



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 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	11	
All Business Internet Users		
Engaged	18	
Planning	14	
Consider	10	
Neither planning nor considering	58	
Business Internet Users Not Engaged		
Planning	17	
Consider	13	
Neither planning nor considering	71	
All Business Internet Non-users		
Planning	9	
Consider	8	
Not consider	83	
BUSINESSES USING THE INTERNET		
	Yes	No
	%	%
Electronic Invoices by Region		
West	18	82
Ontario	17	83
Quebec	22	78
Atlantic	6	94
Electronic Invoices by Number of Employees		
4 or less	14	86
5 to 9	18	82
10 to 24	24	76
25 to 49	18	72
Electronic Invoices by Years in Business		
Less than 1 year	0	100
1 to 4 years	16	84
5 to 9 years	23	77
10 years or more	18	82
Electronic Invoices by Respondent Age		
18 to 29	21	79
30 to 39	18	82
40 to 49	16	84
50 to 59	24	76
60 plus	0	100
Electronic Invoices by Gender		
Female	19	81
Male	17	83