

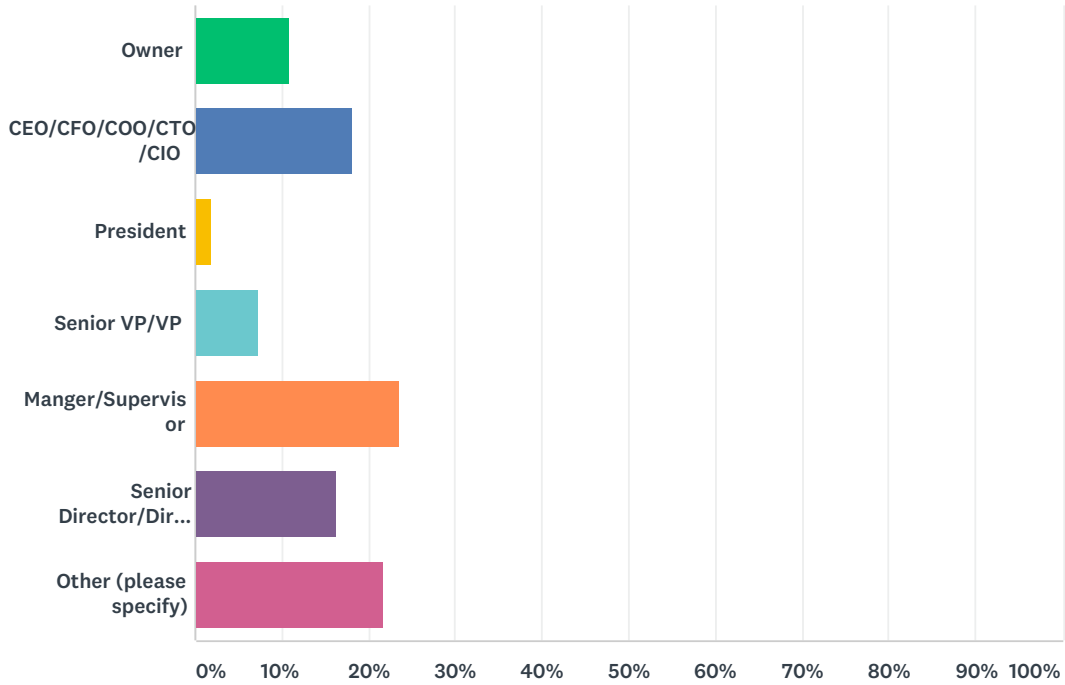
Q1 Contact Information. Please fill out accordingly.

Answered: 55 Skipped: 0

ANSWER CHOICES	RESPONSES	
Name	100.00%	55
Company	100.00%	55
Address	0.00%	0
Address 2	0.00%	0
City/Town	0.00%	0
State/Province	100.00%	55
ZIP/Postal Code	100.00%	55
Country	100.00%	55
Email Address	100.00%	55
Phone Number	0.00%	0

Q2 What is your title?

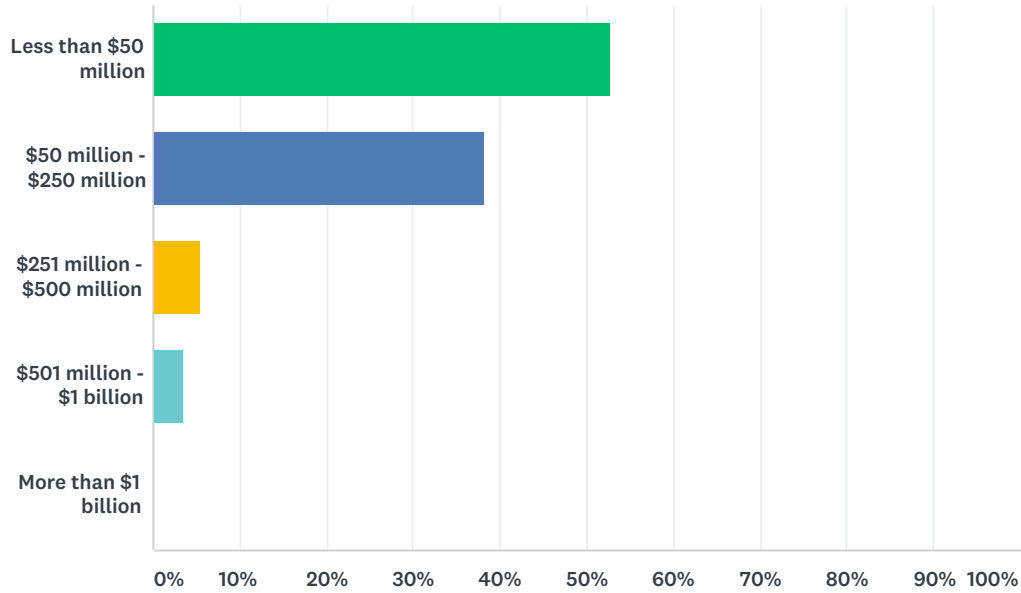
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ANSWER CHOICES	RESPONSES
Owner	10.91% 6
CEO/CFO/COO/CTO/CIO	18.18% 10
President	1.82% 1
Senior VP/VP	7.27% 4
Manger/Supervisor	23.64% 13
Senior Director/Director	16.36% 9
Other (please specify)	21.82% 12
TOTAL	55

