

In terms of your workforce, over the next 2 years do you expect it will be expanded, downsized or remain unchanged ?

| | TOTAL |
|-----------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Expanded | 84% |
| Downsized | 2% |
| Unchanged | 14% |

By what percentage do you expect your workforce to increase ?

| | TOTAL |
|---|-------|
| Base: Expect workforce will be expanded | |
| Unweighted Base | 72 |
| 0 - 10% | 15% |
| 11 - 20% | 31% |
| 21 - 30% | 15% |
| 31 - 40% | 10% |
| Greater than 40% | 29% |

From the list below, please indicate which vehicles of growth are currently being pursued or will be pursued by your company in the next 2 years:

| | TOTAL |
|---|-------|
| TOTAL MENTIONS | |
| Base: All respondents | |
| Unweighted Base | 86 |
| New products or technology | 66% |
| New markets | 36% |
| Build effective Industry collaborations and alliances | 34% |
| Attracting and retaining high caliber employees | 26% |
| Growth through mergers and acquisitions | 19% |
| Ability to obtain funding | 19% |
| Venture funding | 1% |

Thinking about your company as a whole, please indicate how successful you feel your company has been in each of the following areas: Develop technology ?

| | TOTAL |
|-------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Very successful | 38% |
| Somewhat successful | 38% |
| Neutral | 16% |
| Somewhat unsuccessful | 1% |
| Very unsuccessful | 1% |
| Not applicable | 5% |
| TOPBOX & LOWBOX SUMMARY | |
| Successful (Top2Box) | 77% |
| Neutral (MidBox) | 16% |
| Unsuccessful (Low2Box) | 2% |

**Thinking about your company as a whole, please indicate how successful you feel your company has been in each of the following areas:
Ability to execute sales ?**

| | TOTAL |
|-------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Very successful | 27% |
| Somewhat successful | 44% |
| Neutral | 14% |
| Somewhat unsuccessful | 13% |
| Very unsuccessful | 2% |
| TOPBOX & LOWBOX SUMMARY | |
| Successful (Top2Box) | 71% |
| Neutral (MidBox) | 14% |
| Unsuccessful (Low2Box) | 15% |

**Thinking about your company as a whole, please indicate how successful you feel your company has been in each of the following areas:
Recruit skilled labour ?**

| | TOTAL |
|-------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Very successful | 17% |
| Somewhat successful | 52% |
| Neutral | 20% |
| Somewhat unsuccessful | 8% |
| Very unsuccessful | 2% |
| TOPBOX & LOWBOX SUMMARY | |
| Successful (Top2Box) | 70% |
| Neutral (MidBox) | 20% |
| Unsuccessful (Low2Box) | 10% |

**Thinking about your company as a whole, please indicate how successful you feel your company has been in each of the following areas:
Access to target markets and customer base ?**

| | TOTAL |
|-------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Very successful | 20% |
| Somewhat successful | 50% |
| Neutral | 12% |
| Somewhat unsuccessful | 16% |
| Very unsuccessful | 2% |
| TOPBOX & LOWBOX SUMMARY | |
| Successful (Top2Box) | 70% |
| Neutral (MidBox) | 12% |
| Unsuccessful (Low2Box) | 19% |

**Thinking about your company as a whole, please indicate how successful you feel your company has been in each of the following areas:
R&D capacity ?**

| | TOTAL |
|-------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Very successful | 27% |
| Somewhat successful | 36% |
| Neutral | 30% |
| Somewhat unsuccessful | 2% |
| Not applicable | 5% |
| TOPBOX & LOWBOX SUMMARY | |
| Successful (Top2Box) | 63% |
| Neutral (MidBox) | 30% |
| Unsuccessful (Low2Box) | 2% |

**Thinking about your company as a whole, please indicate how successful you feel your company has been in each of the following areas:
Build effective Industry collaborations and associations ?**

| | TOTAL |
|-------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Very successful | 17% |
| Somewhat successful | 38% |
| Neutral | 22% |
| Somewhat unsuccessful | 16% |
| Very unsuccessful | 3% |
| Not applicable | 2% |
| TOPBOX & LOWBOX SUMMARY | |
| Successful (Top2Box) | 56% |
| Neutral (MidBox) | 22% |
| Unsuccessful (Low2Box) | 20% |

From the following list of issues that many companies face, please identify which ones are a major priority, a moderate priority, a minor priority, or not a priority at all for your company: Customer loyalty growth ?

| | TOTAL |
|--------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Major priority | 66% |
| Moderate priority | 24% |
| Minorpriority | 7% |
| Not a priority at all | 1% |
| Not applicable | 1% |
| TOPBOX & LOWBOX SUMMARY | |
| Priority (Top2Box) | 91% |
| Not a priority (Low2Box) | 8% |

From the following list of issues that many companies face, please identify which ones are a major priority, a moderate priority, a minor priority, or not a priority at all for your company: Increasing profitability ?

| | TOTAL |
|--------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Major priority | 63% |
| Moderate priority | 23% |
| Minorpriority | 13% |
| Not a priority at all | 1% |
| TOPBOX & LOWBOX SUMMARY | |
| Priority (Top2Box) | 86% |
| Not a priority (Low2Box) | 14% |

From the following list of issues that many companies face, please identify which ones are a major priority, a moderate priority, a minor priority, or not a priority at all for your company: Launching of new products or services ?

