

2011 Cisco Connected World Technology Report

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Background and Research Objectives

- In Fall 2010, Cisco Systems partnered with InsightExpress for the execution of a research initiative that effectively gathered insights and feedback across End User and ITDM populations in 12 countries.
- Overall, the research was targeted towards understanding the challenges companies face in an increasingly mobile and security risk-prone world.
- In support of these efforts, the following investigation explores similar issues among a younger demographic—End Users and College Students between 18–29 years old.

Methodology

Timing and Sample Qualifications

- This report discusses the findings for 1,441 College Students (age 18–24) and 1,412
 End Users (21–29) who completed an online survey between May 13 and June 8, 2011.
- The survey was translated into local languages and fielded in 14 countries to gain approximately 100 completes for each subgroup in each country (~200 total completes per country).
- End Users were screened to meet the following criteria:
 - College Graduate or Higher
 - Employed Full Time in a Non-IT role
 - Does not work for a company in the Market Research or Non Profit Industry
 - Works for an organization that employs 10+ people worldwide
- Quotas were set to ensure an even distribution of completes by gender.

Subgroup Analysis

 Statistical differences between country subgroups were tested at the 95% confidence level and are indicated with capital letters in the analysis that follows.

Attitudes Toward Remote Access

End User attitudes toward remote access in the workplace tend to be similar to College Students expectations. Both tend to lean toward the perception that it is unnecessary to be in an office everyday, however, End Users recognize that their bosses may feel differently.

- Although most College Students and End Users agree that being able to work remotely is a privilege in today's world, significantly large proportions from China and Russia consider it their right.
- Considerable division exists among those who'd like to work on a traditional schedule vs. those who'd
 like to work unconventionally in terms of time and location. Just over half (54%) of College Students
 prefer a traditional schedule, while a similar proportion of End Users (53%) desire one with more
 flexibility.
- Attitudes toward physical office presence and productivity are similar among End Users and College Students. Nearly half from each audience indicate that 'sometimes it may be important for special meetings, but unnecessary for my everyday job routines. 'Being confined to an office' is least important to Students and End Users in Mexico and China.
- In contrast to these perceptions, most End Users indicate that their boss feels it is necessary for them to be physically present in the office to work efficiently because nothing replaces daily in-person interaction.

Impact of Device and Access Flexibility on Recruitment

Although a relatively large proportion of College Students value device and access flexibility when it comes to plans for entering the workforce, salary is still the most important consideration.

- More than 1 in 4 (29%) College Students from the total sample, driven by those in Mexico and China, believe they would
 not join a company that did not allow their employees to access social media during work hours with company-issued
 devices. However, the majority of Students would, driven by more than 3 in 10 who would abide by the company policy.
- More than half of respondents would choose a job with a higher salary given the choice between that and a position with a lower salary that allowed greater flexibility in work schedule and device use. Relative to College Students (40%), a considerably larger proportion of End Users (45%) would choose the job offering more flexibility for less money.
- About one-third of Students anticipate that flexibility, social media access or freedom to use personal devices at work will be more important than salary when accepting a job offer in the future.
- Relative to End Users (33%) own experiences, a considerably larger proportion of College Students (64%) plans to ask prospective employers about their policy around social media and the use of personal devices in the workplace. Among them, 4 in 10 indicate that the policy will not have an impact on their decision to accept or reject the job offer.
- About 4 in 10 (41%) End Users recall that their company used a flexible device policy to attract new employees at the time they were hired and about 3 in 10 feel their social media skills played a factor in their own ability to get hired.

Use of Technology Devices

Both College Students and End Users believe that work-issued devices should be accessible for personal use. These audiences are divided on the optimal way for an organization to distribute devices; however, a significant proportion of Students would prefer to purchase their own at the company's expense. Workplace Smartphone use appears to be in line with Students' expectations, however, a considerable proportion may be surprised to find their future company may not cover the data plan expense.