Q3 What was your company's revenue in 2018?

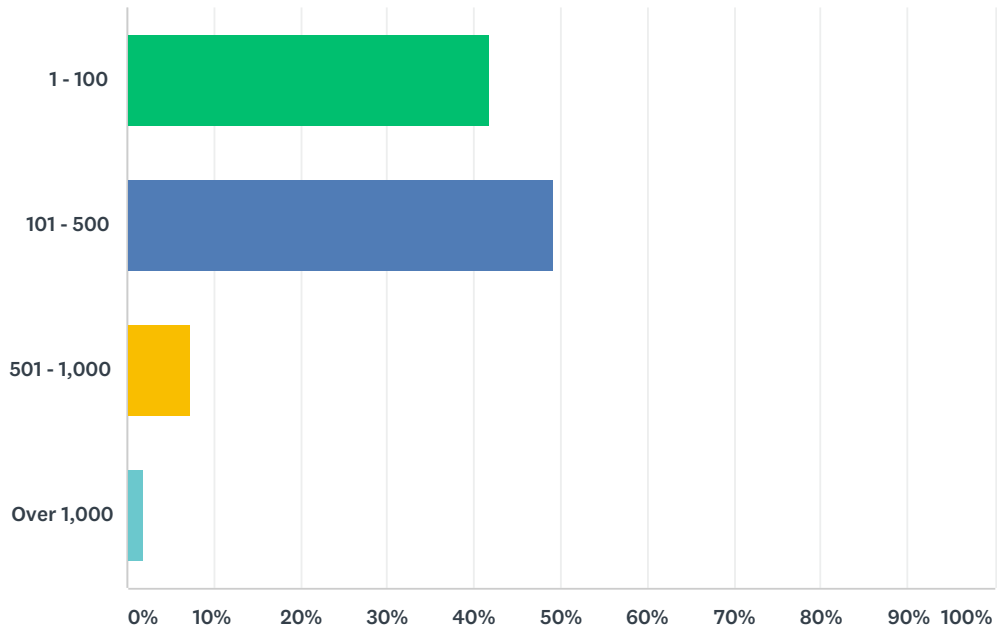
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ANSWER CHOICES	RESPONSES	
Less than \$50 million	52.73%	29
\$50 million - \$250 million	38.18%	21
\$251 million - \$500 million	5.45%	3
\$501 million - \$1 billion	3.64%	2
More than \$1 billion	0.00%	0
TOTAL		55

Q4 How many full-time employees are employed at your company?

