

4. eBUSINESS USE

1. Does your firm have a corporate website?

Yes	<input type="checkbox"/>
No	<input type="checkbox"/>

2. If yes to question 1, how long has your company had a corporate website?

< 1 year	<input type="checkbox"/>
1-2 years	<input type="checkbox"/>
2-4 years	<input type="checkbox"/>
> 4 years	<input type="checkbox"/>

3. If yes to question 1, answer the following:

	<i>Internal</i>	<i>Outsourced</i>	<i>Both</i>
Website hosting is:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Website development is:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Content development is:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. Which group within your firm initially developed your corporate Internet site?

Group	
Sales/Marketing	<input type="checkbox"/>
Manufacturing/Operations	<input type="checkbox"/>
Corporate/Headquarters	<input type="checkbox"/>
Research	<input type="checkbox"/>
Information Technology	<input type="checkbox"/>
Other:	<input type="checkbox"/>

5. Which group within your firm currently manages/controls the corporate site?

Group	
Sales/Marketing	<input type="checkbox"/>
Manufacturing/Operations	<input type="checkbox"/>
Corporate/Headquarters	<input type="checkbox"/>
Research	<input type="checkbox"/>
Information Technology	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>

The next three questions will help us understand how your company currently uses eBusiness applications. There are many different definitions of eBusiness, and our conception of the term is a broad one that includes any use of the Internet for sales, procurement, maintenance, training, financial transactions or other significant business processes. We encourage you to use your own judgment in responding to the next three questions.

6. Does your firm use eBusiness applications?

Yes	<input type="checkbox"/>
No	<input type="checkbox"/>

7. If yes to question 6, how long has your company used eBusiness applications?

< 1 year	1-2 years	2-4 years	> 4 years
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

8. If yes to question 6, which group within your company was the first to use eBusiness applications?

Group	
Sales/Marketing	<input type="checkbox"/>
Manufacturing/Operations	<input type="checkbox"/>
Corporate/Headquarters	<input type="checkbox"/>
Research	<input type="checkbox"/>
Information Technology	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>

9. Which of the following options best reflects your firm's current e-business strategy?

Strategy	
No eBusiness platforms are planned	<input type="checkbox"/>
All eBusiness platforms are currently pilots	<input type="checkbox"/>
eBusiness platforms are being developed independently of traditional company operations (e.g. in logistics, operations, manufacturing or sales and service)	<input type="checkbox"/>
Traditional company operations (e.g. in logistics, operations, manufacturing or sales and service) have changed to align with a new eBusiness strategy	<input type="checkbox"/>
The eBusiness strategy has been made to fit or align with existing structure and strategy	<input type="checkbox"/>
We have no eBusiness strategy	<input type="checkbox"/>

10. Does your firm use eBusiness applications in the following activities? If yes, please estimate the current and future percentage of the activity that uses eBusiness (e.g., eBusiness sales as a percentage of total firm sales).

a. Sales and Selling Activities	<i>Currently</i>	<i>Percentage</i>	<i>In 3 Years</i>	<i>Percentage</i>
New Equipment Sales	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Used or Refurbished Equipment Sales	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Materials Sales	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Spare Parts Sales	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Upgrades	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Repairs	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Other:	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %

b. Procurement Activities	<i>Currently</i>	<i>Percentage</i>	<i>In 3 Years</i>	<i>Percentage</i>
Equipment Procurement	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Materials Procurement	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Other Non-labor Input (overhead) Procurement	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Other:	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %

c. Supplier Activities	<i>Currently</i>	<i>Percentage</i>	<i>In 3 Years</i>	<i>Percentage</i>
Supplier Relations	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Supplier Training	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Equipment Maintenance	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Information Exchange (e.g., for coordinating production activities)	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Supply Chain Management (e.g., order taking, fulfillment, etc.)	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Other:	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %

d. Customer Activities	<i>Currently</i>	<i>Percentage</i>	<i>In 3 Years</i>	<i>Percentage</i>
Customer Relations	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Customer Training	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Equipment Maintenance	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Equipment Monitoring (e.g., for customer use in customer facilities)	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
New Process Module Development/Introduction	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Information Exchange (e.g., for coordinating production activities)	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Billing, payments and related financial transactions	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Other:	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %

e. Other Internal Activities	<i>Currently</i>	<i>Percentage</i>	<i>In 3 Years</i>	<i>Percentage</i>
Internal Training	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Equipment Maintenance	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Knowledge Management (i.e. capturing, codifying and disseminating knowledge)	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Equipment Monitoring (e.g., for internal use in customer facilities)	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Research & Development (R&D)	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
New product development	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
IT outsourcing	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Billing, payments, and related financial transactions	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %
Other:	<input type="checkbox"/>	<input type="text"/> %	<input type="checkbox"/>	<input type="text"/> %

11. Integration of eBusiness transactional systems:

a. On the Supply-side, how well-integrated are the following with your company's eBusiness transactional systems?

