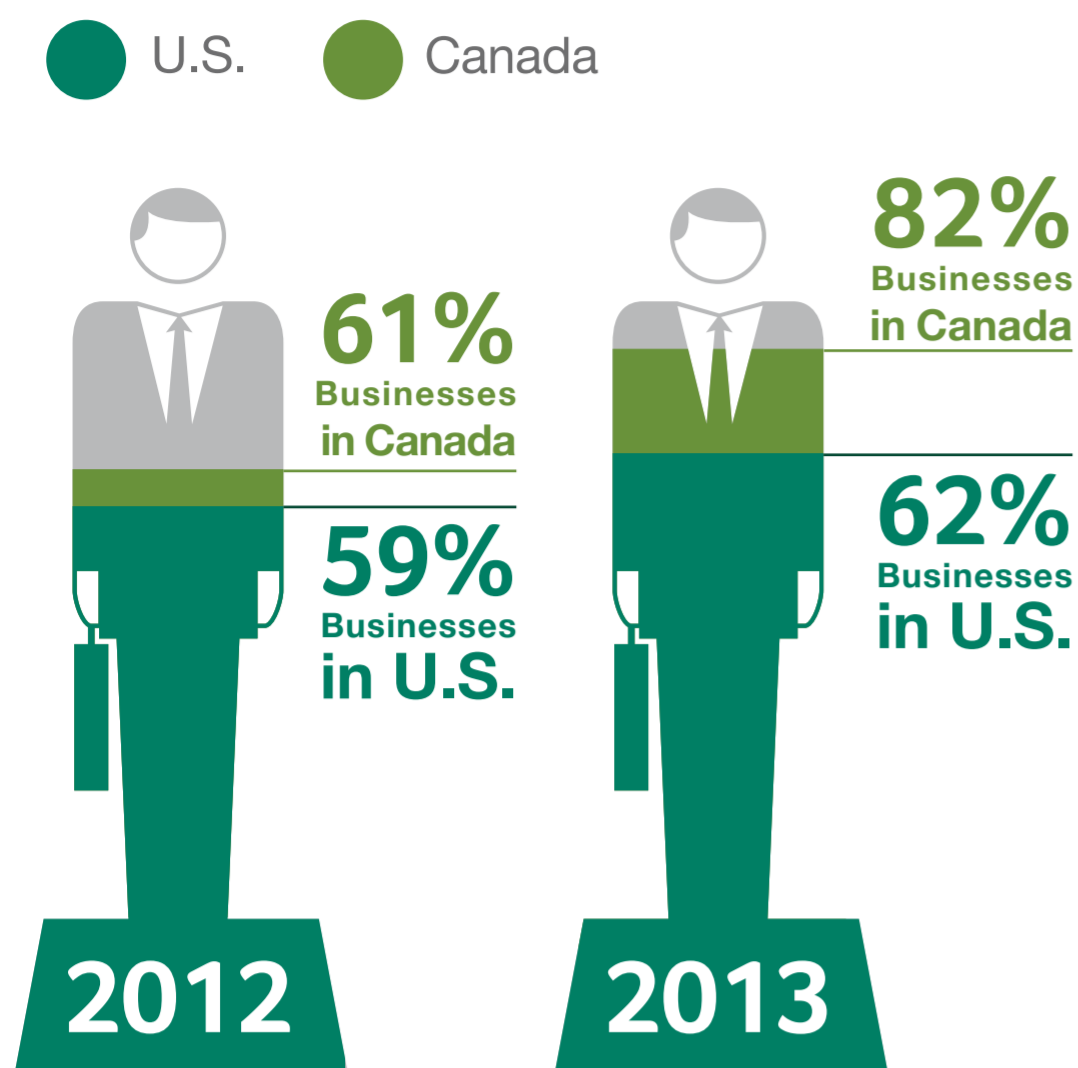


The Connection Between Small Businesses and Accountants

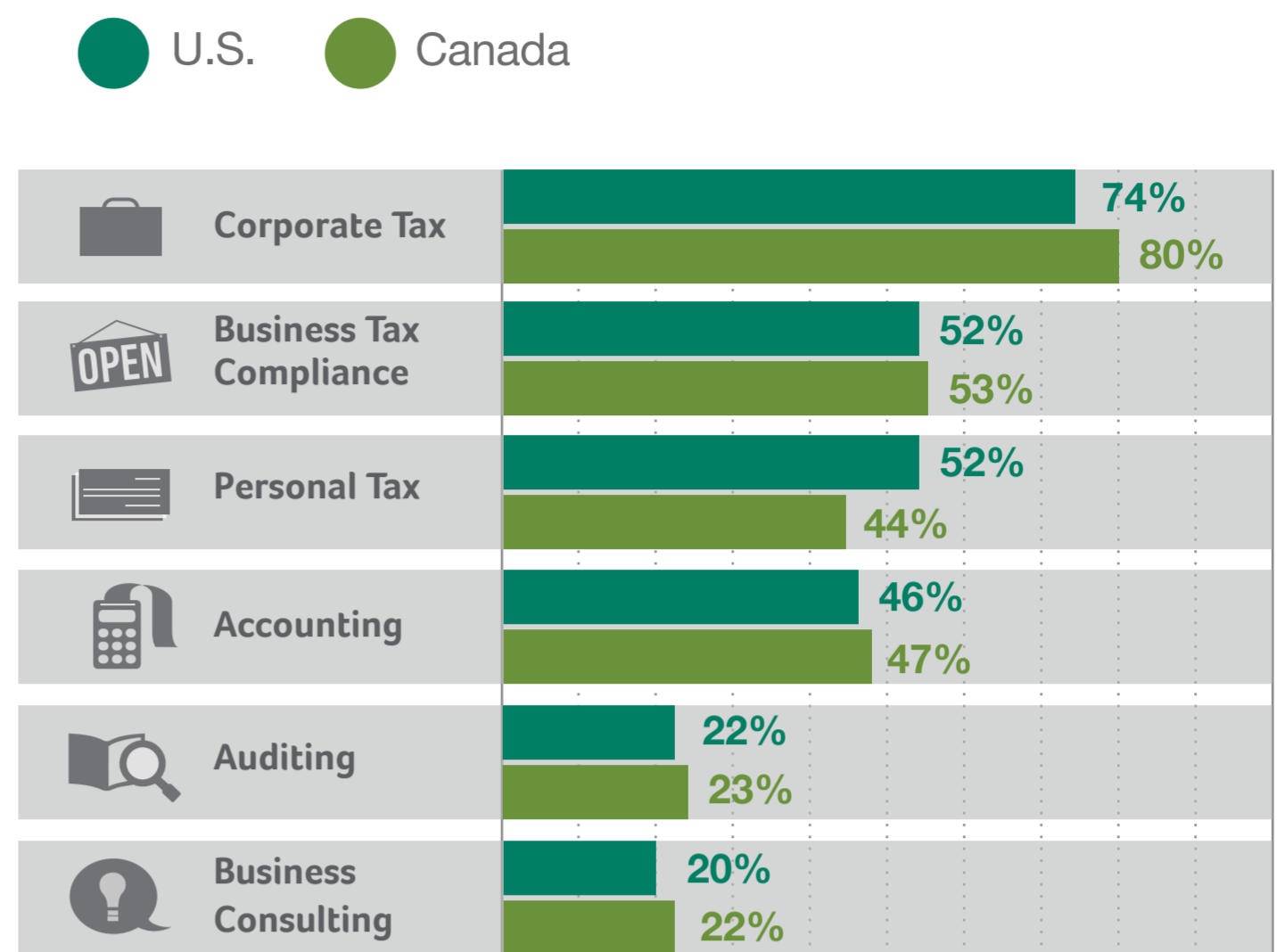
This survey explores how small businesses in the U.S. and Canada are working with outside accountants and how vital they are to small business success—especially when it comes to audits.