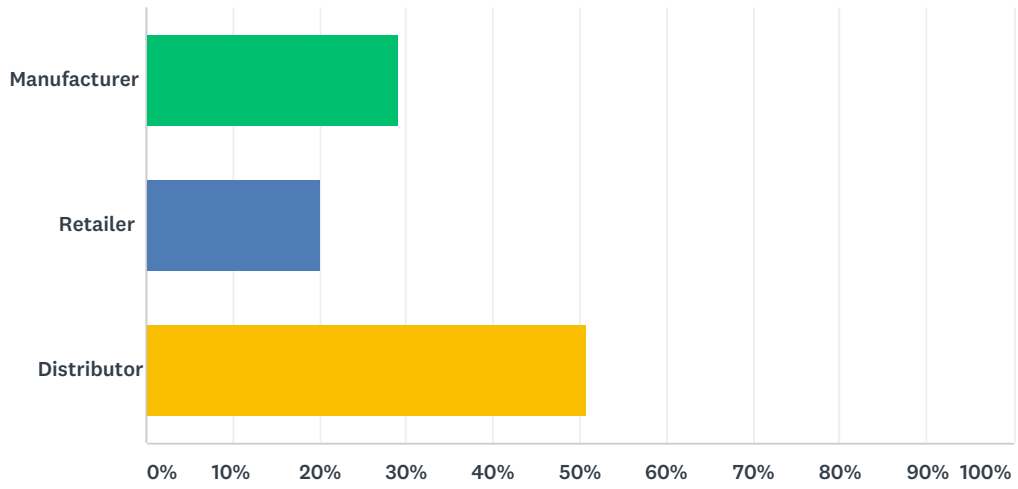
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ANSWER CHOICES	RESPONSES	
1 - 100	41.82%	23
101 - 500	49.09%	27
501 - 1,000	7.27%	4
Over 1,000	1.82%	1
TOTAL		55

Q5 What is your company's primary industry?

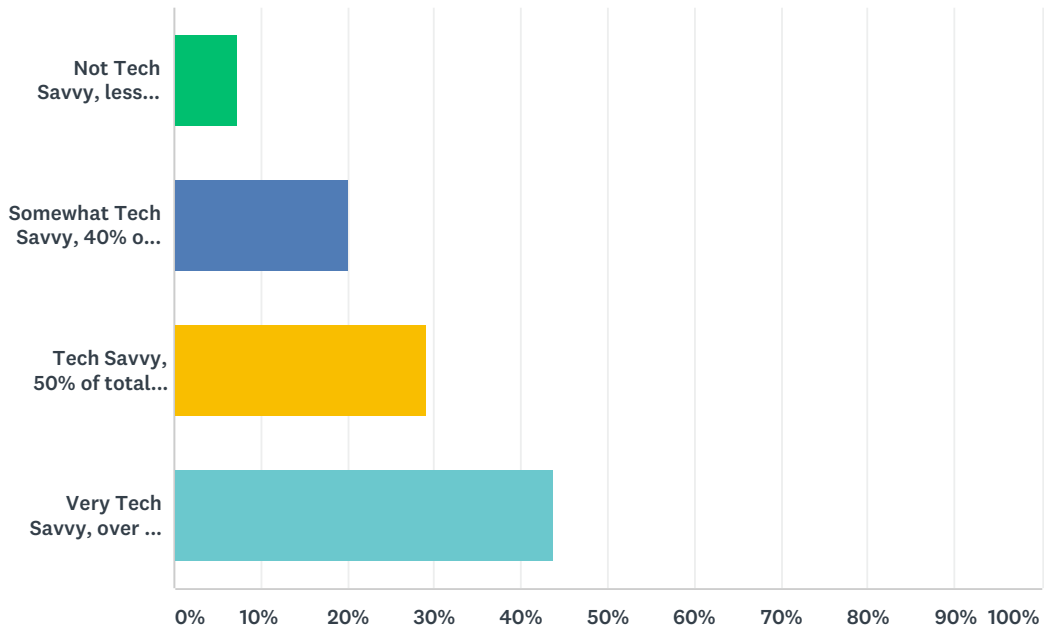
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ANSWER CHOICES	RESPONSES	
Manufacturer	29.09%	16
Retailer	20.00%	11
Distributor	50.91%	28
TOTAL		55

Q6 How Tech Savvy is your company? What percentage of your total employees use corporate technology on a day to day basis to perform their job?

