



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 that reads 'Nanos'.

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TABLE 6 CURRENT INTERNET USE

Does your business currently use the Internet?

	Yes %	No %
All Respondents	61	39
Region		
West	64	36
Ontario	58	42
Quebec	61	39
Atlantic	66	34
Internet Use		
User	100	0
Non-user	0	100
Number of Employees		
4 or less	47	53
5 to 9	61	39
10 to 24	70	30
25 to 49	80	20
Years in Business		
Less than 1 year	62	38
1 to 4 years	61	39
5 to 9 years	61	39
10 years or more	61	39
Respondent Age		
18 to 29	70	30
30 to 39	63	37
40 to 49	61	39
50 to 59	52	49
60 plus	39	61
Respondent Gender		
Female	58	42
Male	64	36