



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.

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TABLE 20 **SENDING ELECTRONIC INVOICES TO CUSTOMERS**

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.)

	Electronic Invoices	
	%	
All Business Respondents	16	
All Business Internet Users		
Engaged	22	
Planning	8	
Consider	17	
Neither planning nor considering	54	
Business Internet Users Not Engaged		
Planning	10	
Consider	21	
Neither planning nor considering	69	
All Business Internet Non-users		
Planning	6	
Consider	18	
Not consider	76	
BUSINESSES USING THE INTERNET	Yes	No
	%	%
Electronic Invoices by Region		
West	23	77
Ontario	19	81
Quebec	25	75
Atlantic	18	82
Electronic Invoices by Number of Employees		
4 or less	20	80
5 to 9	23	77
10 to 24	21	89
25 to 49	27	73
Electronic Invoices by Years in Business		
Less than 1 year	0	100
1 to 4 years	24	76
5 to 9 years	22	78
10 years or more	22	78
Electronic Invoices by Age		
18 to 29	28	72
30 to 39	21	79
40 to 49	24	76
50 to 59	12	88
60 plus	24	76
Electronic Invoices by Gender		
Female	19	81
Male	24	76