











1. What is your email address?

| | Response Count |
|--------------------------|----------------|
| | 10 |
| answered question | 10 |
| skipped question | 13 |

2. How many years have you been in the IT industry?

| | | Response Percent | Response Count |
|--------------------|-------------------------------------------------------------------------------------|------------------|----------------|
| Less than a year | | 0.0% | 0 |
| 1-5 years | | 0.0% | 0 |
| 5-10 years | | 0.0% | 0 |
| 10-25 years |  | 52.2% | 12 |
| Over 25 years |  | 47.8% | 11 |
| | answered question | | 23 |
| | skipped question | | 0 |











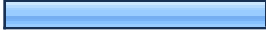




3. How would you describe the your services?

| | | Response Percent | Response Count |
|-----------------------------|-------------------------------------------------------------------------------------|--------------------------|----------------|
| Software Development |  | 23.8% | 5 |
| App Development |  | 4.8% | 1 |
| Computer Programming | | 0.0% | 0 |
| Business Analysis |  | 14.3% | 3 |
| Project Management |  | 23.8% | 5 |
| Network Architecture | | 0.0% | 0 |
| Network Engineering | | 0.0% | 0 |
| Database Administration |  | 9.5% | 2 |
| IT Security | | 0.0% | 0 |
| Tech Support |  | 9.5% | 2 |
| System Integration |  | 9.5% | 2 |
| E-Commerce Development |  | 4.8% | 1 |
| | Other (please specify) | | 4 |
| | | answered question | 21 |
| | | skipped question | 2 |




4. When did you join the APCC?

| | Response Count |
|--------------------------|----------------|
| | 23 |
| answered question | 23 |
| skipped question | 0 |






5. What were your reasons for joining the APCC?

| | | Response Percent | Response Count |
|---------------------------------------------------|-------------------------------------------------------------------------------------|--------------------------|----------------|
| Advocacy in tax and public policy issues |  | 21.7% | 5 |
| Group health and dental insurance benefits |  | 47.8% | 11 |
| Group life insurance benefits |  | 34.8% | 8 |
| Auto and home insurance benefits |  | 13.0% | 3 |
| Disability insurance benefits |  | 43.5% | 10 |
| Critical Illness insurance benefits |  | 4.3% | 1 |
| General Commercial Liability insurance benefits |  | 17.4% | 4 |
| Errors & Omissions Insurance benefits |  | 21.7% | 5 |
| Travel insurance benefits |  | 8.7% | 2 |
| Home-based Business insurance benefits |  | 17.4% | 4 |
| Special discounts |  | 39.1% | 9 |
| Networking Events |  | 39.1% | 9 |
| Workshops/Seminars |  | 34.8% | 8 |
| Online Directory |  | 13.0% | 3 |
| Other (please specify) |  | 13.0% | 3 |
| | | answered question | 23 |
| | | skipped question | 0 |

6. How many self-funded courses have you taken in the past 5 years?

| | | Response Percent | Response Count |
|--------------------------|-----------------------------------------------------------------------------------|------------------|----------------|
| 1-2 |  | 57.9% | 11 |
| 3-5 |  | 26.3% | 5 |
| More than 5 |  | 15.8% | 3 |
| answered question | | | 19 |
| skipped question | | | 4 |








7. Approximately how much have you spent on training in the past 5 years?

| | | Response Percent | Response Count |
|--------------------------|-------------------------------------------------------------------------------------|------------------|----------------|
| \$0-\$100 |  | 31.8% | 7 |
| \$100-\$500 |  | 4.5% | 1 |
| \$501-\$1,000 |  | 13.6% | 3 |
| \$1,001-\$5,000 |  | 40.9% | 9 |
| Over \$5,000 |  | 9.1% | 2 |
| answered question | | | 22 |
| skipped question | | | 1 |