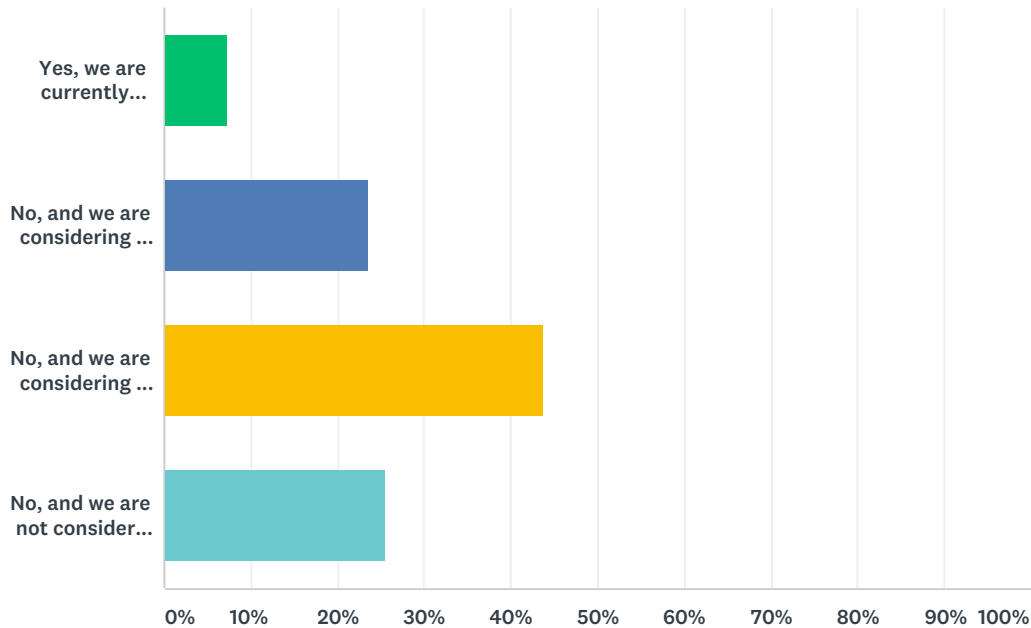
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ANSWER CHOICES	RESPONSES	
Not Tech Savvy, less than 25% of total employees use technology for their job	7.27%	4
Somewhat Tech Savvy, 40% of total employees use technology for their job	20.00%	11
Tech Savvy, 50% of total employees use technology for their job	29.09%	16
Very Tech Savvy, over 75% of total employees use technology for their job	43.64%	24
TOTAL		55

Q7 With the rise in cloud computing, is your company currently running your Enterprise Software in the cloud? If no, are you considering it for the future?

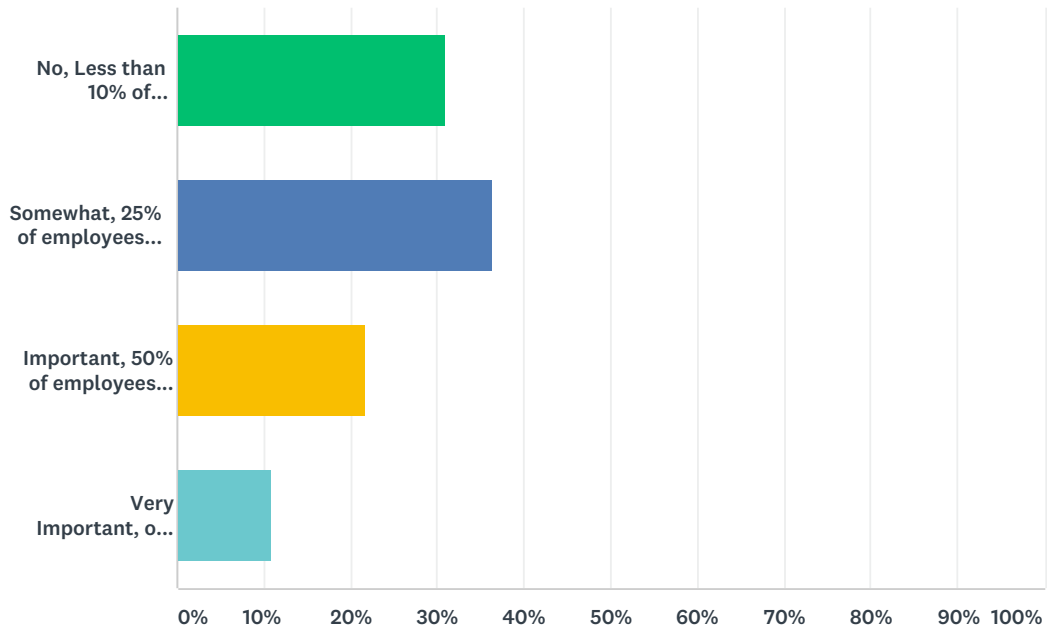
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ANSWER CHOICES	RESPONSES	
Yes, we are currently running in the cloud	7.27%	4
No, and we are considering it this year	23.64%	13
No, and we are considering it in a few years	43.64%	24
No, and we are not considering it	25.45%	14
TOTAL		55

Q8 Is anytime / anywhere computing important to your company? What percentage of your company accesses your Enterprise Software outside of your office?

