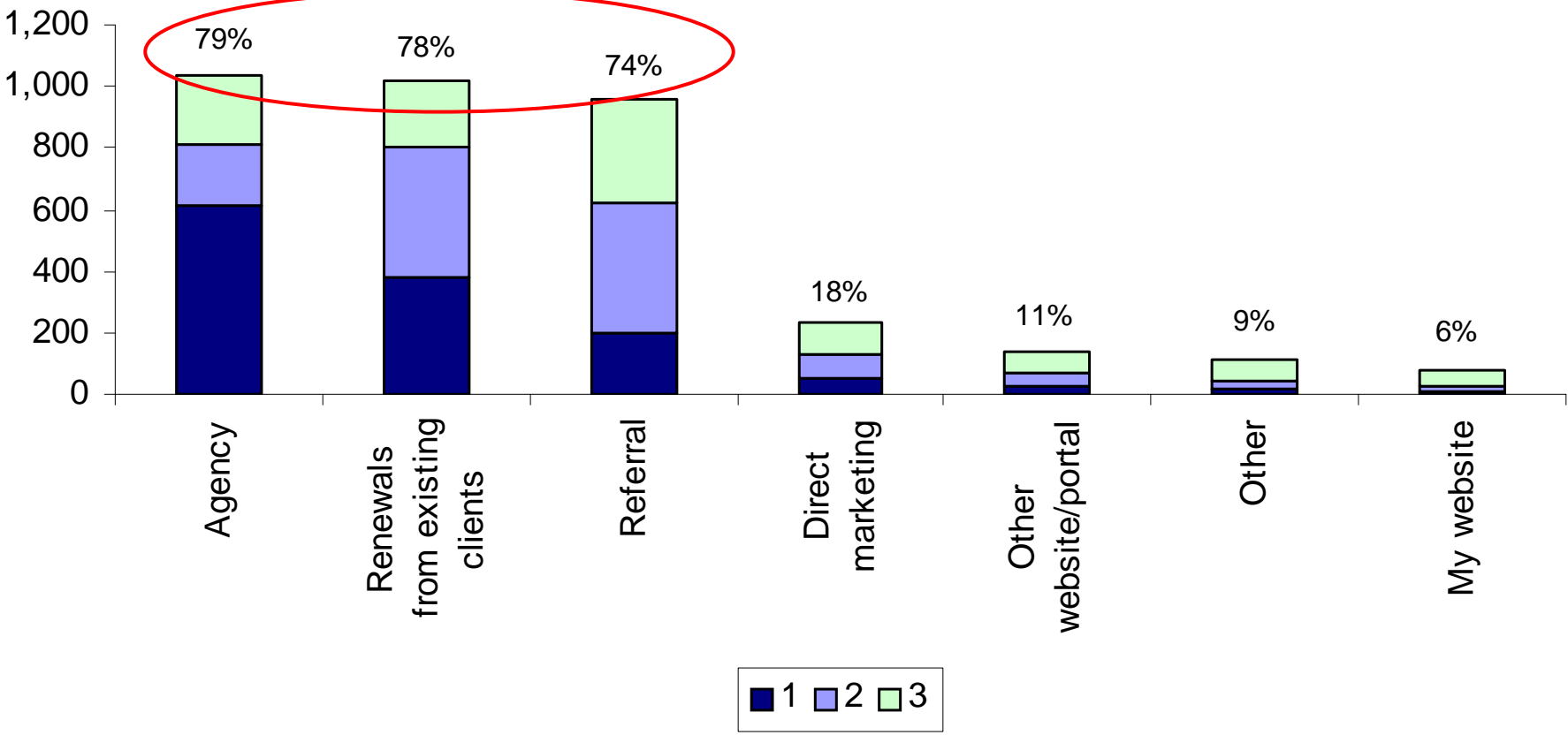
How do you see yourself?



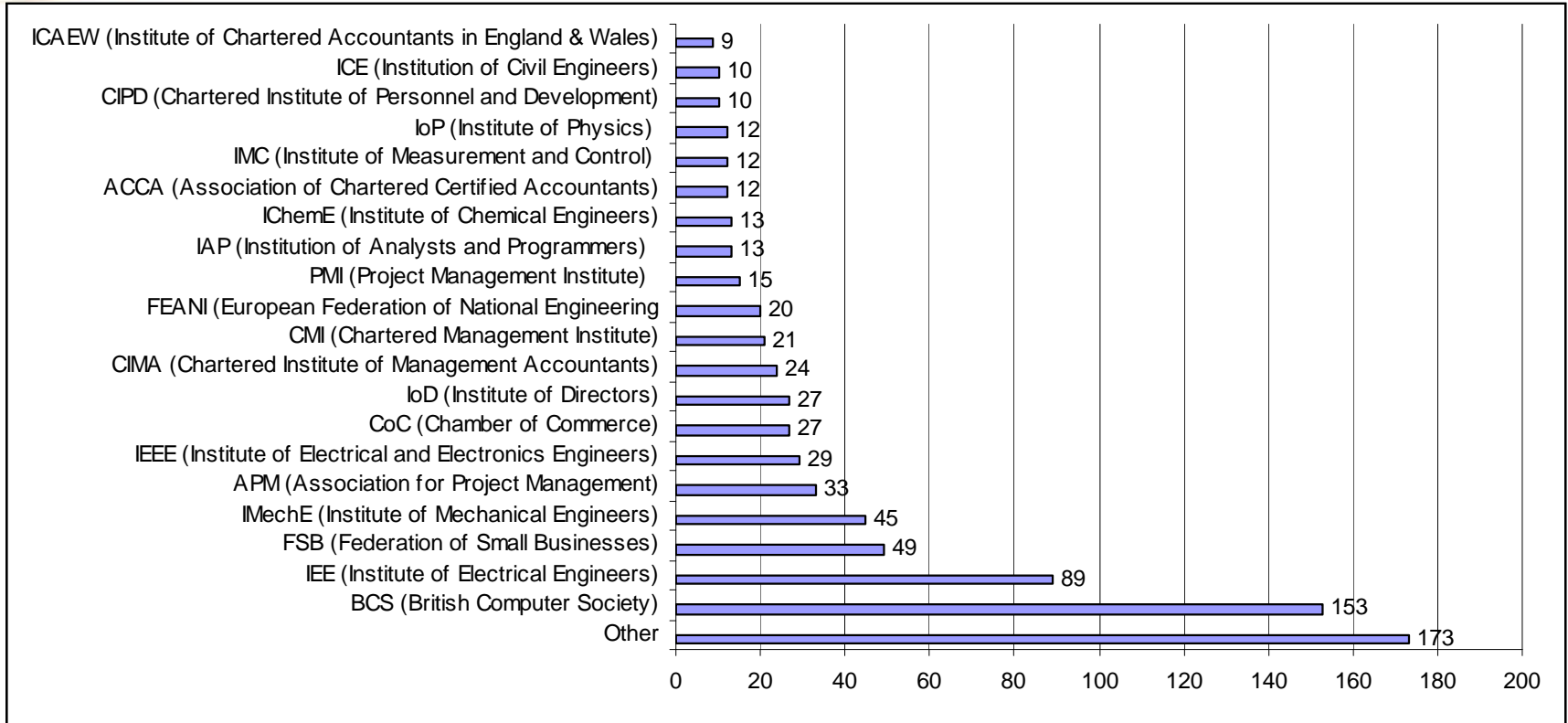
How do they operate in business

- 88% 1-2 person limited company
- Find their work from agencies, existing clients or referrals
- 46% belong to other organisations
- Are generally used to seeking advice