8. On a scale of 1 to 3 (1 being least useful) how useful did you find the following APCC membership benefits?

| | Least useful | Somewhat Useful | Very Useful | Rating Average | Rating Count |
|------------------------------------------|-------------------|------------------|-------------|----------------|--------------|
| Group Life Insurance | 47.4% (9) | 31.6% (6) | 21.1% (4) | 1.74 | 19 |
| Group Health & Dental Insurance | 42.1% (8) | 26.3% (5) | 31.6% (6) | 1.89 | 19 |
| Home & Auto Insurance | 66.7% (12) | 33.3% (6) | 0.0% (0) | 1.33 | 18 |
| Errors & Omissions Insurance | 50.0% (10) | 25.0% (5) | 25.0% (5) | 1.75 | 20 |
| General Commercial Liability Insurance | 57.9% (11) | 26.3% (5) | 15.8% (3) | 1.58 | 19 |
| Travel Insurance | 82.4% (14) | 11.8% (2) | 5.9% (1) | 1.24 | 17 |
| Critical Illness Insurance | 56.3% (9) | 37.5% (6) | 6.3% (1) | 1.50 | 16 |
| Home-based Business Insurance | 52.9% (9) | 35.3% (6) | 11.8% (2) | 1.59 | 17 |
| Special Discounts | 41.2% (7) | 41.2% (7) | 17.6% (3) | 1.76 | 17 |
| Networking Events | 45.0% (9) | 35.0% (7) | 20.0% (4) | 1.75 | 20 |
| Workshops/Seminars | 45.0% (9) | 40.0% (8) | 15.0% (3) | 1.70 | 20 |
| Online Directory | 64.7% (11) | 35.3% (6) | 0.0% (0) | 1.35 | 17 |
| Advocacy on Tax and Public Policy Issues | 56.3% (9) | 37.5% (6) | 6.3% (1) | 1.50 | 16 |
| Online Directory | 64.7% (11) | 35.3% (6) | 0.0% (0) | 1.35 | 17 |
| answered question | | | | | 23 |
| skipped question | | | | | 0 |

9. Which APCC benefits do you think need improvement?

| | | Response Percent | Response Count |
|--------------------------------------|-----------------------------------------------------------------------------------|--------------------------|----------------|
| Insurance packages |  | 44.4% | 8 |
| Public policy and tax issue advocacy |  | 27.8% | 5 |
| Special discounts |  | 16.7% | 3 |
| Networking events |  | 50.0% | 9 |
| Online Directory |  | 22.2% | 4 |
| Workshops/Seminars |  | 33.3% | 6 |
| Other (please specify) |  | 22.2% | 4 |
| | | answered question | 18 |
| | | skipped question | 5 |

10. What benefits should the APCC add for its members?

| | | Response Percent | Response Count |
|-----------------------------------------------------------------|--|--------------------------|----------------|
| Advocate more on the federal level for incorporated consultants | | 50.0% | 9 |
| Add new insurance benefits programs | | 27.8% | 5 |
| Hold more workshops/seminars | | 44.4% | 8 |
| Hold more networking events | | 38.9% | 7 |
| Offer more discounts | | 33.3% | 6 |
| Offer more online resources (e-books, white papers, training) | | 27.8% | 5 |
| Improve the online directory | | 16.7% | 3 |
| Communicate more with members via social media | | 11.1% | 2 |
| Communicate more with members via committees | | 5.6% | 1 |
| Hold an annual conference | | 5.6% | 1 |
| Other (please specify) | | 27.8% | 5 |
| | | answered question | 18 |
| | | skipped question | 5 |

11. What were your reasons for withdrawing from the APCC?

| | Response Count |
|--------------------------|----------------|
| | 23 |
| answered question | 23 |
| skipped question | 0 |

Q1. What is your email address?

