

## Annex L: Result of E-survey

The ToR for the Evaluation asked for the Evaluation Team to carry out an E-survey as part of the Evaluation methodology. The E-survey was sent to all partner companies engaged in the B2B from 2006 to 2011 in the Pilot or Project phase. Over 750 survey requests were sent, of which 22% were responded to.

Most of the questions posed in the e-survey were also covered in the qualitative interviews with project partners in the country case studies and in the random sample. The E-survey was sent out after the interviews with the random sample project partners had taken place and with this evidence base in mind, the Evaluation team did not judge the responses of the e-survey to be very representative of the portfolio. It was clear that there was an overweight of companies with the more positive experiences who had responded, and also of Danish partners. Therefore, the team has used the random sample to a larger degree than the e-survey in the analysis and has not done cross-reference analysis of the e-survey results. It has more been used for verification purposes and also for shedding light on some issues that were not covered fully in the random sample.

Please note that the survey responses were analysed in a Danish software programme and therefore headlines are in Danish. Translation is therefore provided here:

Besvaret : Answered (number)  
Sprunget over : Skipped (number)  
Svarvalg : Response  
Besvarelser : Responses (percentage)  
Ialt : Total  
Respondenter ialt : Total number of respondents

Also punctuation in numbers follows Danish rules (decimal point is a comma instead of a point).