- Driven by significantly large proportions in Mexico, Brazil, Spain, India and China, roughly 7 in 10 Students and End
 Users agree with the view that work-issued devices should be available for play because work time often blends with
 personal time.
- Most End Users tend to use more than 1 device during a typical workday and about one-third use 3 or more devices.
- The largest proportions of Students and End Users use a Laptop computer. Smartphone usage is significantly more
 prevalent among End Users as compared to College Students. Only a small proportion of Students or End Users use
 a tablet.
- End Users are largely divided in terms of their preference for acquiring work-related devices, however, the largest proportion (46%) of College Students would like their organization to provide a set budget and allow them to purchase their own devices once they enter the workforce.
- Student expectations of mobile device/tablet use in the workplace are in line with the proportion of End Users who use
 these devices. However, a considerably larger proportion of Students believe their employer would pay for their mobile
 data plan compared to the proportion of End Users who say their company actually does.

Remote Access: Expectations and Obstacles

While College Students tend to expect they will be able to access work applications from their home computer or Smartphone once they enter the workforce, End Users confirm that there are challenges.

- The vast majority of End Users feel that remote access is important, driven by more than 4 in 10 who
 consider it critical. Relative to other countries, seamless remote access is especially critical to End
 Users in Mexico, Brazil, and Spain.
- For those who are currently in the workforce, just over one quarter indicate that they can access information on their corporate network from anywhere at anytime. This level of unrestricted accessibility is driven by significant proportions of End Users in Mexico, Brazil, Spain, China, India and the US.
- While members of both audience groups tend to expect that they will be able to access work
 applications remotely from a home computer or personal mobile device in the future, Students'
 expectations are considerably greater for these devices.
- Corporate policy is cited as the leading challenge to being able to connect remotely, particularly among End Users in Japan.
- The greatest limitations to remote access are not being able to access information from different places and needing different devices to access different applications.

Detailed Findings Impact of Devices and Access Flexibility on Recruitment

Salary vs. Device Use and Workplace Flexibility

For Future Employment, Mainly Influenced by Students from France, the UK, and Russia, the Most Important Aspect in Accepting a Job Offer for About 2 in 3 (67%) Students from the Total Sample Is Salary.

• About a quarter (24%) of Students from Spain indicate that the 'freedom to use social media at work' is the most important aspect in their future acceptance of a job offer.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--|-----------------------|-------------------|--------------------|----------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| Salary | 67 | 66 | 71 | 60 | 56 | 81 | 83 | 71 | 62 | 55 | 80 | 54 | 50 | 75 | 75 |
| Flexibility in working anywhere at anytime | 16 | 10 | 22 | 16 | 17 | 9 | 11 | 20 | 8 | 23 | 13 | 27 | 19 | 15 | 14 |
| Freedom to use social media at work | 10 | 11 | 4 | 9 | 12 | 8 | 3 | 9 | 24 | 14 | 3 | 12 | 17 | 4 | 7 |
| Freedom to use personal devices at work (e.g. iPads, mobile phones, etc.) | 7 | 13 | 3 | 14 | 14 | 2 | 3 | 0 | 6 | 8 | 4 | 8 | 15 | 6 | 4 |

Q. Which of the following do you feel will be most important to you in accepting a job offer for future employment? (Select one)

Salary vs. Freedom to Work Remotely

Given the Choice, More than Half of End Users Indicate Being More Likely to Accept a Higher Offer Because Salary Is More Important than Working Remotely and Having Device Freedom.

• In contrast, significantly large proportions of End Users in Brazil, Russia and India would accept the lower offer with flexibility in terms of work place and device usage.

Imagine you were looking for a new job and received offers from 2 organizations that are equal in terms of opportunity and reputation.

One is offering a slightly higher salary (e.g. the difference is less than \$10,000), but restricts working remotely. The other offer is lower in terms of salary (e.g. the difference is less than \$10,000), but is from an organization that allows greater flexibility both in where you live and work as well as, the devices you can use in your job.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|----------------------|--------------------|-----------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|--------------------|--------------------|
| The higher offer: Salary is more important to me than working remotely and having device freedom. | 55 | 62 | 48 | 54 | 41 | 72 | 60 | 60 | 65 | 51 | 43 | 43 | 49 | 64 | 60 |
| The lower offer: Flexibility is more important to me - I would sacrifice the extra salary for the opportunity to work wherever I am most productive and happiest. | 45 | 38 | 52 | 46 | 59 | 28 | 40 | 40 | 35 | 49 | 57 | 57 | 51 | 36 | 40 |

Q. Which offer are you more likely to accept?

Salary vs. Freedom to Work Remotely

The Majority of Students Are More Likely to Accept the Higher Offer as Salary Is More Important to Them than Working Remotely and Having Device Freedom.