| | | |
|----|----------------------------|-----------------------|
| 1 | PD_500@sympatico.ca | Feb 23, 2013 9:36 AM |
| 2 | msk99c@yahoo.com | Feb 7, 2013 12:58 PM |
| 3 | howard@hwmgt.com | Feb 6, 2013 8:27 PM |
| 4 | andrew.orange@frhi.com | Feb 4, 2013 9:10 AM |
| 5 | gaston@gouletinsurance.com | Jan 31, 2013 4:42 PM |
| 6 | i_mcmullan@hotmail.com | Jan 31, 2013 7:18 AM |
| 7 | andy.pospiech@gmail.com | Jan 30, 2013 1:14 PM |
| 8 | manuela.neto@sympatico.ca | Jan 30, 2013 12:35 AM |
| 9 | jamesa@jainfo.com | Jan 28, 2013 4:35 PM |
| 10 | garyeik@geconsult.com | Jan 28, 2013 9:14 AM |

Q3. How would you describe the your services?

| | | |
|---|---------------------------------------------------------------------------------------------------|-----------------------|
| 1 | provide insurance services to the IT consulting community (life, disability, health and dental) | Jan 31, 2013 4:42 PM |
| 2 | Web application development and IT support for small business, profession practice and NFP sector | Jan 28, 2013 9:14 AM |
| 3 | Contact centre consulting | Jan 27, 2013 10:49 AM |
| 4 | DB2 for z/OS design, performance, tuning and new feature exploitation consulting. | Jan 26, 2013 9:56 AM |

Q4. When did you join the APCC?

| | | |
|----|----------------------------------------------------------------|-----------------------|
| 1 | Do not recall. | Feb 23, 2013 9:36 AM |
| 2 | 2005 | Feb 7, 2013 12:58 PM |
| 3 | 1990 ish | Feb 6, 2013 8:27 PM |
| 4 | 2007 | Feb 4, 2013 9:10 AM |
| 5 | Have been working with APCC and LMS ProLink since approx. 1990 | Jan 31, 2013 4:42 PM |
| 6 | Don't recall. | Jan 31, 2013 7:18 AM |
| 7 | 1995 | Jan 30, 2013 1:14 PM |
| 8 | 1994 ??? | Jan 30, 2013 12:35 AM |
| 9 | I think early 2000's | Jan 28, 2013 4:35 PM |
| 10 | Not sure -- 2000ish | Jan 28, 2013 9:14 AM |
| 11 | 1997 | Jan 27, 2013 8:13 PM |
| 12 | 1996 | Jan 27, 2013 7:02 PM |
| 13 | 2009 | Jan 27, 2013 1:16 PM |
| 14 | 1997 or 1998 | Jan 27, 2013 10:56 AM |
| 15 | Can't recall | Jan 27, 2013 10:49 AM |
| 16 | 2009? | Jan 27, 2013 7:27 AM |
| 17 | Approx 10 years ago | Jan 26, 2013 10:28 PM |
| 18 | 2001 | Jan 26, 2013 7:43 PM |
| 19 | 1994 | Jan 26, 2013 1:49 PM |
| 20 | I forget 2002 maybe? | Jan 26, 2013 1:44 PM |
| 21 | 1988 | Jan 26, 2013 11:39 AM |
| 22 | I think it was 2003 | Jan 26, 2013 9:56 AM |
| 23 | don't remember | Jan 26, 2013 8:38 AM |

Q5. What were your reasons for joining the APCC?

| | | |
|---|-----------------------------------------------------------------------------------------------------|----------------------|
| 1 | Wanted insurance deals but the one and only fixed package turned out to be unsuitable to me. | Feb 23, 2013 9:36 AM |
| 2 | I forget why I joined, I think it was related to a discount I was getting on some business services | Jan 26, 2013 1:44 PM |
| 3 | probably for the benefits and insurance options | Jan 26, 2013 8:38 AM |

Q9. Which APCC benefits do you think need improvement?

| | | |
|---|------------------------------------------------------------------------------------------------------------|-----------------------|
| 1 | n/a | Feb 6, 2013 8:27 PM |
| 2 | don't know. haven't been a memeber for some time | Jan 27, 2013 10:49 AM |
| 3 | Strangely, I got this APPC newsletter but most of the time I didn't get it. | Jan 26, 2013 9:56 AM |
| 4 | no idea; I haven't heard from APCC in years and never got a notice that my membership was about to expire. | Jan 26, 2013 8:38 AM |