Top 3 sources of work

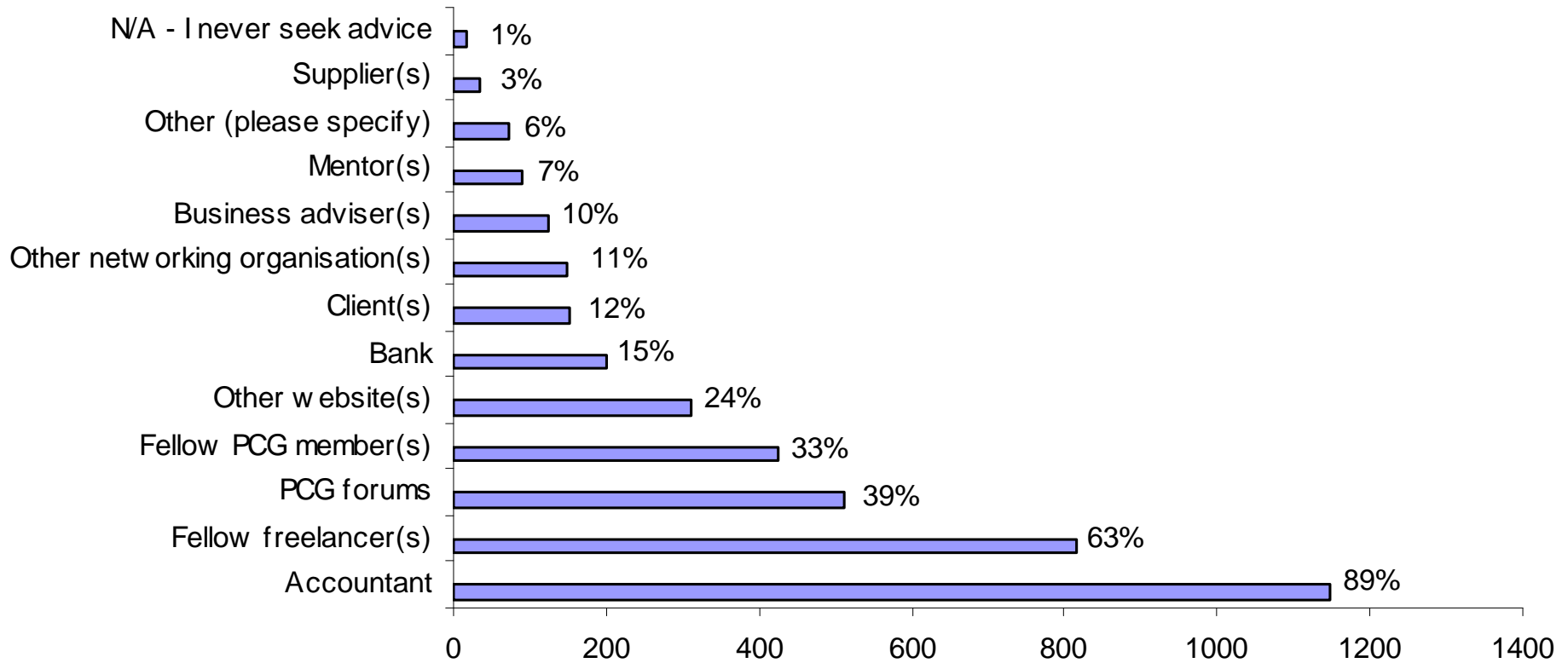


Other networks

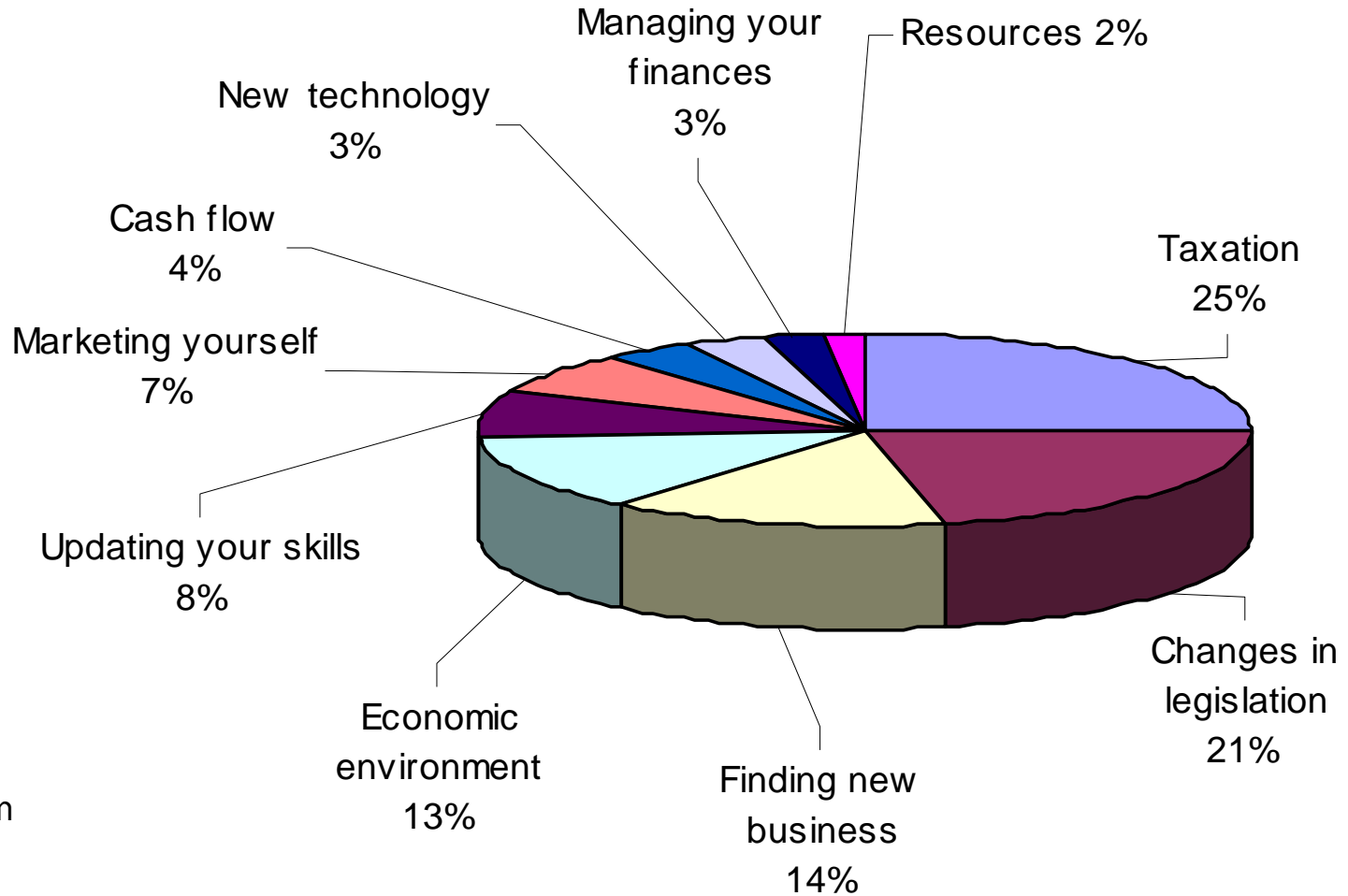


Additional named organisations (accounting for 59 respondents) include: IMC (Institute of Management Consultants), Amicus, CII (Chartered Insurance Institute), CIM (Chartered Institute of Marketing), IMIS (Institute for the Management of Information Systems), SaRS (Safety and Reliability Society), UKWDA (UK Web Design Association), FPB (Forum of Private Business), ISTC (Institute of Scientific and Technical Communicators), AICS (Association of Independent Computer Specialists), BNI (Business Network International), CILT (Chartered Institute of Logistics and Transport). Other (not specified) organisations accounted for a further 173 respondents.

