



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 12 WEBSITE FOR INTERNAL COMMUNICATIONS

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.)

	Intranet	
	%	
All Business Respondents	22	
All Business Internet Users		
Engaged	35	
Planning	14	
Consider	7	
Neither planning nor considering	79	
Business Internet Users Not Engaged		
Planning	9	
Consider	5	
Neither planning nor considering	51	
All Business Internet Non-users		
Planning	9	
Consider	7	
Not consider	84	
BUSINESSES USING THE INTERNET	Yes	No
	%	%
Intranet by Region		
West	31	69
Ontario	27	73
Quebec	50	50
Atlantic	18	82
Intranet by Number of Employees		
4 or less	21	79
5 to 9	34	66
10 to 24	41	59
25 to 49	48	52
Intranet by Years in Business		
Less than 1 year	47	53
1 to 4 years	33	67
5 to 9 years	32	68
10 years or more	36	64
Intranet by Respondent Age		
18 to 29	42	58
30 to 39	40	60
40 to 49	30	70
50 to 59	27	83
60 plus	17	83
Intranet by Respondent Gender		
Female	36	64
Male	35	65