



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 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	9	
All Business Internet Users		
Engaged	15	
Planning	13	
Consider	8	
Neither planning nor considering	64	
Business Internet Users Not Engaged		
Planning	15	
Consider	9	
Neither planning nor considering	76	
All Business Internet Non-users		
Planning	10	
Consider	9	
Not consider	81	
BUSINESSES USING THE INTERNET	Yes	No
	%	%
Receiving Payments by Region		
West	19	81
Ontario	15	85
Quebec	12	88
Atlantic	6	94
Receiving Payments by Number of Employees		
4 or less	13	87
5 to 9	13	87
10 to 24	17	83
25 to 49	16	84
Receiving Payments by Years in Business		
Less than 1 year	8	92
1 to 4 years	12	88
5 to 9 years	17	83
10 years or more	15	85
Receiving Payments by Respondent Age		
18 to 29	14	86
30 to 39	11	89
40 to 49	17	83
50 to 59	19	81
60 plus	8	82
Receiving Payments by Gender		
Female	15	85
Male	14	86