



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 29

ACCESSING GOVERNMENT SERVICES

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.)

	Accessing Gov't Services %	
All Business Respondents		
All Business Internet Users		
Engaged	40	
Planning	11	
Consider	6	
Neither planning nor considering	43	
Business Internet Users Not Engaged		
Planning	19	
Consider	10	
Neither planning nor considering	71	
All Business Internet Non-users		
Planning	13	
Consider	13	
Not consider	74	
BUSINESSES USING THE INTERNET		
	Yes %	No %
Accessing Gov't Services by Region		
West	49	51
Ontario	48	52
Quebec	21	79
Atlantic	58	42
Accessing Gov't Services by Number of Employees		
4 or less	42	58
5 to 9	35	65
10 to 24	41	59
25 to 49	43	57
Accessing Gov't Services by Years in Business		
Less than 1 year	39	61
1 to 4 years	33	67
5 to 9 years	48	52
10 years or more	39	61
Accessing Gov't Services by Respondent Age		
18 to 29	38	62
30 to 39	44	56
40 to 49	39	61
50 to 59	36	64
60 plus	33	67
Accessing Gov't Services by Gender		
Female	38	62
Male	42	58