 More than half of Students from China and Australia are more likely to accept the lower offer with more flexibility as it would bring more productivity and happiness.

Imagine you were looking for a new job and received offers from 2 organizations that are equal in terms of opportunity and reputation.

One is offering a slightly higher salary (e.g. the difference is less than \$10,000), but restricts working remotely. The other offer is lower in terms of salary (e.g. the difference is less than \$10,000), but is from an organization that allows greater flexibility both in where you live and work as well as, the devices you can use in your job.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|---|-----------------------|----------------------|--------------------|-----------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| The higher offer: Salary is more important to me than working remotely and having device freedom. | 60 | 63 | 66 | 56 | 56 | 65 | 66 | 53 | 77 | 67 | 57 | 57 | 47 | 60 | 48 |
| The lower offer: Flexibility is more important to me - I would sacrifice the extra salary for the opportunity to work wherever I am most productive and happiest. | 40 | 37 | 34 | 44 | 44 | 35 | 34 | 47 | 23 | 33 | 43 | 43 | 53 | 40 | 52 |

Q. Which offer are you more likely to accept?

Motivations for Choosing a Higher Salary

More than One-Third of End Users, Who Would Rather Have a Position with a Higher Salary Even If It Limited Their Ability to Use Certain Devices and Work Remotely, Indicated It Is Because They Would Ignore or Circumvent the IT Policy Anyway.

 Relative to End Users in other countries, significantly large proportions in Mexico, Spain, China, Brazil and India indicated they would rather have a position with a higher salary because they could just ignore the IT policy.

| Among End Users % | Total (n=779) | US (n=62) | CAN (n=48*) | MEX (n=54) | BRA (n=41*) | UK (n=73) | FRA (n=60) | DEU (n=60) | SPA (n=64) | ITA (n=51) | RUS (n=43*) | IND (n=43*) | CHN (n=52) | JPN (n=64) | AUS (n=64) |
|-------------------------|----------------------|---------------------|--------------------|-------------------|--------------------|---------------------|---------------|-------------------|-------------------|---------------|----------------|----------------|-------------------|----------------------|-------------------|
| Yes | 35 | 19 | 27 | 72 | 56 | 10 | 20 | 17 | 72 | 35 | 30 | 56 | 58 | 14 | 25 |
| No | 48 | 66 | 50 | 20 | 37 | 60 | 68 | 67 | 23 | 45 | 40 | 35 | 25 | 67 | 48 |
| Don't know/ Not sure | 17 | 15 | 23 | 7 | 7 | 30 | 12 | 17 | 5 | 20 | 30 | 9 | 17 | 19 | 27 |

Q. If you answered the higher salary, is that because you would ignore or circumvent IT policy regulating device and application usage anyway?

Motivations for Choosing a Higher Salary

Half of the Students Who Selected the Higher Salaried and More Restricted Position Did Not Select It Because They Were Planning on Ignoring or Circumventing IT Policy Regulating Device and Application Usage.

 More than half of Students from Spain, Brazil, and Mexico selected the higher salaried, more restricted position because they were planning to disregard the company's IT policy.

| Among College Students % | Total (n=861) | US (n=63) | CAN (n=67) | MEX (n=59) | BRA (n=59) | UK (n=65) | FRA (n=66) | DEU (n=53) | SPA (n=79) | ITA (n=67) | RUS (n=60) | IND (n=64) | CHN (n=48*) | JPN (n=61) | AUS (n=50) |
|--------------------------------|----------------------|---------------------|-------------------|---------------|-------------------|---------------------|---------------|-------------------|-------------------|---------------|---------------|---------------|--------------------|-------------------|---------------|
| Yes | 35 | 41 | 18 | 51 | 59 | 15 | 20 | 15 | 63 | 24 | 23 | 47 | 44 | 39 | 28 |
| No | 50 | 46 | 63 | 32 | 34 | 71 | 67 | 74 | 28 | 52 | 67 | 31 | 48 | 43 | 54 |
| Don't know/Not sure | 15 | 13 | 19 | 17 | 7 | 14 | 14 | 11 | 9 | 24 | 10 | 22 | 8 | 18 | 18 |

Q. If you answered the higher salary, is that because you plan on ignoring or circumventing IT policy regulating device and application usage anyway?