Seeking advice



Areas of major concern

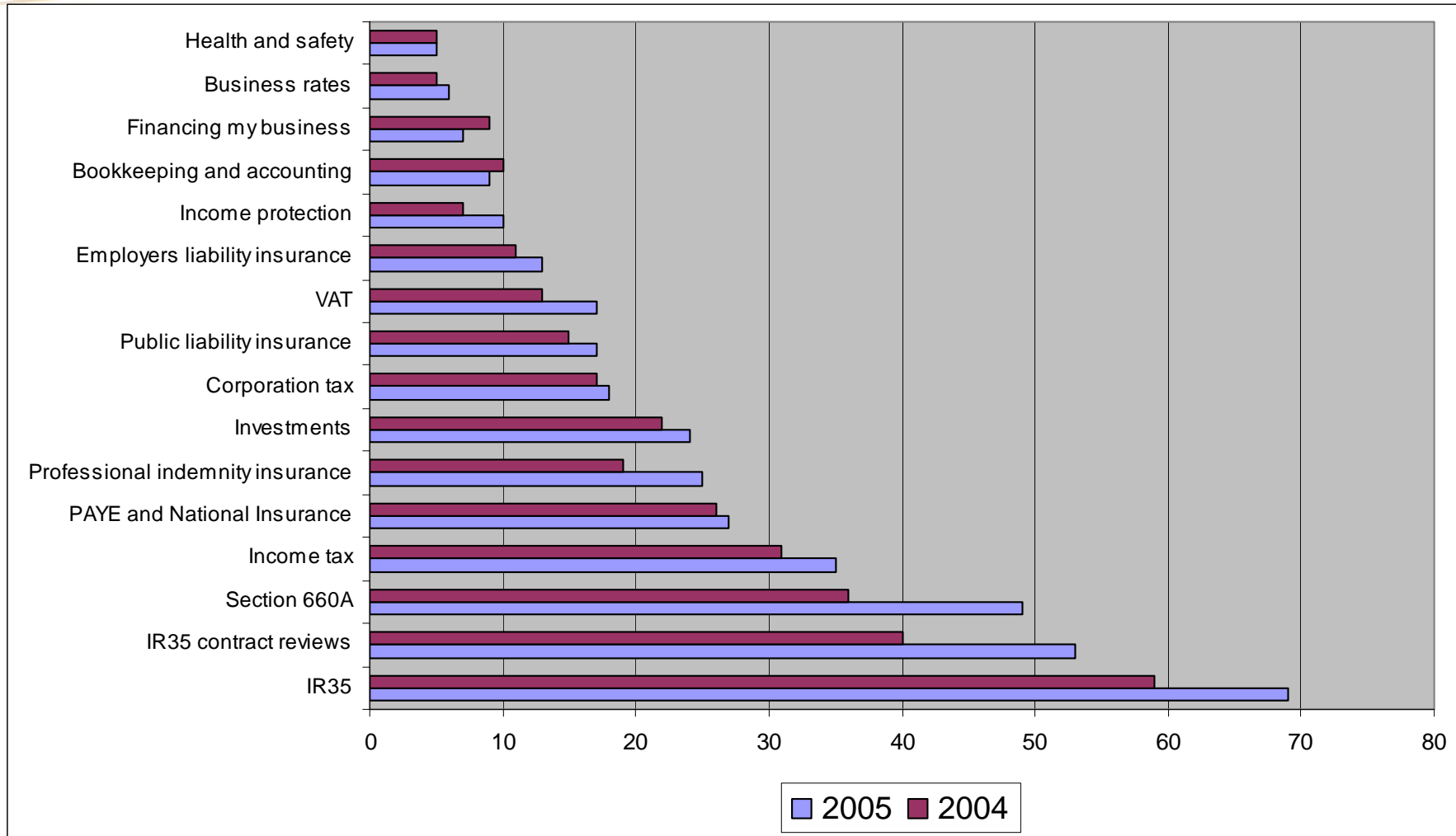


* Very little change from 2004

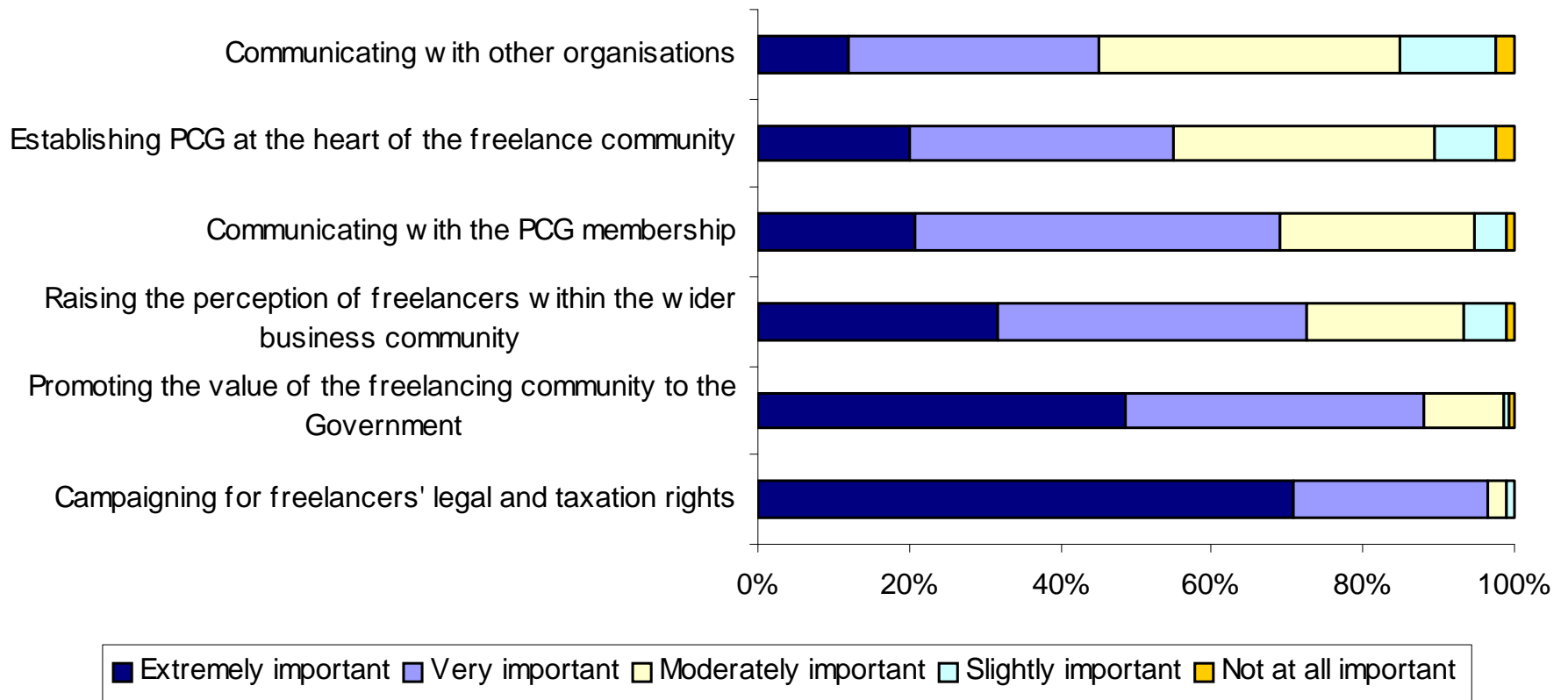
Base 1,301

Specific issues

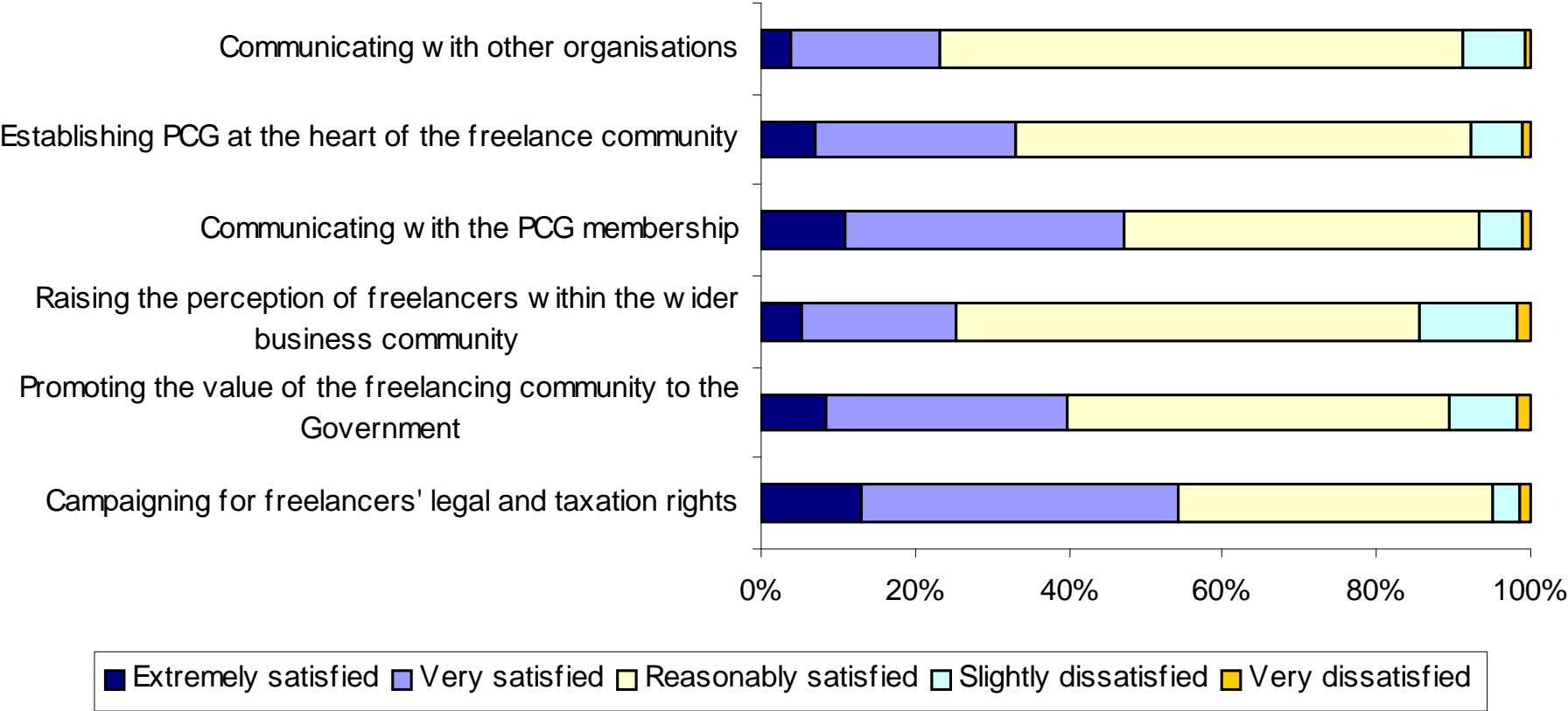
(%extremely/very keen to address)



