



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 22 ELECTRONICALLY PAYING BILLS THROUGH YOUR BANK

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 Paying %	
All Business Respondents	13	
All Business Internet Users		
Engaged	21	
Planning	10	
Consider	8	
Neither planning nor considering	59	
Business Internet Users Not Engaged		
Planning	13	
Consider	12	
Neither planning nor considering	75	
All Business Internet Non-users		
Planning	8	
Consider	8	
Not consider	84	
BUSINESSES USING THE INTERNET		
	Yes %	No %
Electronic Paying by Region		
West	22	78
Ontario	27	73
Quebec	12	88
Atlantic	24	76
Electronic Paying by Number of Employees		
4 or less	23	77
5 to 9	22	78
10 to 24	16	84
25 to 49	20	80
Electronic Paying by Years in Business		
Less than 1 year	23	77
1 to 4 years	21	79
5 to 9 years	22	78
10 years or more	20	80
Electronic Paying by Respondent Age		
18 to 29	22	78
30 to 39	16	84
40 to 49	25	75
50 to 59	24	76
60 plus	17	83
Electronic Paying by Gender		
Female	19	81
Male	23	77