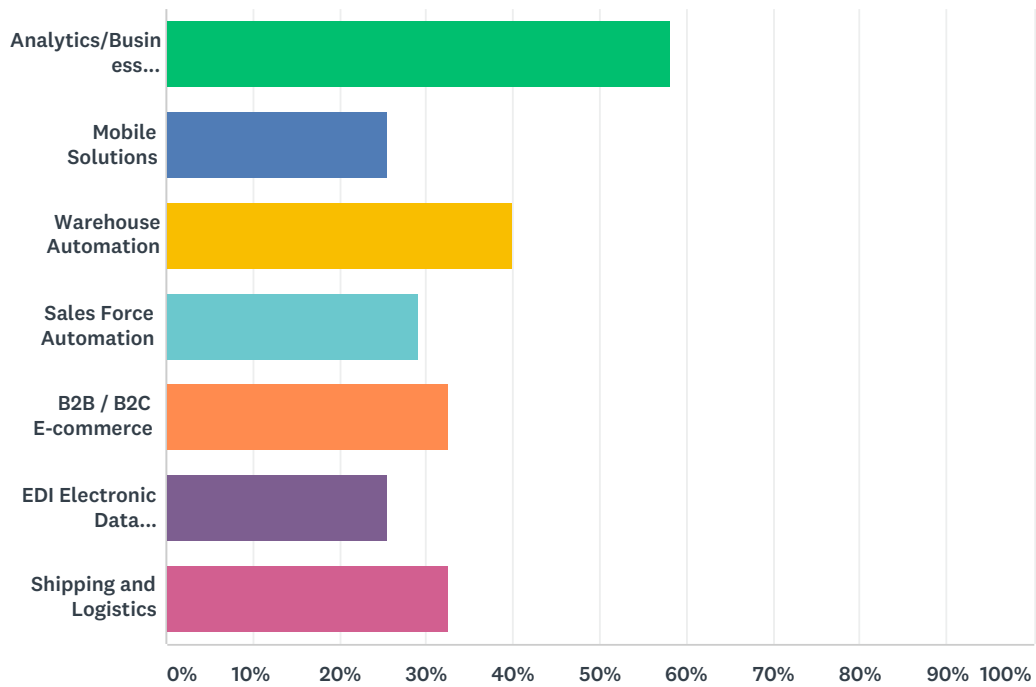
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ANSWER CHOICES	RESPONSES	
No, Less than 10% of employees access our system outside the office	30.91%	17
Somewhat, 25% of employees access our system outside the office	36.36%	20
Important, 50% of employees access our system outside the office	21.82%	12
Very Important, over 75% of employees access our system outside the office	10.91%	6
TOTAL		55

Q9 What areas of application focus was your company's IT budget in the past 12 months? Pick three.

