



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 24

ELECTRONICALLY RECEIVING PAYMENTS

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.)

	Receiving Payments %	
All Business Respondents	14	
All Business Internet Users		
Engaged	19	
Planning	9	
Consider	14	
Neither planning nor considering	59	
Business Internet Users Not Engaged		
Planning	11	
Consider	17	
Neither planning nor considering	72	
All Business Internet Non-users		
Planning	7	
Consider	20	
Not consider	74	
BUSINESSES USING THE INTERNET	Yes %	No %
Receiving Payments by Region		
West	17	83
Ontario	20	80
Quebec	19	81
Atlantic	13	87
Receiving Payments by Number of Employees		
4 or less	17	83
5 to 9	21	79
10 to 24	18	82
25 to 49	19	81
Receiving Payments by Years in Business		
Less than 1 year	7	93
1 to 4 years	17	83
5 to 9 years	22	78
10 years or more	18	82
Receiving Payments by Age		
18 to 29	18	82
30 to 39	23	77
40 to 49	15	85
50 to 59	19	81
60 plus	14	86
Receiving Payments by Gender		
Female	15	85
Male	22	78