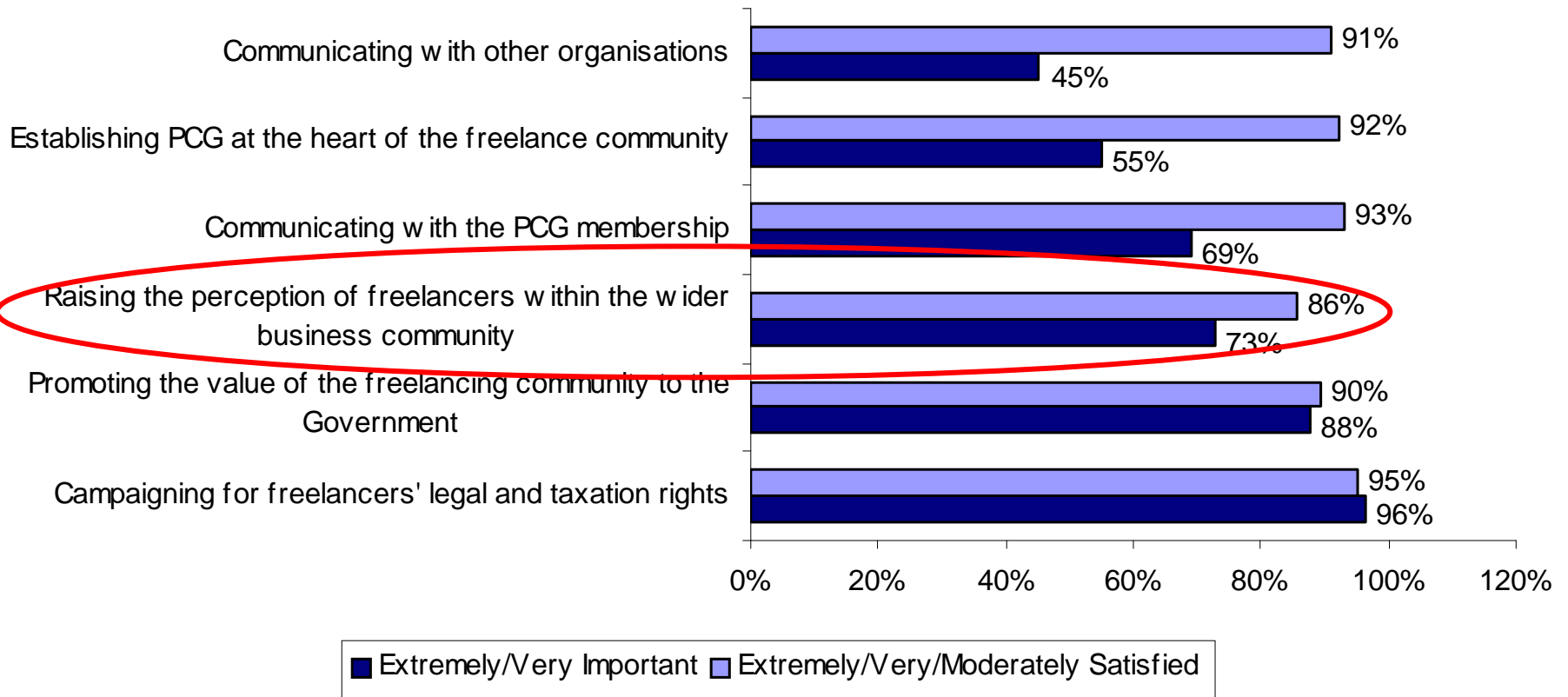
Importance of PCG Objectives



Satisfaction with PCG

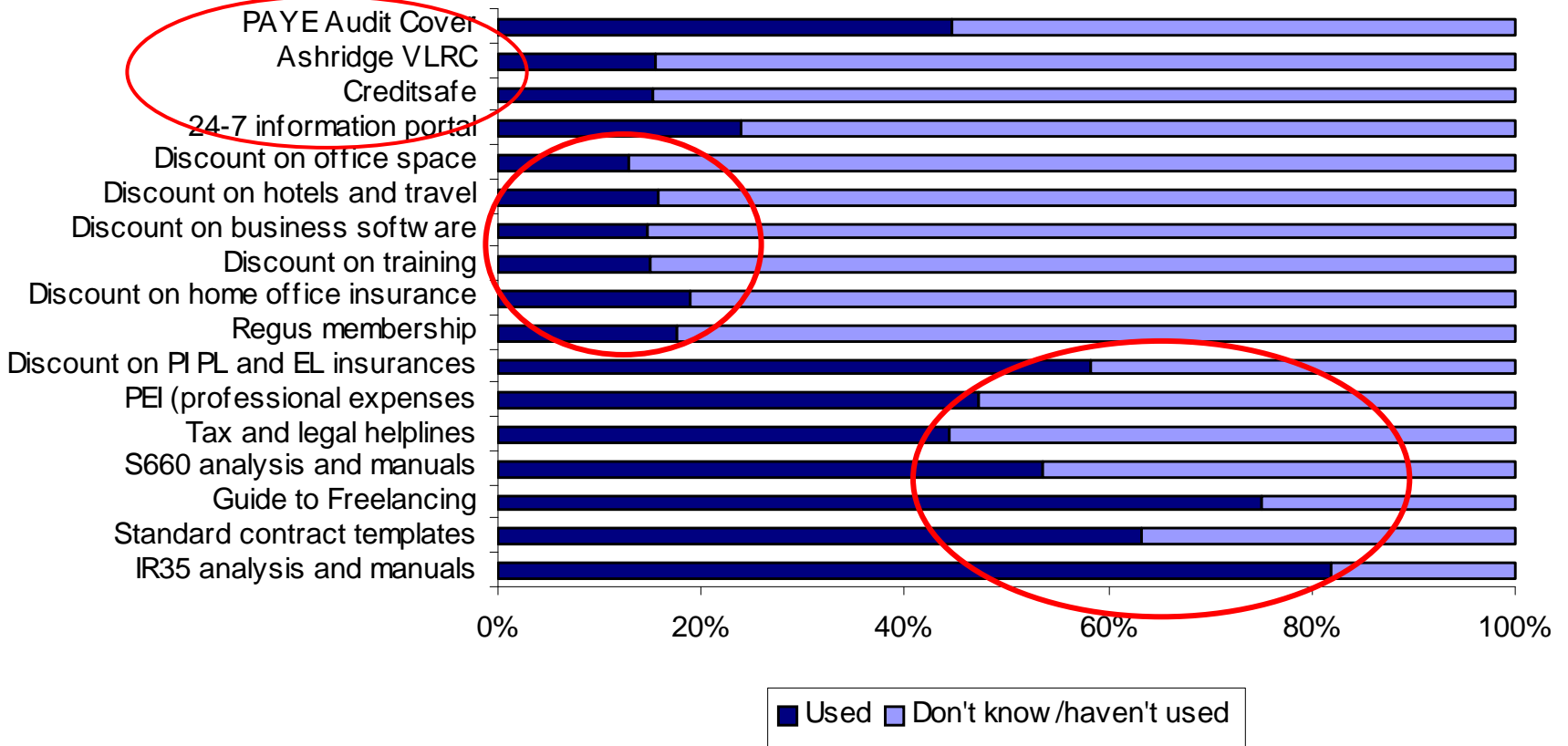


Importance versus satisfaction