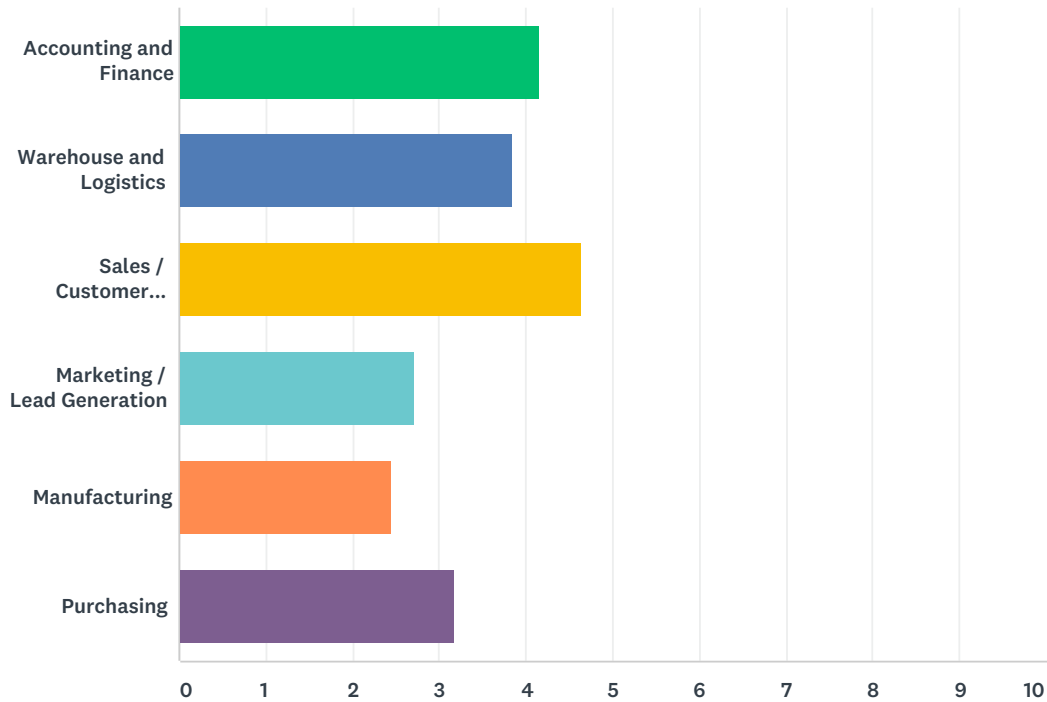
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ANSWER CHOICES	RESPONSES	
Analytics/Business Intelligence (BI)	58.18%	32
Mobile Solutions	25.45%	14
Warehouse Automation	40.00%	22
Sales Force Automation	29.09%	16
B2B / B2C E-commerce	32.73%	18
EDI Electronic Data Interchange	25.45%	14
Shipping and Logistics	32.73%	18
Total Respondents: 55		

Q10 In terms of your current technology use, what area of your business uses the most technology to improve processes? Please rank accordingly, with 1 being your use and so on.

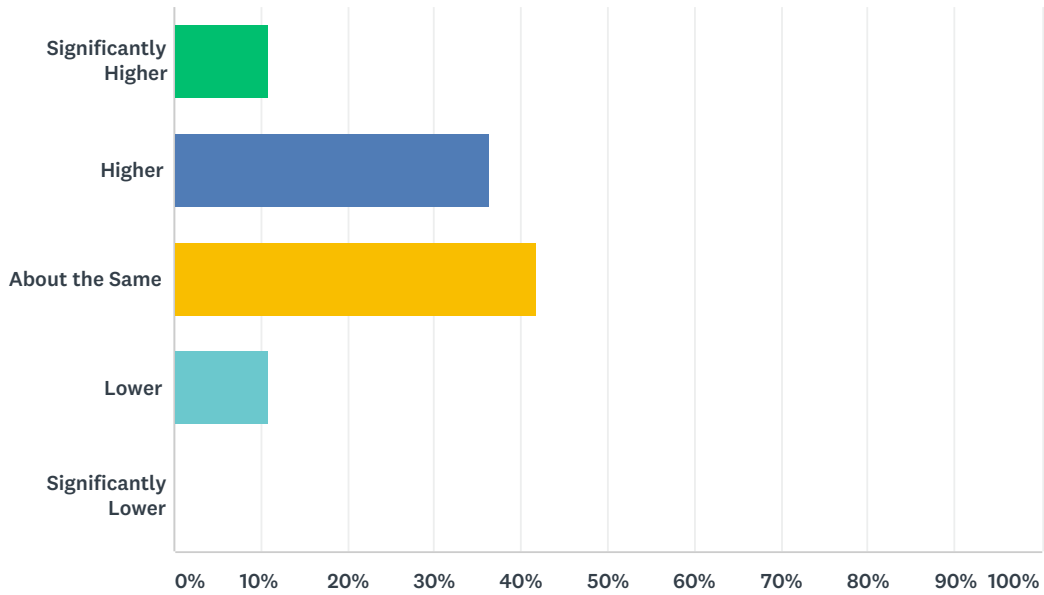
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	1	2	3	4	5	6	TOTAL	SCORE
Accounting and Finance	27.27% 15	16.36% 9	23.64% 13	20.00% 11	3.64% 2	9.09% 5	55	4.16
Warehouse and Logistics	12.73% 7	27.27% 15	20.00% 11	16.36% 9	18.18% 10	5.45% 3	55	3.84
Sales / Customer Service	36.36% 20	23.64% 13	21.82% 12	9.09% 5	5.45% 3	3.64% 2	55	4.65
Marketing / Lead Generation	1.82% 1	10.91% 6	14.55% 8	21.82% 12	30.91% 17	20.00% 11	55	2.71
Manufacturing	16.36% 9	1.82% 1	9.09% 5	5.45% 3	18.18% 10	49.09% 27	55	2.45
Purchasing	5.45% 3	20.00% 11	10.91% 6	27.27% 15	23.64% 13	12.73% 7	55	3.18

Q11 Compared to last year, my company's current level of technology spend is?