System	Non-integrated ← → Well-integrated						
Internal Logistics	1	2	3	4	5	6	7
Purchasing Management	1	2	3	4	5	6	7
Supply Chain Systems	1	2	3	4	5	6	7

b. On the Customer-side, how well-integrated are the following with your company's eBusiness transactional systems?

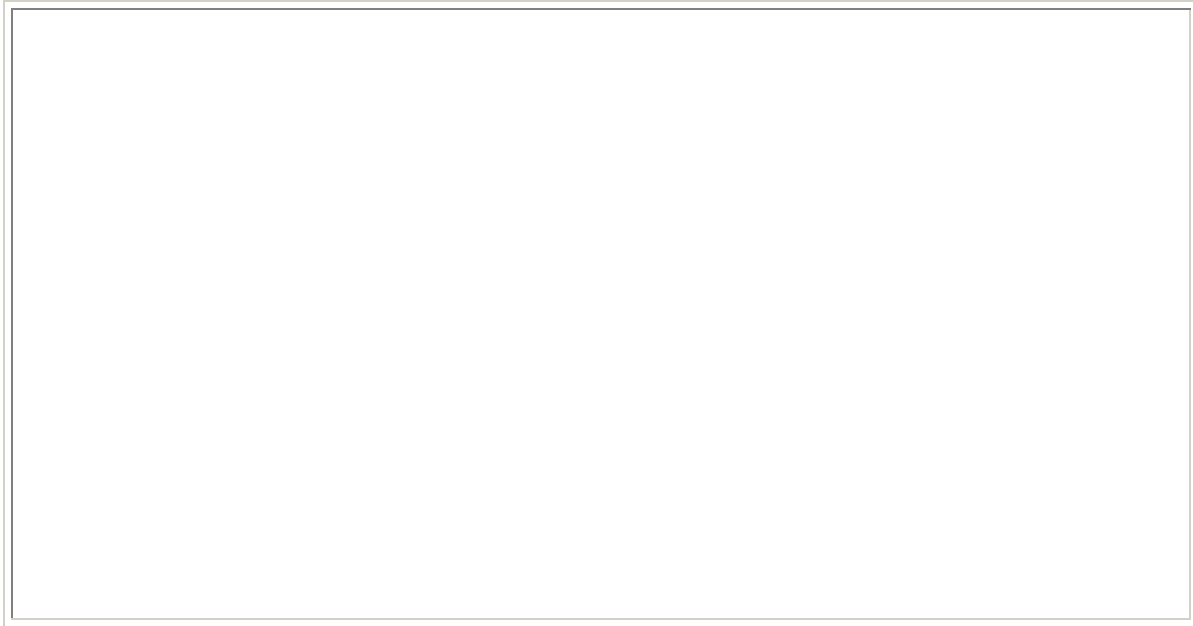
System	Non-integrated ← → Well-integrated						
Internal Logistics	1	2	3	4	5	6	7
Purchasing Management	1	2	3	4	5	6	7
Supply Chain Systems	1	2	3	4	5	6	7

SEMI is considering a number of eBusiness initiatives. The following question addresses several of these initiatives:

12. How valuable would the following SEMI activities be for your company?

Activity	No value ← → High Value						
a. One-time SEMI report on the state of e-business implementation among its members as of December 2000	1	2	3	4	5	6	7
b. Annual SEMI report on the state of e-business implementation among its members	1	2	3	4	5	6	7
c. SEMI online catalogue providing information only about the products and services of its members	1	2	3	4	5	6	7
d. SEMI online catalogue and related services that enable direct customer purchases of the products and services of its members	1	2	3	4	5	6	7
e. SEMI online catalogue providing leasing options for customers of the products and services of its members	1	2	3	4	5	6	7
f. SEMI-hosted discussion forum for member companies' employees to discuss general industry issues	1	2	3	4	5	6	7
g. SEMI-hosted discussion forum for member companies' employees to discuss e-business issues, problems, and solutions from throughout the industry	1	2	3	4	5	6	7
h. SEMI-facilitated online industry learning center with training and certification for members' employees and customers	1	2	3	4	5	6	7
i. SEMI-developed benchmarking and best practices data on e-business implementation among its members	1	2	3	4	5	6	7
j. Standardized e-business procurement system for SEMI members to use in dealing with suppliers	1	2	3	4	5	6	7
k. SEMI-hosted materials and equipment exchange site	1	2	3	4	5	6	7
l. SEMI-hosted financing tools (e.g., online bids and terms for leases and loans)	1	2	3	4	5	6	7

13. Are there other eBusiness initiatives that you feel SEMI should provide?

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