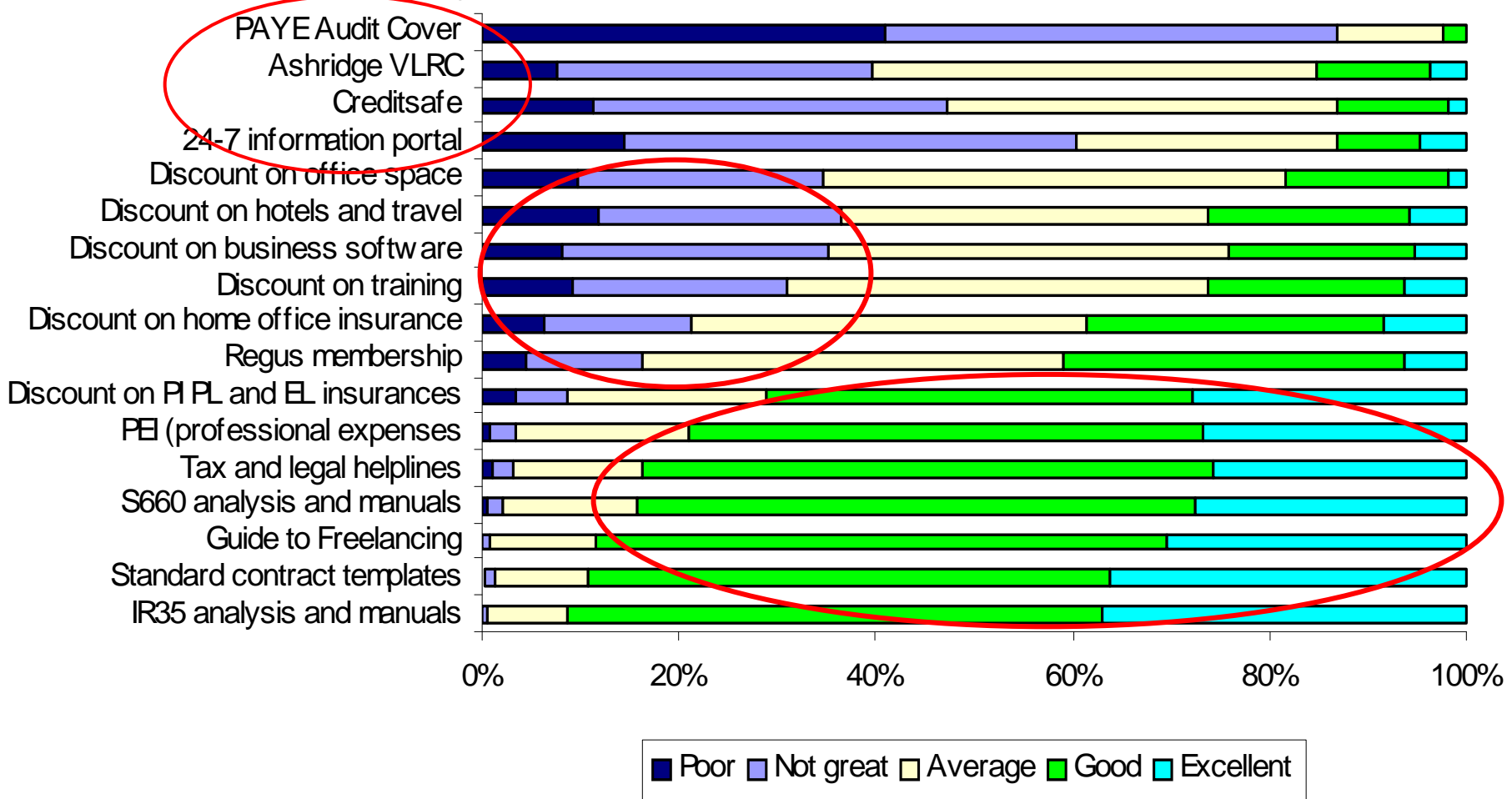
Usage of member benefits?

PCGPlus Only



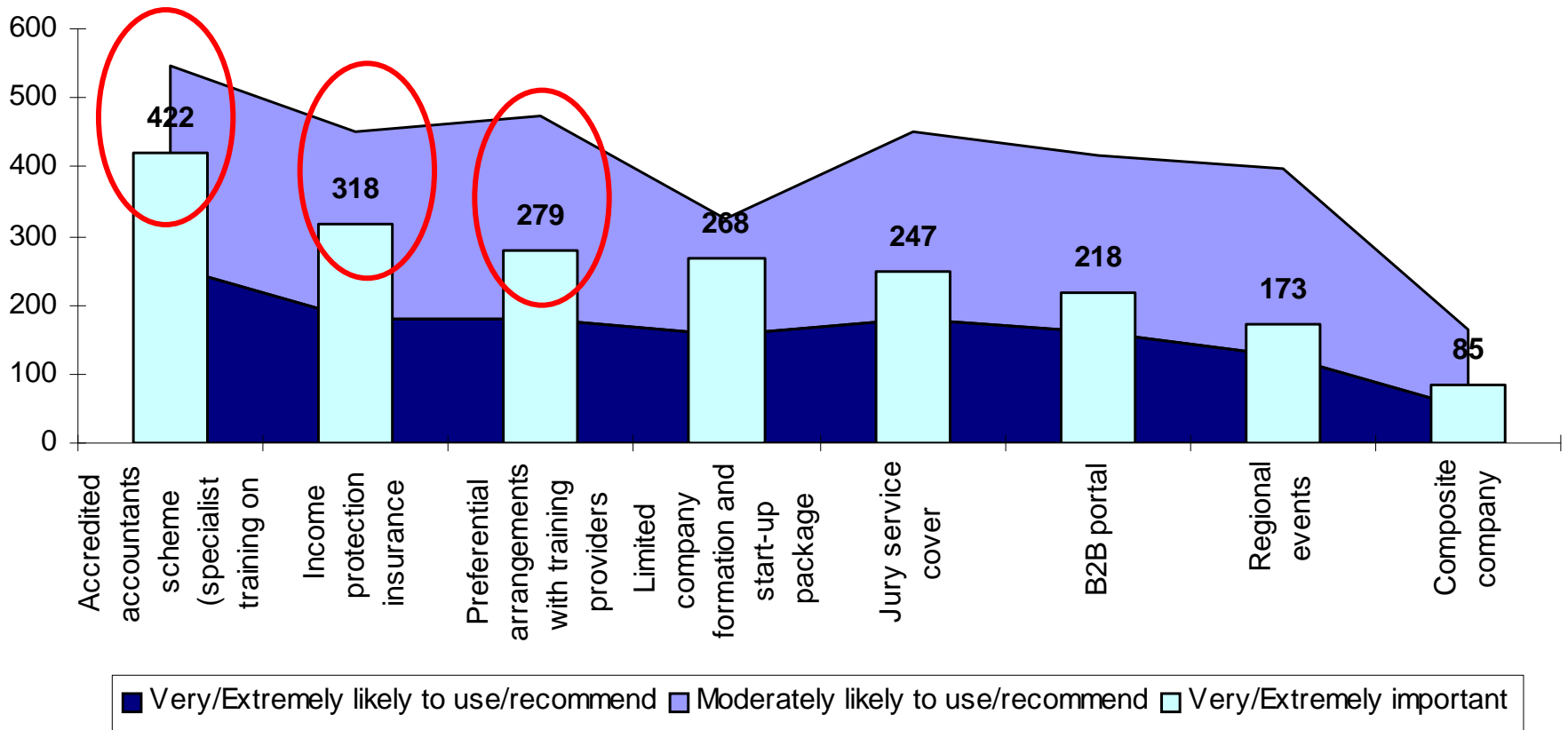
How would you rate member benefits?

