



Dear Decision-maker,

For over a decade, SES has provided strategic research, executive counsel and innovative solutions to Canada's leading decision-makers. As part of a process of tracking public opinion and business trends, the firm launched *The SES Web Entrepreneurship Survey* in early 1999.

Having timely and accurate data on emerging on-line business trends is critical to corporate and government decision-makers involved in the Internet. Conducted annually by telephone, *The Web Entrepreneurship Survey* identifies opportunities as well as assists subscribers in understanding the perceptions of small businesses as they relate to commercialization of the Internet.

With a final sample target of 1,000 businesses, *The SES Web Entrepreneurship Survey* is among Canada's most significant research benchmarks on small businesses and the Internet. The margin of accuracy of the survey is  $\pm 3.1\%$ , 19 times out of 20. Validation of the profile of respondents and of small businesses across Canada, indicate that the results are a fair representation of opinion for the target group.

If you have any questions about your data table, please do not hesitate to contact me directly.

A handwritten signature in blue ink, reading 'Nanos', is positioned above the printed name.

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**TABLE 21 RECEIVING ELECTRONIC BILLS FROM SUPPLIERS**

Now I'm going to read you a list of Internet services and activities. I'd like you to tell me whether your business is already engaged in or is currently planning to use them. (Businesses not engaged in the activities were also asked whether they would consider the service or activity.)

	<b>Electronic Bills %</b>	
<b>All Business Respondents</b>	20	
<b>All Business Internet Users</b>		
Engaged	27	
Planning	8	
Consider	17	
Neither planning nor considering	48	
<b>Business Internet Users Not Engaged</b>		
Planning	11	
Consider	24	
Neither planning nor considering	65	
<b>All Business Internet Non-users</b>		
Planning	10	
Consider	20	
Not consider	71	
<b>BUSINESSES USING THE INTERNET</b>	<b>Yes %</b>	<b>No %</b>
<b>Electronic Bills by Region</b>		
West	25	75
Ontario	31	69
Quebec	25	75
Atlantic	32	68
<b>Electronic Bills by Number of Employees</b>		
4 or less	28	72
5 to 9	23	77
10 to 24	29	71
25 to 49	32	68
<b>Electronic Bills by Years in Business</b>		
Less than 1 year	7	93
1 to 4 years	30	70
5 to 9 years	30	70
10 years or more	26	74
<b>Electronic Bills by Respondent Age</b>		
18 to 29	28	72
30 to 39	31	69
40 to 49	29	71
50 to 59	21	79
60 plus	21	79
<b>Electronic Bills by Respondent Gender</b>		
Female	25	75
Male	30	70