Social Media Access as a Job Criteria

About 4 in 10 College Students Plan to Ask Their Employers About Their Policy Around Social Media and Usage of Personal Devices in the Workplace but Cite that the Policy 'Will Not Have Any Effect on Their Decision Whether or Not to Accept a Job Offer.'

- Nearly half of Students from Brazil, China and Mexico indicate that their employers' policy about social media and
 usage of personal devices will be a key factor in deciding whether or not to accept a job offer.
- At least 1 in 3 (37%) Students from Germany plan to use their personal devices regardless of their employers' policy.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|---|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|--------------------|----------------|--------------------|--------------------|----------------|
| Yes, this will be a key factor in my deciding whether or not to accept a job offer | 24 | 22 | 6 | 47 | 53 | 8 | 10 | 12 | 28 | 30 | 8 | 41 | 49 | 10 | 7 |
| Yes but this will not have any effect on my decision whether or not to accept a job offer | 40 | 47 | 52 | 44 | 37 | 28 | 35 | 27 | 55 | 31 | 47 | 40 | 42 | 24 | 50 |
| No, because I plan on using my personal devices and applications regardless of their policy | 16 | 18 | 20 | 8 | 5 | 12 | 16 | 37 | 5 | 22 | 28 | 15 | 9 | 22 | 12 |
| No | 20 | 13 | 22 | 1 | 5 | 52 | 39 | 24 | 12 | 17 | 16 | 4 | 0 | 45 | 32 |

Q. During future job interviews, will you ask employers about their policy around social media and use of personal devices in the workplace?

Social Media Access as a Job Criteria

One-Third of End Users Has Considered the Unrestricted Use of Mobile Devices and Social Media at Work When Making the Decision to Accept or Reject a Job Offer.

Relative to other countries, significantly larger proportions of End Users in Mexico, China, Spain
and Brazil have considered the unrestricted use of mobile devices and social media at work when
making a decision to accept or reject a job offer.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|-------------------------|-----------------------|----------------------|--------------------|-----------------------|-----------------------|----------------------|----------------|--------------------|-------------------|----------------|--------------------|----------------|-----------------------|-----------------------|--------------------|
| Yes | 33 | 19 | 12 | 76 | 54 | 13 | 9 | 10 | 57 | 38 | 27 | 47 | 71 | 10 | 13 |
| No | 57 | 72 | 72 | 20 | 37 | 79 | 82 | 81 | 37 | 49 | 55 | 46 | 22 | 72 | 72 |
| Don't know/ Not sure | 11 | 9 | 16 | 4 | 9 | 8 | 9 | 9 | 6 | 13 | 18 | 8 | 8 | 18 | 15 |

Q. Have you considered the unrestricted use of mobile devices and social media at work when making the decision to accept or reject a job offer?

Impact of Restricted Access on Recruitment

Even If a Prospective Company Does Not Allow Its Employees to Access Social Media, About 1 in 3 (32%) College Students Would Still Join that Company and Abide by Its Policy Especially Students in the UK (55%) and Australia (51%).

 Roughly 3 in 10 Students from Mexico and China would not join a company that does not allow its employees access to social media during work hours with company-issued devices because 'it is a fact of life and will be part of our generation's work-life balance and culture.'

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|---|-----------------------|-------------------|--------------------|----------------|--------------------|-------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|----------------|--------------------|----------------|
| No — allowing use of social media applications during work hours with company-issued devices is a fact of life and will be a part of our generation's work-life balance and culture | 16 | 15 | 8 | 33 | 19 | 8 | 9 | 20 | 15 | 21 | 5 | 17 | 31 | 11 | 6 |
| No — other businesses are benefitting from social media applications and that company is behind the times | 13 | 15 | 12 | 14 | 11 | 7 | 6 | 13 | 14 | 19 | 8 | 24 | 16 | 18 | 5 |
| Yes — I would still find a way to access my social media outlets, so I'm not worried | 27 | 36 | 19 | 23 | 44 | 14 | 15 | 19 | 43 | 21 | 25 | 31 | 37 | 16 | 27 |
| Yes — I would abide by their policy | 32 | 29 | 41 | 22 | 21 | 55 | 41 | 32 | 21 | 25 | 41 | 26 | 13 | 40 | 51 |
| Yes — they are not business applications and are a waste of time | 12 | 5 | 21 | 8 | 5 | 16 | 29 | 16 | 8 | 14 | 21 | 3 | 3 | 16 | 12 |

Q. When choosing a job, if a prospective company does not allow its employees to access social media (e.g. Facebook, Twitter, etc.) during work hours and with company-issued devices (e.g. desktops, laptops, tablets, Smartphones, etc.), would you still join that company? (Select one)

Incenting New Hires with Flexible Technology Policies

While Most End Users Indicate that Their Organization Had No 'Flexible,' 'Any-Device,' 'Any-Application' Type of Policy to Attract Them as a New Employee, About 4 in 10 (41%) Recall that They Did, Even If It Were Subtle.