PCGPlus Only

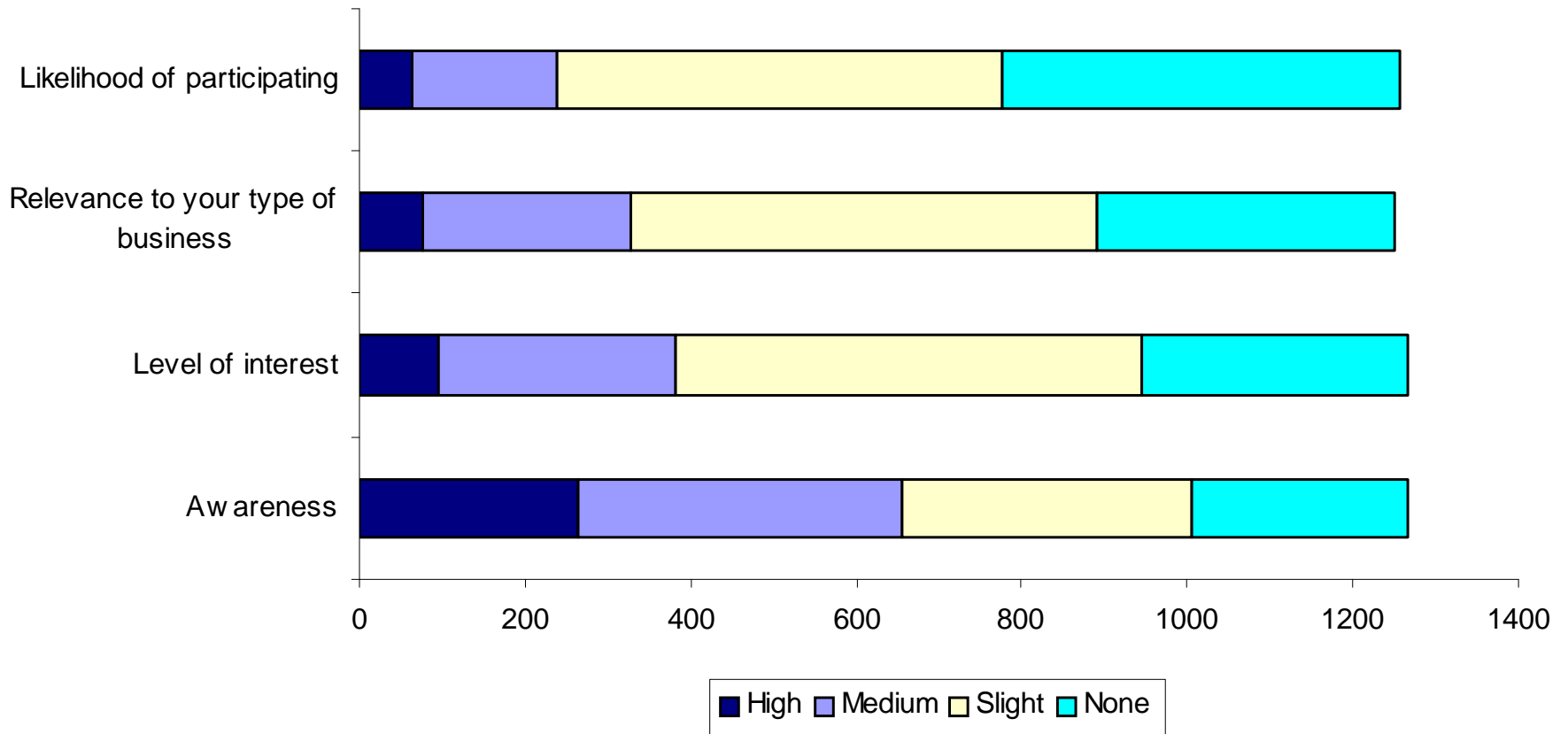


Base: Respondents who expressed a view

New products and services

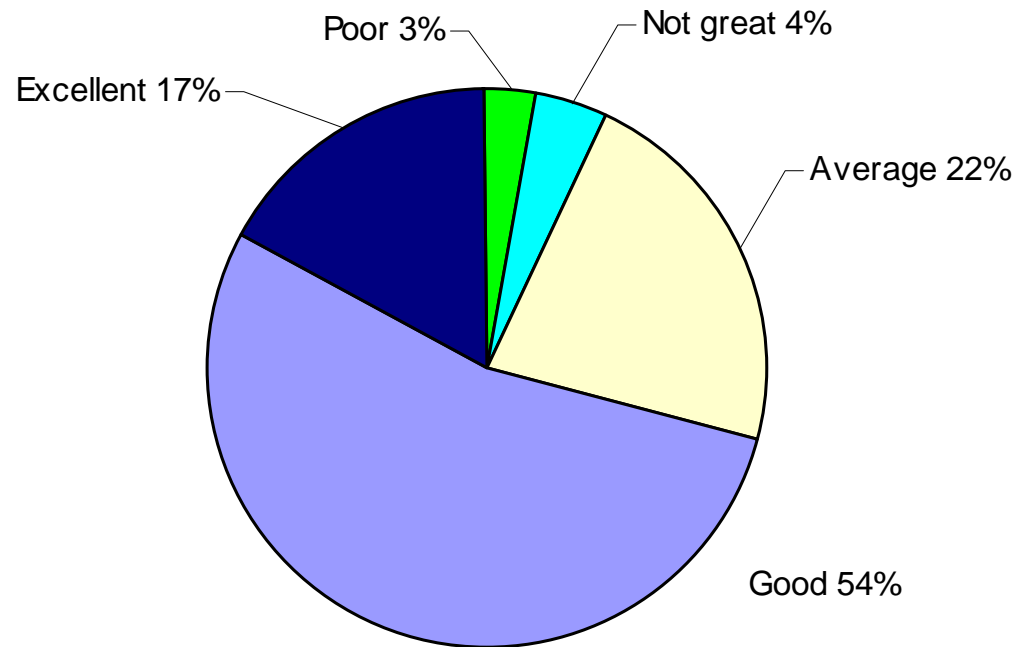


Awareness & interest in ISO9001 certification scheme



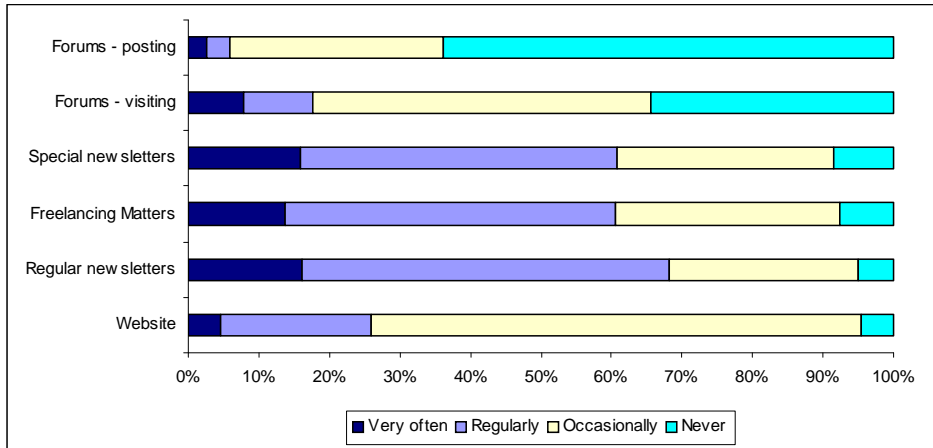
Direct contact with PCG Office

- 45% have had no contact
- Of those who have...



