

Type Your Title / Introduction Here

Q1. What is your organisation's primary business activity at this location? (Select one only)

- | | |
|--|--|
| <input type="checkbox"/> Manufacturing and Process Industries (Non computer) | <input type="checkbox"/> Construction / Architecture / Engineering |
| <input type="checkbox"/> Online Retailer | <input type="checkbox"/> Data Processing Services |
| <input type="checkbox"/> Internet Service Provider (ISP) or Application Service Provider (ASP) | <input type="checkbox"/> Wholesale / Retail / Distribution |
| <input type="checkbox"/> Communication Carrier | <input type="checkbox"/> Education |
| <input type="checkbox"/> Aerospace | <input type="checkbox"/> Marketing / Advertising / Entertainment |
| <input type="checkbox"/> Banking / Finance / Accounting | <input type="checkbox"/> Research / Development Lab |
| <input type="checkbox"/> Insurance / Property Services / Legal | <input type="checkbox"/> Business Services / Consultant |
| <input type="checkbox"/> National Government (Including military) | <input type="checkbox"/> Computer Manufacturer (Hardware, Software, peripherals) |
| <input type="checkbox"/> Regional / Local Government | <input type="checkbox"/> Computer / Network Service |
| <input type="checkbox"/> Medical / Dental / Health care | <input type="checkbox"/> Computer Related Retailer / Wholesaler / Distributor |
| <input type="checkbox"/> Transportation / Utilities | |
| <input type="checkbox"/> Other _____ | |

Q2. What is your primary job title? (Select one only)

IT Management:

- | | |
|--|--|
| <input type="checkbox"/> CIO / CTO | <input type="checkbox"/> Vice President |
| <input type="checkbox"/> Director | <input type="checkbox"/> Manager |
| <input type="checkbox"/> Internet Manager | <input type="checkbox"/> eBusiness |
| <input type="checkbox"/> Webmaster / Web Developer | <input type="checkbox"/> Supervisor |
| <input type="checkbox"/> Technical Consultant | <input type="checkbox"/> Other IT Management |

Corporate Management:

- | | |
|--|---|
| <input type="checkbox"/> Owner / Partner / Principal | <input type="checkbox"/> CFO |
| <input type="checkbox"/> Finance Controller / Financial Director | <input type="checkbox"/> Executive VP / General Manager |
| <input type="checkbox"/> Director | <input type="checkbox"/> Professional (Consultant, Legal, Medical, Architect) |
| <input type="checkbox"/> Other Corporate Management | <input type="checkbox"/> IT Staff |
| <input type="checkbox"/> Other Management | <input type="checkbox"/> Other Staff |

If you selected 'Other IT Management', 'Other Corporate Management', 'Other Management' or 'Other Staff', please provide your job title here:

Q3. What are your job functions? (Please select ALL that apply)

IT Management

- | | |
|---|--|
| <input type="checkbox"/> Internet / Intranet / Extranet Management / Development / Strategy | <input type="checkbox"/> E-Business Management / Development / Strategy |
| <input type="checkbox"/> E-Commerce Management / Development / Strategy | <input type="checkbox"/> New Media Management / Strategy |
| <input type="checkbox"/> Webmaster / Web Development | <input type="checkbox"/> Other E-Business / Internet Management / Development / Strategy |
| <input type="checkbox"/> IS / MIS / DP | <input type="checkbox"/> Network Systems |
| <input type="checkbox"/> Data Communications / Telecommunications | <input type="checkbox"/> Software / Applications Development / Programming |
| <input type="checkbox"/> Systems Engineering / Analysis / Integration / Technical Services | <input type="checkbox"/> Other Information Technology |

Business Management

- | | |
|---|--|
| <input type="checkbox"/> Executive | <input type="checkbox"/> Financial / Accounting |
| <input type="checkbox"/> Engineering | <input type="checkbox"/> Sales / Marketing |
| <input type="checkbox"/> Research and Development | <input type="checkbox"/> Other Business Management |

Professionals / Others

- | | |
|---|---|
| <input type="checkbox"/> Computer Related Consultant | <input type="checkbox"/> Training / Education |
| <input type="checkbox"/> Other Professionals (Legal, Architect, etc.) | |

Q4. In which of the following ways does your company currently conduct electronic business via online services, corporate extranets, or the public Internet? (Please tick ALL that apply)

- | | |
|--|---|
| <input type="checkbox"/> Sell / Purchase Products / Service | <input type="checkbox"/> B2B Exchanges / Auction |
| <input type="checkbox"/> Process Orders / Transactions | <input type="checkbox"/> Communicate with suppliers / Customers |
| <input type="checkbox"/> Communicate with Employees / Intranet | <input type="checkbox"/> Offer Customer Service / Support |
| <input type="checkbox"/> Other | <input type="checkbox"/> None |

Q5. What was your organisation's total sales volume for last year?