 More than 4 in 10 End Users in Spain indicated their company used a flexible, any-device, any-application type of policy to attract new employees when they were first hired.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|--|-----------------------|----------------------|--------------------|-----------------------|-----------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|--------------------|--------------------|--------------------|
| Yes, it was obvious | 16 | 9 | 3 | 34 | 28 | 5 | 2 | 4 | 43 | 12 | 12 | 22 | 31 | 7 | 7 |
| Yes, but subtly | 25 | 24 | 11 | 44 | 52 | 9 | 13 | 19 | 29 | 30 | 14 | 39 | 38 | 14 | 12 |
| No, I had to ask if there was such a policy | 14 | 13 | 10 | 10 | 15 | 13 | 9 | 8 | 9 | 20 | 16 | 14 | 16 | 30 | 15 |
| Not at all, my organization does not have such a policy | 45 | 54 | 76 | 12 | 5 | 73 | 76 | 69 | 19 | 38 | 58 | 26 | 15 | 49 | 66 |

Q. Thinking back to when you were first hired by your current organization, did your employer use a flexible, any-device, any-application type of policy to attract new employees?

Value of Social Media Skills at Work

About 3 in 10 (31%) End Users Believe Their Experience and Comfort Level with Social Media Was a Factor in their Employer's Decision to Hire Them.

 Relative to other countries, significantly larger proportions of End Users in Mexico, Brazil and Spain believe their experience and comfort level with social media was a factor in their employer's decision.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|--------------------------|-----------------------|----------------------|-----------------------|-----------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|-----------------------|--------------------|
| Yes | 31 | 14 | 15 | 71 | 63 | 9 | 11 | 4 | 62 | 34 | 17 | 45 | 59 | 18 | 7 |
| No | 53 | 73 | 72 | 23 | 27 | 80 | 77 | 82 | 24 | 51 | 52 | 26 | 22 | 62 | 74 |
| Don't Know / Not sure | 16 | 13 | 13 | 6 | 10 | 11 | 12 | 14 | 13 | 15 | 31 | 30 | 19 | 20 | 20 |

Q. Do you believe your experience and comfort level with social media was a factor in your employer's decision to hire you?

Attitudes Toward IT Policies in the Workplace

Strongly Encouraged by Students from China and Russia, Approximately Half of Students from the Total Sample Signified that Their Future Company 'Will Need to Be Flexible About Their Need to Stay Connected with Their Work and Personal Life at all Times.'

| Among College Students % | Total | US | CAN | MEX | BRA | UK | FRA | DEU | SPA | ITA | RUS | IND | CHN | JPN | AUS |
|--|-------|----|-----|-----|-----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| They need to be flexible and open-minded about my need to stay connected with my work and personal life at all times | 47 | 46 | 42 | 57 | 55 | 31 | 32 | 33 | 54 | 53 | 65 | 59 | 69 | 21 | 35 |
| They need to acknowledge my generation's workforce needs because they are different than my parents generation's needs | 42 | 50 | 54 | 36 | 46 | 39 | 36 | 40 | 39 | 43 | 34 | 39 | 54 | 37 | 48 |
| I will abide by IT policies whether I agree with them or not | 30 | 29 | 21 | 20 | 28 | 58 | 41 | 52 | 21 | 21 | 23 | 17 | 15 | 34 | 42 |
| IT policies won't stop me from using the device and accessing the information I want | 17 | 16 | 20 | 14 | 18 | 8 | 12 | 10 | 14 | 21 | 20 | 27 | 36 | 10 | 9 |
| I don't see the need for IT policies | 8 | 16 | 7 | 7 | 9 | 6 | 5 | 6 | 8 | 9 | 8 | 6 | 12 | 6 | 5 |
| IT policies are unfair | 4 | 5 | 3 | 2 | 6 | 2 | 3 | 2 | 4 | 9 | 2 | 5 | 2 | 3 | 5 |
| Don't know / Not sure | 8 | 7 | 14 | 3 | 1 | 9 | 13 | 8 | 2 | 8 | 7 | 10 | 1 | 17 | 8 |