| | TOTAL |
|--------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Major priority | 55% |
| Moderate priority | 29% |
| Minorpriority | 15% |
| Not a priority at all | 1% |
| TOPBOX & LOWBOX SUMMARY | |
| Priority (Top2Box) | 84% |
| Not a priority (Low2Box) | 16% |

From the following list of issues that many companies face, please identify which ones are a major priority, a moderate priority, a minor priority, or not a priority at all for your company: Attracting and retaining high caliber employees ?

| | TOTAL |
|--------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Major priority | 42% |
| Moderate priority | 40% |
| Minorpriority | 15% |
| Not applicable | 3% |
| TOPBOX & LOWBOX SUMMARY | |
| Priority (Top2Box) | 81% |
| Not a priority (Low2Box) | 15% |

From the following list of issues that many companies face, please identify which ones are a major priority, a moderate priority, a minor priority, or not a priority at all for your company: Developing alliances and partnerships ?

| | TOTAL |
|--------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Major priority | 36% |
| Moderate priority | 43% |
| Minorpriority | 19% |
| Not applicable | 2% |
| TOPBOX & LOWBOX SUMMARY | |
| Priority (Top2Box) | 79% |
| Not a priority (Low2Box) | 19% |

From the following list of issues that many companies face, please identify which ones are a major priority, a moderate priority, a minor priority, or not a priority at all for your company: Expanding the number of markets in which my company does business ?

| | TOTAL |
|------------------------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Major priority | 47% |
| Moderate priority | 31% |
| Minorpriority | 17% |
| Not a priority at all | 3% |
| Not applicable | 1% |
| TOPBOX & LOWBOX SUMMARY | |
| Priority (Top2Box) | 78% |
| Not a priority (Low2Box) | 21% |

From the same list, which do you consider to be barriers of growth for your company ?

| | TOTAL |
|---|-------|
| TOTAL MENTIONS | |
| Base: All respondents | |
| Unweighted Base | 86 |
| Ability to obtain funding | 57% |
| Attracting and retaining high caliber employees | 47% |
| New markets | 31% |
| Build effective Industry collaborations and alliances | 22% |
| New products or technology | 19% |
| Growth through mergers and acquisitions | 14% |
| Competition | 2% |
| Venture funding | 1% |
| Other | 6% |
| None | 1% |

In your opinion, what is the single greatest financial barrier to companies like yours ?

| | TOTAL |
|--|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Venture capital firms are not responding to investment opportunities in the industry | 23% |
| Access to public debt markets | 15% |
| Access to venture capital firms | 13% |
| Venture capital firms are not willing to invest enough capital into the company | 7% |
| Access to public equity markets | 6% |
| Market growth/ penetration | 5% |
| Receiving capital from banking institutions | 5% |
| Return on investment (incl. product won't be profitable) | 2% |
| Restrictions on ownership | 2% |
| Competing with other companies | 2% |
| Other | 12% |
| None/ no barriers | 5% |
| Don't know/Refused | 3% |

For each of the following sources of funding available for companies such as yours, please indicate whether you have used them in the past, currently using, planning to use in the next 5 years, or have no plan to use: Company cash flow ?

| | TOTAL |
|---------------------------------|-------|
| TOTAL MENTIONS | |
| Base: All respondents | |
| Unweighted Base | 86 |
| Have used in the past | 40% |
| Currently Using | 70% |
| Planning to use in next 5 years | 42% |
| No plan to use | 1% |

In your most recent fiscal year, did your company have positive cash flow? By positive cash flow we mean did company revenues exceed the operating expenses?

| | TOTAL |
|-----------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Yes | 67% |
| No | 33% |

Thinking about the next five years, do you plan to increase, decrease, or maintain your current spending levels on R&D ?

| | TOTAL |
|-----------------------|-------|
| Base: All respondents | |
| Unweighted Base | 86 |
| Increase | 53% |
| Decrease | 2% |
| Maintain | 44% |

What one thing needs to be done in order to maximize growth and profitability in the Alberta wireless & telecommunications industry ?

| | TOTAL |
|--|-------|
| TOTAL MENTIONS | |
| Base: All respondents | |
| Unweighted Base | 86 |
| FUNDING (NET) | 14% |
| - More government funding/ investment | 5% |
| - Easy access to funding | 3% |
| - Venture capital funding | 3% |
| - Funding/ investment (unspecified) | 2% |
| Consumer acceptance of new telecommunication products (incl. encourage demand) | 10% |
| Tax breaks for Alberta companies from the provincial government | 8% |
| Education/ funding education | 8% |
| Collaboration between everybody in Alberta telecommunications industry | 6% |
| Encourage a more competitive marketplace | 6% |
| Improved marketing | 5% |
| Continue to support research and development (R&D) | 5% |
| Market development | 3% |
| Access to provincial programs (incl. provincial diversity fund) | 3% |
| Encourage success of small businesses | 3% |
| Increase global profile | 2% |
| Economic stability | 2% |
| Investment in technology | 2% |
| Little/no government regulation | 1% |
| Develop the US market | 1% |
| Other | 14% |
| Don't know/Refused | 5% |

Of the following groups of people, who do you feel should be responsible for developing needed technology-commercialization infrastructure in Alberta ?

| | TOTAL |
|-----------------------------|-------|
| TOTAL MENTIONS | |
| Base: All respondents | |
| Unweighted Base | 86 |
| Business leaders | 71% |
| Private-Public partnerships | 62% |
| Provincial government | 60% |
| Federal government | 30% |
| Municipal government | 17% |
| Lobby groups | 3% |
| None of these | 2% |