- | | | |
|--|--|--|
| <input type="checkbox"/> < £10,000 | <input type="checkbox"/> £10,000 - £24,999 | <input type="checkbox"/> £25,000 - £49,999 |
| <input type="checkbox"/> £50,000 - £99,999 | <input type="checkbox"/> £100,000 - £199,999 | <input type="checkbox"/> £200,000 - £399,999 |
| <input type="checkbox"/> £500,000 - £599,999 | <input type="checkbox"/> £600,000 - £999,999 | <input type="checkbox"/> £1 million - £2.5 million |
| <input type="checkbox"/> £2.5 million - £5 million | <input type="checkbox"/> £5 million - £10 million | <input type="checkbox"/> £10 million - £20 million |
| <input type="checkbox"/> £20 million - £30 million | <input type="checkbox"/> £30 million - £50 million | <input type="checkbox"/> > £50 million |

Q6. How many people are employed within your organisation?

- | | | |
|--|--|------------------------------------|
| <input type="checkbox"/> < 10 | <input type="checkbox"/> 10 - 19 | <input type="checkbox"/> 20 - 49 |
| <input type="checkbox"/> 50 - 99 | <input type="checkbox"/> 100 - 499 | <input type="checkbox"/> 500 - 999 |
| <input type="checkbox"/> 1,000 - 4,999 | <input type="checkbox"/> 5,000 - 9,999 | <input type="checkbox"/> 10,000 + |

Q7. What would you estimate your department's budget to be this year?

- | | | |
|--|--|--|
| <input type="checkbox"/> < £50,000 | <input type="checkbox"/> £50,000 - £299,999 | <input type="checkbox"/> £300,000 - £999,999 |
| <input type="checkbox"/> £1 million - £4.9 million | <input type="checkbox"/> £5 million - £9.9 million | <input type="checkbox"/> £10 million or more |

Q8. What is your exact job title

Q9. What department do you primarily work in?

Q10. How would you characterise your involvement in the decisions about acquiring products and service for your organisation

	Very Involved	Involved	Not at all Involved
Determine the need	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Determine specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Evaluate suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Set standards for your organisation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommend suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Approve expenditures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Approve suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q11. What is the value of the products or services that you anticipate being involved in purchasing for your company in the next 12 months?

- | | | |
|--|--|--|
| <input type="checkbox"/> > £1,000 | <input type="checkbox"/> £1,000 - £9,999 | <input type="checkbox"/> £10,000 - £24,999 |
| <input type="checkbox"/> £25,000 - £49,999 | <input type="checkbox"/> £50,000 - £99,999 | <input type="checkbox"/> £100,000 - £199,999 |
| <input type="checkbox"/> £200,000 - £399,999 | <input type="checkbox"/> £500,000 - £599,999 | <input type="checkbox"/> £600,000 - £999,999 |
| <input type="checkbox"/> £1 million - £2.5 million | <input type="checkbox"/> > £2.5 million | |

Q12. What was the total value of the products or services you were involved in purchasing for your company in the last 12 months?

- | | | |
|--|--|--|
| <input type="checkbox"/> > £1,000 | <input type="checkbox"/> £1,000 - £9,999 | <input type="checkbox"/> £10,000 - £24,999 |
| <input type="checkbox"/> £25,000 - £49,999 | <input type="checkbox"/> £50,000 - £99,999 | <input type="checkbox"/> £100,000 - £199,999 |
| <input type="checkbox"/> £200,000 - £399,999 | <input type="checkbox"/> £500,000 - £599,999 | <input type="checkbox"/> £600,000 - £999,999 |
| <input type="checkbox"/> £1 million - £2.5 million | <input type="checkbox"/> > £2.5 million | |

Q13. Do you presently determine the need or select the suppliers for your company's purchase/lease decisions on the following products and services?

	Select Suppliers	Determine Need	Both	Neither	Not Sure
Vehicle services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Telecommunications products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Copiers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Personal computers and hardware	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Software	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Web Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Travel arrangements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q14. Considering the past 12 months, which amounts best describe the total amount of expenditure for decisions with which you were involved

	< £1,000	£1,000 - £9,999	£10,000 - £19,999	£20,000 - £29,999	£30,000 - £39,999	£40,000 - £49,999	£50,000 - £99,999	More
Vehicle services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Telecommunications products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Copiers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Personal computers and hardware	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Software	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Web Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Travel arrangements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q15. Your details

Name

Title

Organisation

Address

E-Mail

Phone

Fax

Thank you for taking the time to complete this survey.