Q. When you enter the workforce, your company will probably have an IT policy governing the acceptable use of devices, applications and information. What are your thoughts about these types of IT policies in the workplace? (Select all that apply)

Detailed Findings Use of Technology Devices

Devices Used in a Typical Workday

Driven by Significantly Large Proportions of End Users in Brazil, Spain and China, the Largest Proportion (44%) from the Total Sample Indicate Using About 2 Devices in a Typical Workday.

More than 4 in 10 End Users in France and Japan indicate using just 1 device.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|-------------------------|-----------------------|-------------------|--------------------|----------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|--------------------|--------------------|
| 1 | 23 | 24 | 29 | 9 | 7 | 27 | 42 | 21 | 10 | 26 | 27 | 15 | 23 | 45 | 16 |
| 2 | 44 | 37 | 35 | 50 | 59 | 34 | 32 | 44 | 60 | 44 | 38 | 46 | 58 | 37 | 42 |
| 3 | 25 | 32 | 26 | 26 | 23 | 33 | 19 | 21 | 21 | 27 | 25 | 32 | 15 | 14 | 32 |
| 4 | 5 | 6 | 7 | 6 | 7 | 2 | 6 | 11 | 5 | 3 | 3 | 5 | 4 | 2 | 6 |
| 5 or more | 3 | 1 | 3 | 9 | 4 | 5 | 1 | 3 | 3 | 0 | 7 | 3 | 1 | 2 | 4 |

Q. How many work and personal devices (e.g. desktops, laptops, tablets, Smartphones, etc.) do you use during your typical workday?

Devices Used in Personal Life

Roughly Half of Students from the Total Sample Primarily Use a Laptop in Their Personal Lives, Followed by a Quarter Who Primarily Use a Desktop Computer.

- More than half of Students from Brazil and Italy primarily use a desktop computer in their personal lives.
- About 1 in 3 (37%) Students from Spain primarily uses a Smartphone.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--------------------------------|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| Laptop | 55 | 57 | 63 | 65 | 28 | 58 | 69 | 72 | 42 | 27 | 43 | 56 | 70 | 72 | 55 |
| Desktop computer | 26 | 20 | 16 | 22 | 62 | 14 | 10 | 15 | 20 | 53 | 38 | 32 | 21 | 14 | 27 |
| Smartphone | 16 | 22 | 21 | 10 | 9 | 27 | 20 | 11 | 37 | 10 | 15 | 12 | 6 | 10 | 17 |
| Tablet | 2 | 0 | 0 | 3 | 1 | 0 | 0 | 0 | 1 | 9 | 2 | 0 | 4 | 2 | 1 |
| None of the above | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 2 | 0 | 1 | 2 | 1 | 0 | 2 | 0 |

Q. Which of these devices do you primarily use in your personal life? (Select one)

Attitudes Toward Work-Issued Devices

Mainly Influenced by Students from China (94%), Spain (88%) and Brazil (86%), Most College Students from the Total Sample Agree that 'Company-Issued Devices Should Be Available for Both Work and Play.'

 A significant proportion (41%) of Students from Japan believe that work-issued devices should not be used for personal reasons, compared to Students from other countries.

Because work time often blends with personal time, company-issued devices should be available for both work and play. Any company-issued device can and should be used for accessing any information at any time from any location. It's the way it is today and the way it will be in the future.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--------------------------------|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|--------------------|----------------|--------------------|--------------------|----------------|
| Yes | 71 | 67 | 62 | 82 | 86 | 62 | 52 | 65 | 88 | 77 | 66 | 82 | 94 | 44 | 68 |
| No | 15 | 16 | 20 | 5 | 10 | 23 | 22 | 22 | 3 | 13 | 13 | 4 | 3 | 41 | 16 |
| Don't know/Not sure | 14 | 17 | 18 | 13 | 4 | 15 | 26 | 13 | 9 | 10 | 21 | 14 | 3 | 16 | 15 |

Q. Do you agree with the following perspective on work-issued devices (e.g. desktops, laptops, tablets, Smartphones, etc.)?