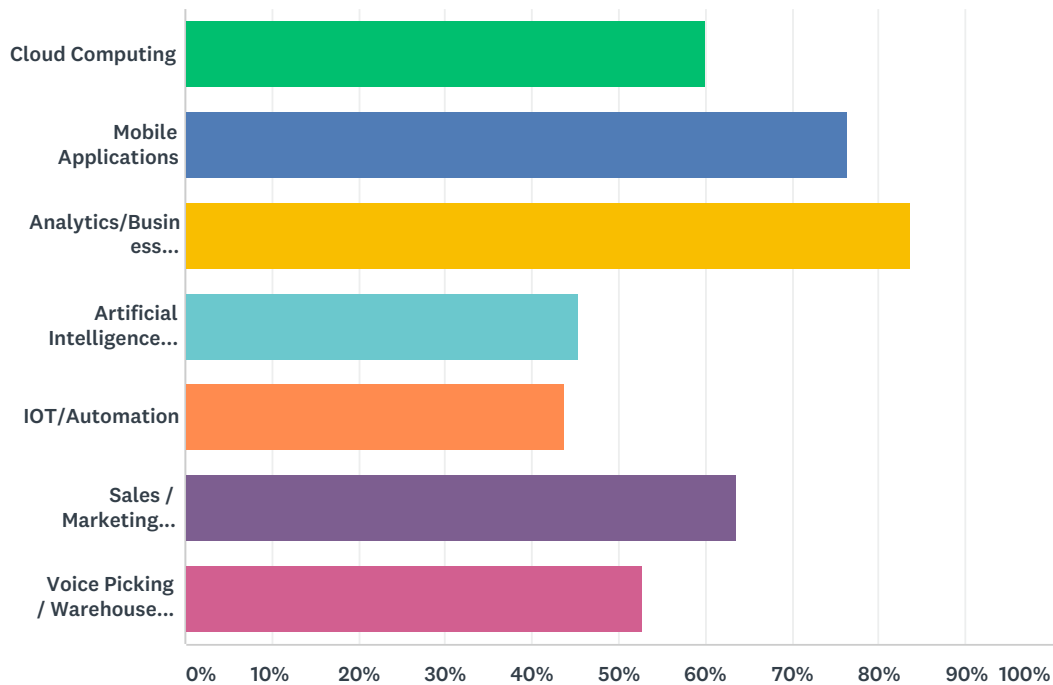
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ANSWER CHOICES	RESPONSES	
Significantly Higher	10.91%	6
Higher	36.36%	20
About the Same	41.82%	23
Lower	10.91%	6
Significantly Lower	0.00%	0
TOTAL		55

Q12 Which of the following technology trends could have the biggest impact on your company in 2019? Select All That Apply.