Businesses Utilizing Outside Accountants

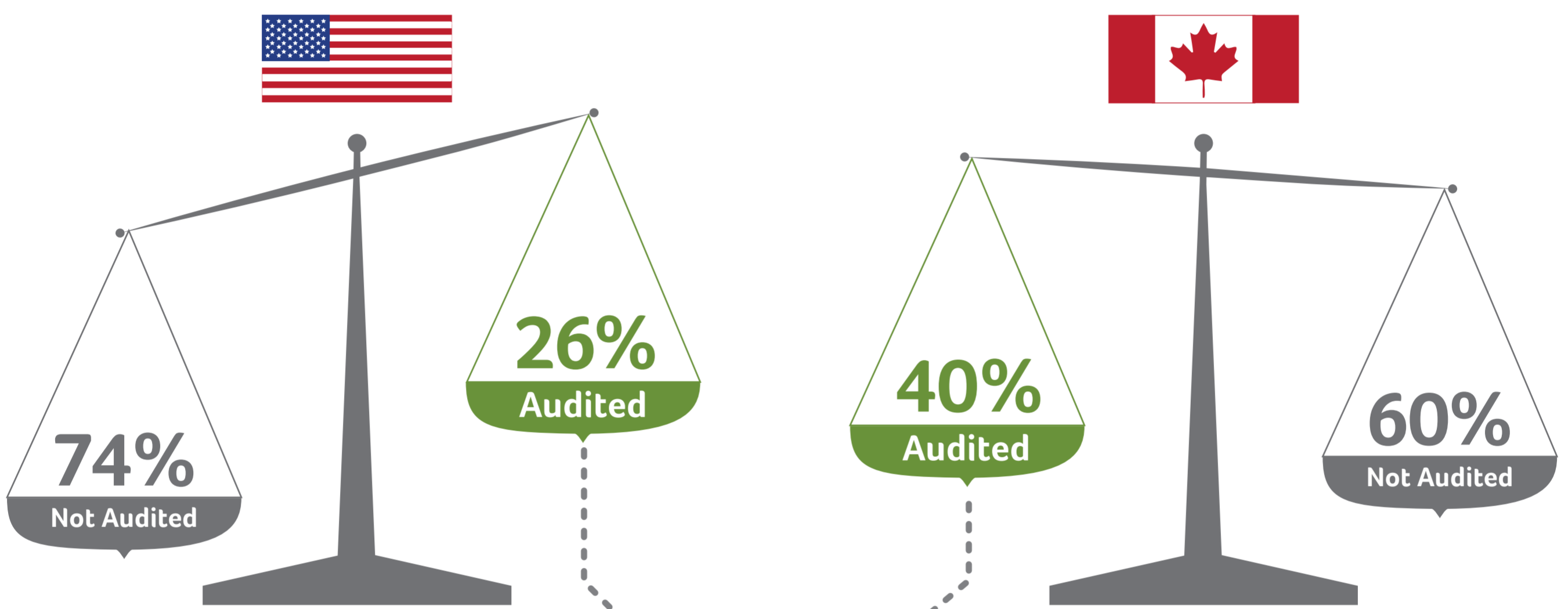


Outside Accountant Services

Businesses received the following service(s) from outside accountants:

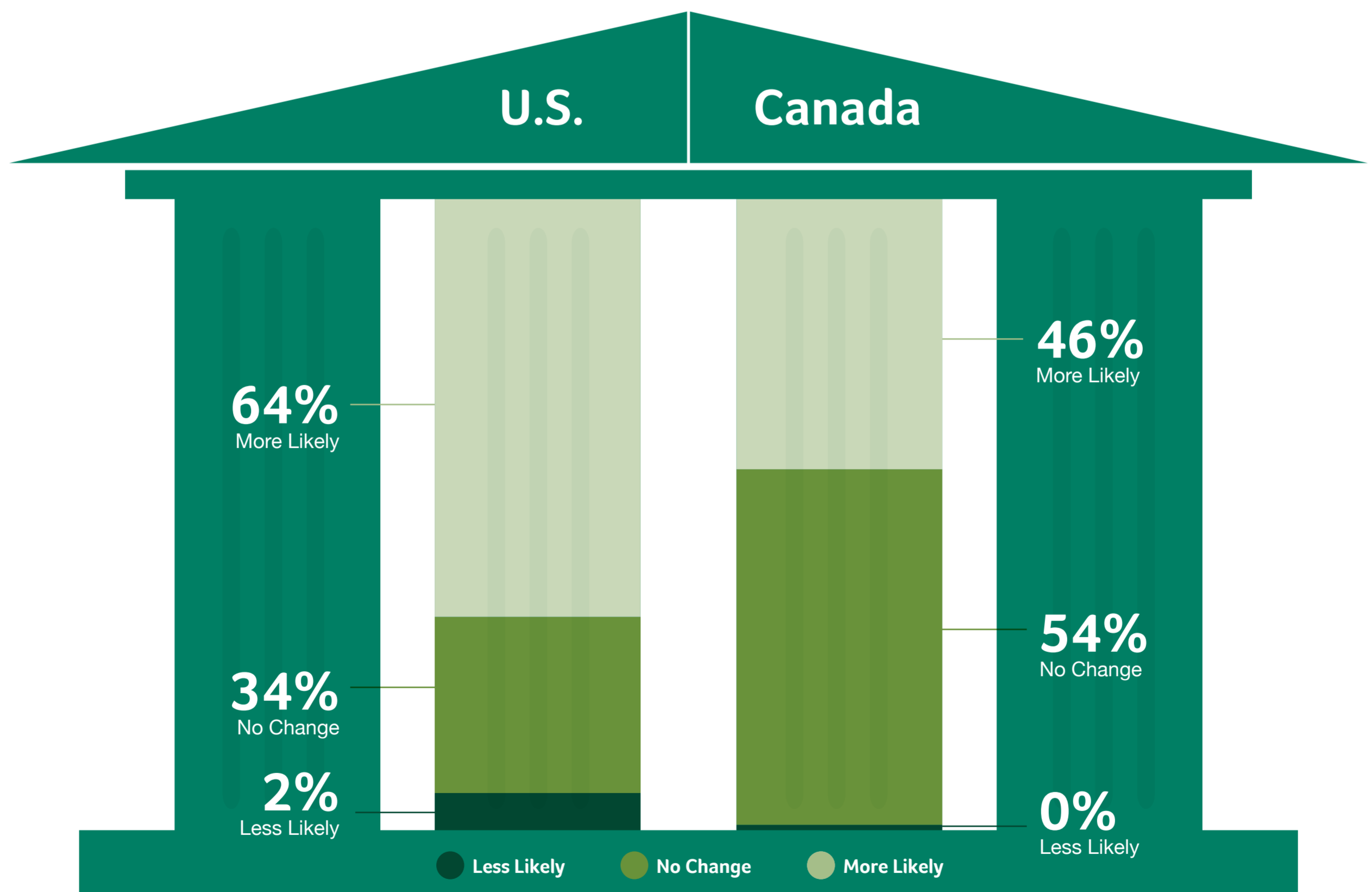


Businesses Audited by the IRS/Revenue Canada



Future Use of Accountants

The likelihood of businesses using an outside accountant in the future because of their audit experience:



With the increasing complexity of regulations and tax codes, more businesses (71%) are deciding to use outside accountants. Those that do work with outside accountants feel that their expertise contributes to business success—especially during audits.

About this survey: The survey was conducted by Sage during March, 2013 among Sage customers in the U.S. and Canada who own businesses with fewer than 100 employees. A total of 673 people completed the web-based survey. The margin of error is +/- 3% with a confidence level of 95 percent.