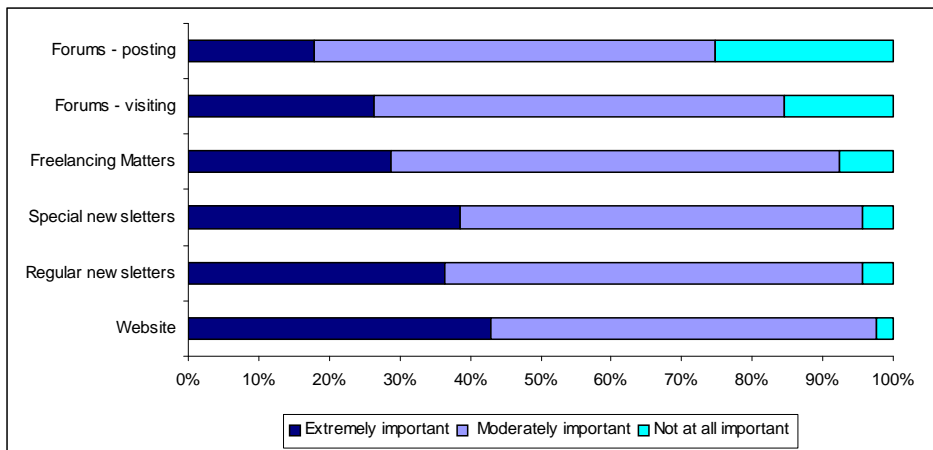
Website & Publications

Usage

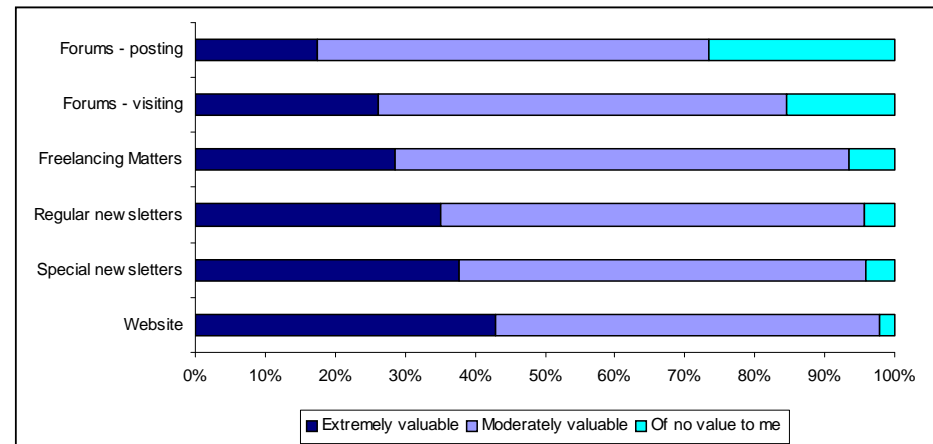


- Website/Forum usage relatively infrequent but...
 - Perceived as important
 - Valuable when used
- Publications well used and valued

