



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 27 SUBMITTING TAX RETURNS TO THE GOVERNMENT

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.)

	Tax Returns %	
All Business Respondents	10	
All Business Internet Users		
Engaged	17	
Planning	10	
Consider	6	
Neither planning nor considering	67	
Business Internet Users Not Engaged		
Planning	12	
Consider	7	
Neither planning nor considering	81	
All Business Internet Non-users		
Planning	9	
Consider	10	
Not consider	81	
BUSINESSES USING THE INTERNET	Yes %	No %
Tax Return by Region		
West	21	79
Ontario	18	72
Quebec	11	89
Atlantic	24	76
Tax Return by Number of Employees		
4 or less	17	83
5 to 9	15	85
10 to 24	20	80
25 to 49	16	84
Tax Return by Years in Business		
Less than 1 year	15	85
1 to 4 years	11	89
5 to 9 years	21	79
10 years or more	18	82
Tax Return by Respondent Age		
18 to 29	19	81
30 to 39	15	85
40 to 49	17	83
50 to 59	19	81
60 plus	25	75
Tax Return by Respondent Gender		
Female	12	88
Male	22	78