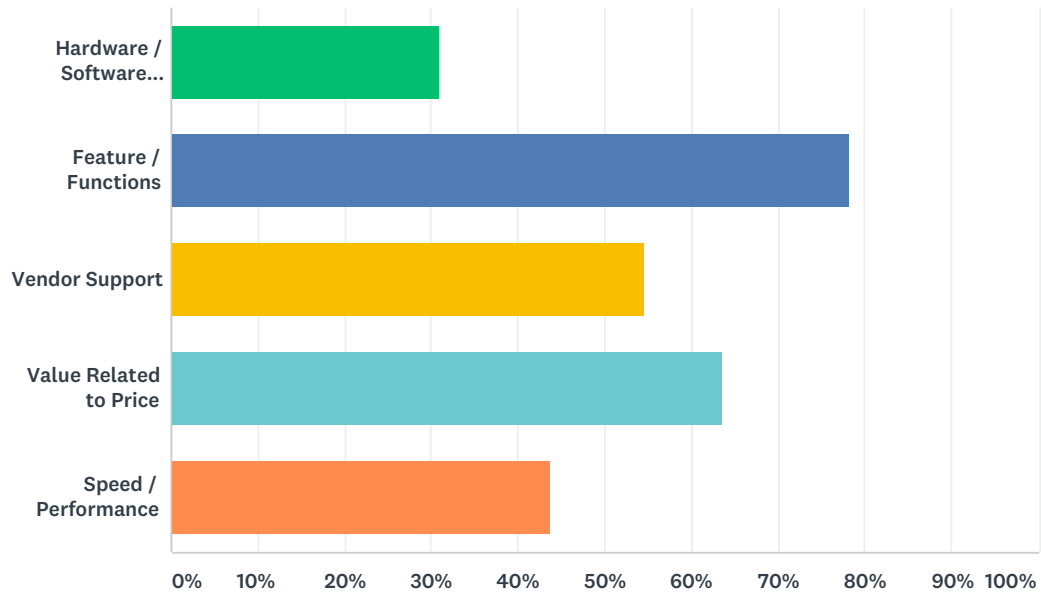
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ANSWER CHOICES	RESPONSES	
Cloud Computing	60.00%	33
Mobile Applications	76.36%	42
Analytics/Business Intelligence (BI)	83.64%	46
Artificial Intelligence (AI)	45.45%	25
IOT/Automation	43.64%	24
Sales / Marketing Automation	63.64%	35
Voice Picking / Warehouse Automation	52.73%	29
Total Respondents: 55		

Q13 When considering new software technology for your company, what characteristics are the most important in the application you are considering? Pick three. Ease of Use.

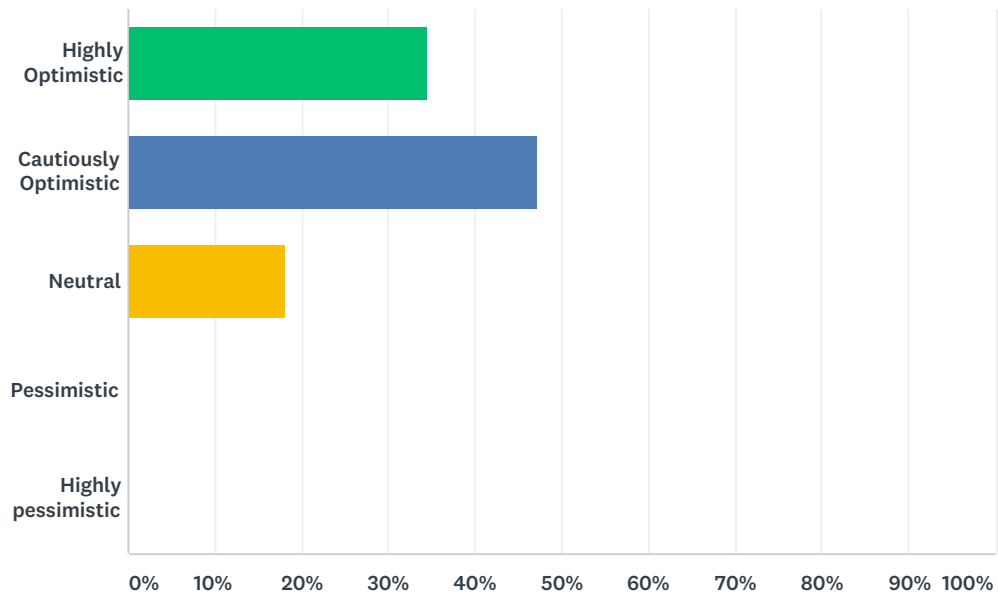
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ANSWER CHOICES	RESPONSES	
Hardware / Software Compatibility	30.91%	17
Feature / Functions	78.18%	43
Vendor Support	54.55%	30
Value Related to Price	63.64%	35
Speed / Performance	43.64%	24
Total Respondents: 55		

Q14 My Company's business outlook over the next 12 months appears to be:

Answered: 55 Skipped: 0



ANSWER CHOICES	RESPONSES	
Highly Optimistic	34.55%	19
Cautiously Optimistic	47.27%	26
Neutral	18.18%	10
Pessimistic	0.00%	0
Highly pessimistic	0.00%	0
TOTAL		55

Q15 Please provide any additional comments.

Answered: 19 Skipped: 36