



The 2017 BE-120 Benchmark Survey of Transactions in Selected Services and Intellectual Property with Foreign Persons

Transaction Category Changes

Reporting Requirements

Did your transactions exceed the “combined” thresholds of \$2 million in sales and/or \$1 million in purchases?

- Mandatory schedules are required.

Were your transactions below the “combined” reporting threshold(s)?

- Complete pages 1-8, providing a total dollar amount for sales and purchases, as applicable, *by transaction type*.

Services by Mode of Supply

Identify percentage of remotely sold and/or purchased services, in select transaction types, for reporters exceeding the “combined” thresholds.

Contract Manufacturing Services

Covers the processing, assembly, labeling, packaging, and so forth of materials and physical components owned by others.

- Additional mandatory detail is required for reporters exceeding the “combined” reporting threshold(s).



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1) Intellectual Property transactions reported by rights conveyed:

- Rights to use
- Rights to reproduce and/or distribute
- Outright sale or purchase

2) Additional breakout of existing services categories:

Old Codes	Service Type	New Codes
12	Computer and data processing services	12.1 (Software), 12.2 (Cloud), and 12.3 (Other)
14	Database and other information services	14.1 (News agency) and 14.2 (Other)
16	Engineering, architectural, and surveying services	16.1 (Architectural), 16.2 (Engineering), and 16.3 (Surveying, cartography, and other)
19	Industrial-type installation, alteration, and maintenance services	19.1 (Maintenance) and 19.2 (Installation, alteration, and training)
21	Management, consulting, and public relations services	21.1 (Market research), 21.2 (Public opinion and polling), and 21.3 (Other)
29	Research and development services	29.1 (Customized and non-customized R&D) and 29.2 (Other)

3) New categories:

Transaction Code	Service Type
32	Health services
33	Heritage and recreational services
34	Audiovisual and production services
35	Contract manufacturing services
36	Disbursements for sales promotion and representation
37	Photographic services, including satellite photography services
38	Space transportation services
39	Trade exhibition and sales convention services
40	Agricultural services

Need to Know More?



Visit us at www.bea.gov/be120 for additional resources and information:

- PDF of the 2017 BE-120 survey form
- Instructional videos
- Decision tool to determine filing status
- Answers to Frequently Asked Questions
- New exemption functionality
- And, more!