Importance

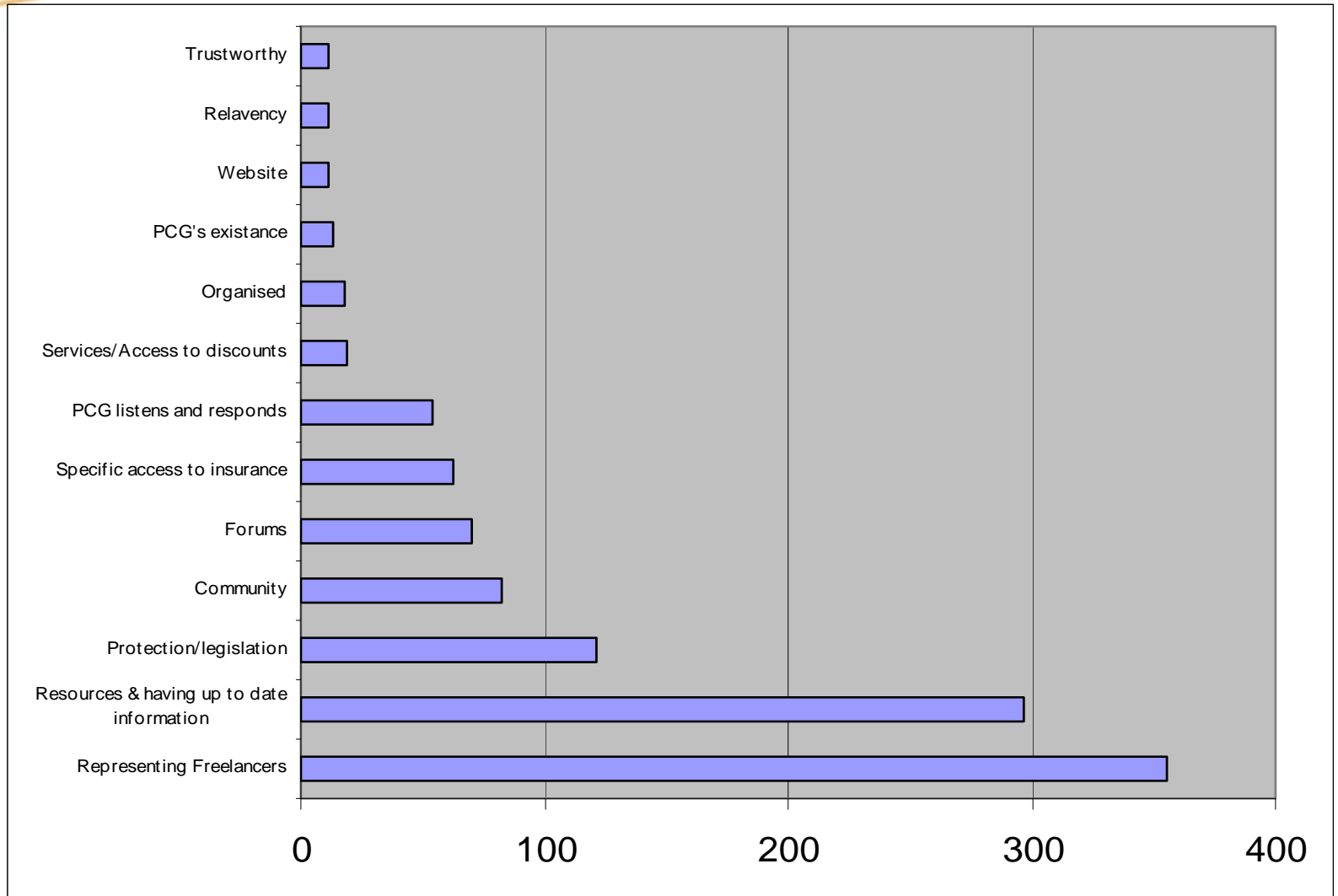


Value



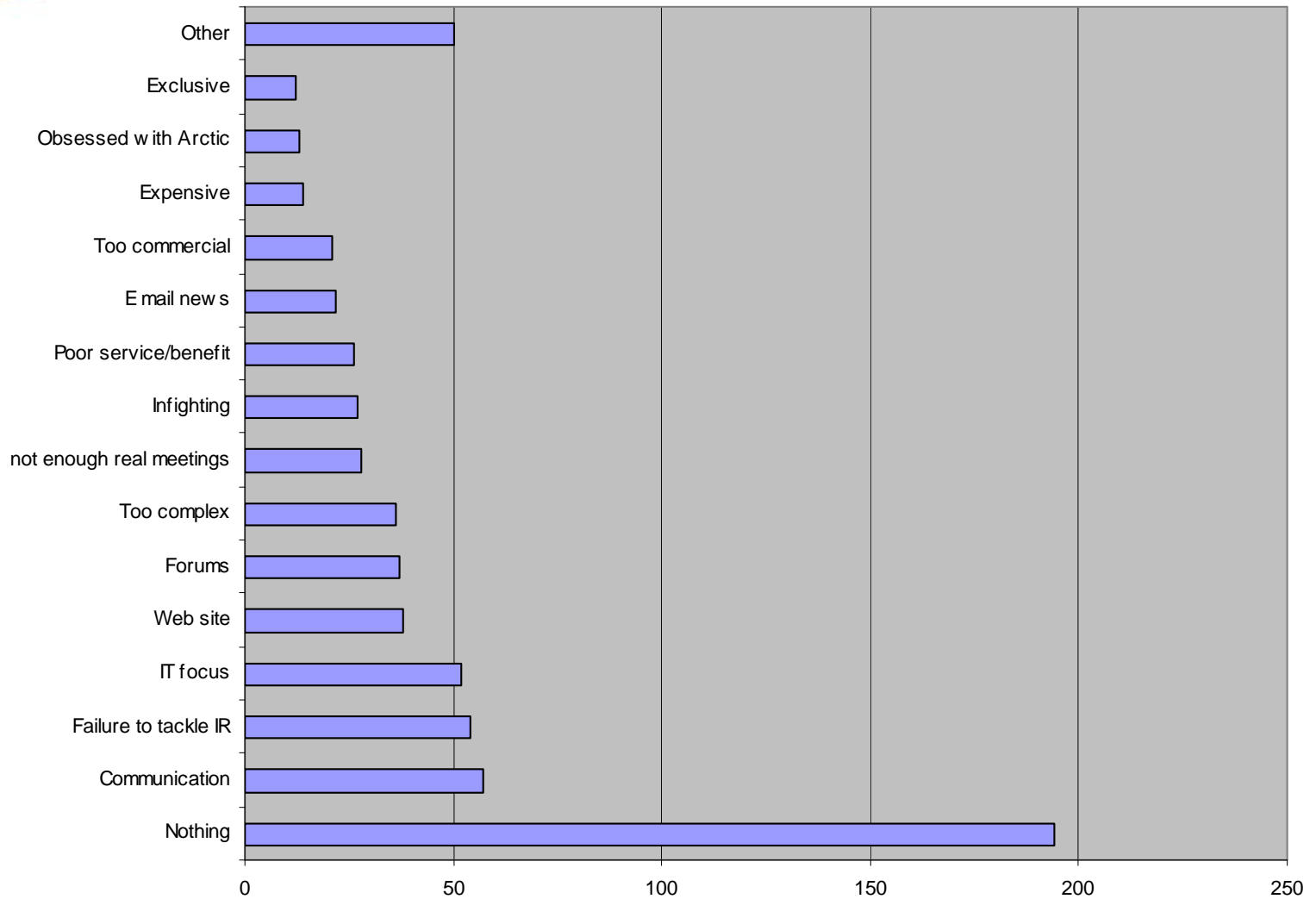
- For the first time we have a good sample of the PCG population with reliable data on the m' ship
- Significant concern remains over IR35/S660 etc
- PCG objectives are in line with member priorities
- Extending benefits beyond the core has proved difficult
- Good guidance on new products

What do you most like?



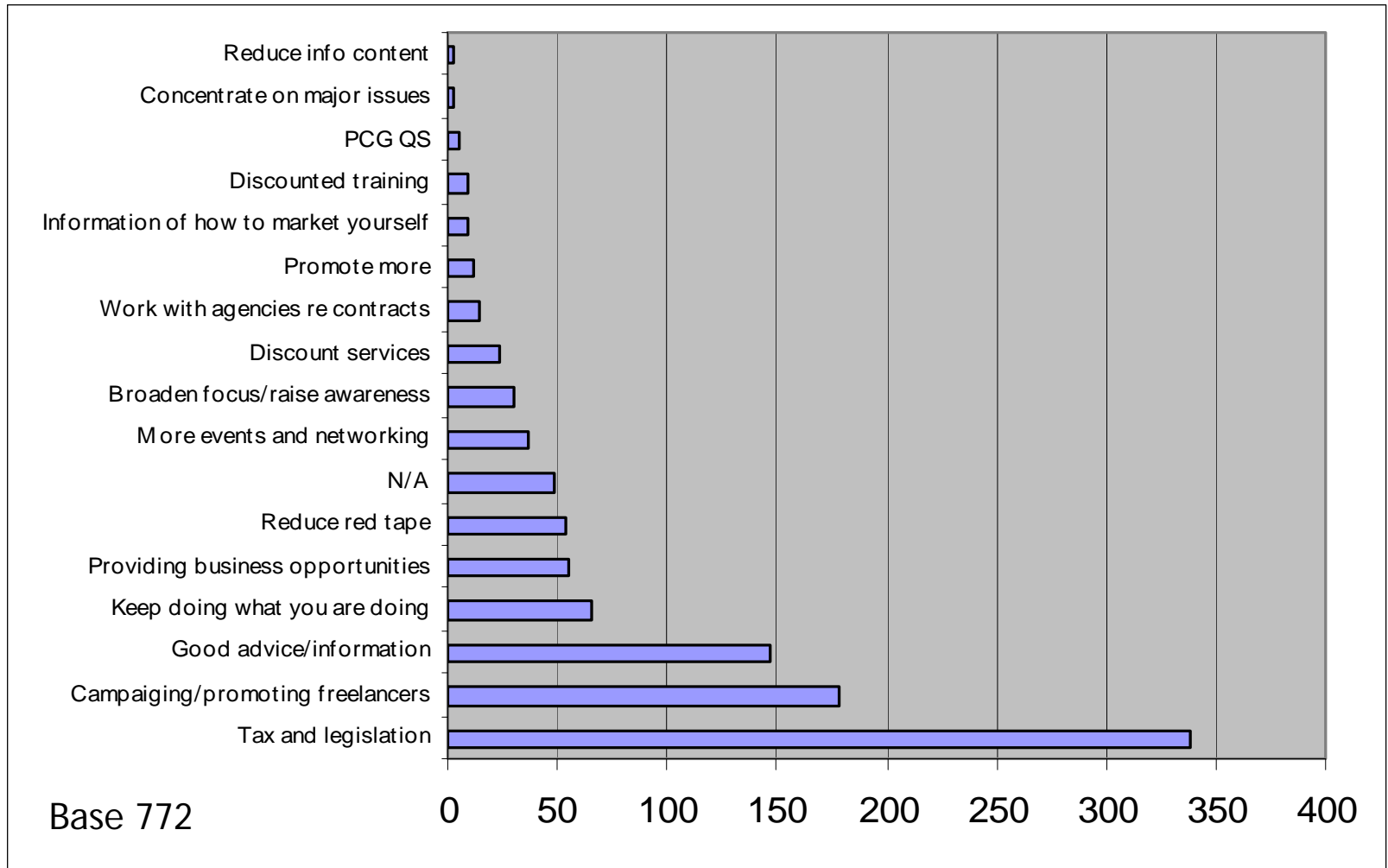
Base
1155

What members most dislike



Base 731

How PCG have a positive impact on your business?



Why join - why stay?

