



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 6 **CURRENT INTERNET USE**

Does your business currently use the Internet?

	Yes %	No %
All Respondents	74	26
Region		
West	79	21
Ontario	74	26
Quebec	69	31
Atlantic	76	24
Internet Use		
User	100	0
Non-user	0	100
Number of Employees		
4 or less	66	34
5 to 9	72	28
10 to 24	83	17
25 to 49	92	8
Years in Business		
Less than 1 year	64	36
1 to 4 years	78	22
5 to 9 years	76	24
10 years or more	73	27
Respondent Age		
18 to 29	81	19
30 to 39	76	24
40 to 49	72	29
50 to 59	72	28
60 plus	66	34
Respondent Gender		
Female	74	26
Male	75	25