Q10. What benefits should the APCC add for its members?

| | | |
|---|---------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| 1 | n/a | Feb 6, 2013 8:27 PM |
| 2 | don't know. haven't been a memeber for some time | Jan 27, 2013 10:49 AM |
| 3 | maybe you didn't have the program, but I don't remember group life/disability insurance being an option. I got individual disability via my membership. | Jan 26, 2013 7:43 PM |
| 4 | Group on linked.com | Jan 26, 2013 1:44 PM |
| 5 | I don't know! I never did have a clear understanding of what you do or why I need you or why I would want to pay for membership. | Jan 26, 2013 8:38 AM |

Q11. What were your reasons for withdrawing from the APCC?

| | | |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| 1 | You stopped sending me renewal notices and I was too busy to notice I was past the expiry date. The so-called seminars were just glorified sales pitches by financial and insurance salesmen. The insurance offering was a fixed package and not of much use to my personal situation. | Feb 23, 2013 9:36 AM |
| 2 | Forget to renew the membership. | Feb 7, 2013 12:58 PM |
| 3 | I did not find the association relevant to my needs and the "group insurance" was about the same as individual insurance. | Feb 6, 2013 8:27 PM |
| 4 | Did not require E&O insurance any longer. | Feb 4, 2013 9:10 AM |
| 5 | N/A | Jan 31, 2013 4:42 PM |
| 6 | Too Toronto-centric to be advantageous to me. | Jan 31, 2013 7:18 AM |
| 7 | I did not withdraw, you did not keep in touch with me. | Jan 30, 2013 1:14 PM |
| 8 | I stopped working in the IT fields in 2004. | Jan 30, 2013 12:35 AM |
| 9 | Did not find significant benefit using the service as time went on. But I will join again. | Jan 28, 2013 4:35 PM |
| 10 | The organization seemed to become increasingly Toronto-centric. | Jan 28, 2013 9:14 AM |
| 11 | I didn't use any of the benefits. Not sure why! I had joined primarily for group Insurance. Maybe at the time I did not find any cost benefit from the group insurance. offered. | Jan 27, 2013 8:13 PM |
| 12 | Full-time employment | Jan 27, 2013 7:02 PM |
| 13 | found no benefit for me | Jan 27, 2013 1:16 PM |
| 14 | Didn't receive the renewal info. | Jan 27, 2013 10:56 AM |
| 15 | APCC did not contact me to renew. Lost touch. | Jan 27, 2013 10:49 AM |
| 16 | Advertised "group insurance" was troublesome and useless, and there were no other benefits to me. | Jan 27, 2013 7:27 AM |
| 17 | Not a lot of benefits for me | Jan 26, 2013 10:28 PM |
| 18 | Didn't find any benefit in staying as a member. Meetings in Ottawa didn't happen very often and information I gathered at the meeting was info I had gathered from other resources. Knowing about the group insurance options would have been good to have known about, but maybe they didn't exist at the time I was a member. | Jan 26, 2013 7:43 PM |
| 19 | I didn't really withdraw. I just didn't get a "renew your membership" notice for the past few years. I look for the receipt at tax time, realized I don't have, and renew then. | Jan 26, 2013 1:49 PM |
| 20 | I can't remember why I joined, sorry, reason for leaving must have been related. | Jan 26, 2013 1:44 PM |

Q11. What were your reasons for withdrawing from the APCC?

| | | |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| 21 | Insurance rates just became to expensive. Was the primary reason for joining the association 25 years ago. | Jan 26, 2013 11:39 AM |
| 22 | I didn't have a contract so I didn't have a need for the E&O and CGL Insurance which was my reason for joining and staying. | Jan 26, 2013 9:56 AM |
| 23 | I didn't! As I recall, I'd paid for a membership that simply expired. There never seemed to be any events that I could easily get to, nor did there seem to be any great benefits that I couldn't find elsewhere. | Jan 26, 2013 8:38 AM |