



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 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.)

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