Attitudes Toward Work-Issued Devices

About Two-Thirds of End Users from the Total Sample Believe 'Company-Issued Devices Should Be Available for Both Work and Play.'

Relative to Japan, France, Germany, Canada, the UK, and the US, significantly larger proportions
of End Users in Mexico, Spain, China, India and Brazil agree with this point of view.

Because work time often blends with personal time, company-issued devices should be available for both work and play. Any company-issued device can and should be used for accessing any information at any time from any location. It's the way it is today and the way it will be in the future.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|-------------------------|-----------------------|----------------------|--------------------|-----------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|--------------------|-----------------------|--------------------|
| Yes | 68 | 64 | 62 | 91 | 81 | 54 | 51 | 53 | 91 | 69 | 72 | 81 | 84 | 31 | 70 |
| No | 20 | 23 | 22 | 5 | 13 | 24 | 34 | 32 | 7 | 19 | 18 | 11 | 11 | 52 | 15 |
| Don't know/Not sure | 11 | 13 | 16 | 4 | 6 | 22 | 15 | 15 | 2 | 12 | 10 | 8 | 5 | 17 | 15 |

Q. Do you agree with the following perspective on work-issued devices (e.g. desktops, laptops, tablets, Smartphones, etc.)?

Preference for Acquiring Work-Related Devices

Once They Join the Workforce, Roughly Half (46%) of College Students Would Prefer Their Organization Give Them 'a Set Budget to Purchase Their Own Laptop, Smartphone and Other Devices of Their Choice.'

- About 1 in 3 Students from Spain, France and Brazil would like the organization to offer the same equipment to
 everyone and not allow the use of personal devices.
- Relative to other countries, a significant proportion of Students from Russia would prefer their organization to offer the same equipment to everyone, but also allow workers to use their own devices.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|---|-----------------------|----------------------|--------------------|----------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| Your organization gives you a set budget to purchase your own laptop, Smartphone and other devices of your choice | 46 | 45 | 48 | 64 | 50 | 37 | 34 | 38 | 42 | 45 | 34 | 45 | 75 | 41 | 48 |
| Your organization provisions the same equipment to everyone and does not allow you to use personal devices | 19 | 24 | 10 | 17 | 30 | 21 | 32 | 20 | 35 | 18 | 12 | 20 | 3 | 18 | 9 |
| Your organization provisions the same equipment to everyone, but lets you bring and also use your own devices | 35 | 31 | 43 | 19 | 21 | 42 | 34 | 42 | 23 | 37 | 54 | 35 | 22 | 42 | 43 |

Q. When you join the workforce, which of the following would you most prefer for your work-related devices (e.g. desktops, laptops, tablets, Smartphones, etc.)?

Preference for Acquiring Work-Related Devices

End Users Tend to Prefer Their Organization Provides the Same Devices to Everyone, but Are Divided on Whether They Should (or Shouldn't) Be Allowed to Use Their Own Personal Devices at Work.

• In China and Mexico, more than half of End Users would prefer their company allowed them to set a budget to purchase their own devices for work.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|--------------------|--------------------|--------------------|
| Your organization gives you a set budget to purchase your own laptop, Smartphone and other devices of your choice | 34 | 38 | 26 | 56 | 39 | 21 | 11 | 22 | 42 | 31 | 26 | 38 | 58 | 31 | 32 |
| Your organization provisions the same equipment to everyone and does not allow you to use personal devices | 30 | 30 | 31 | 11 | 18 | 45 | 59 | 49 | 24 | 35 | 20 | 33 | 8 | 40 | 21 |
| Your organization provisions the same equipment to everyone, but lets you bring and also use your own devices | 36 | 32 | 43 | 33 | 43 | 35 | 30 | 29 | 34 | 34 | 54 | 30 | 34 | 29 | 47 |

Q. Thinking about your work-related devices (e.g. laptops, tablets, Smartphones, etc.), which of the following would you most prefer?

Workplace Smartphone Expectations

More than 7 in 10 (72%) Students Expect to Be Able to Use a Work-Issued Tablet or Smartphone Also for Personal Reasons.

- The vast majority of Students from China (97%), Brazil (90%), Mexico (89%) and Spain (86%) expect to use a work-issued tablet or Smartphone for personal reasons as well.
- A significantly larger proportion (59%) of Japanese Students do not expect to use a work-issued tablet or Smartphone for personal needs.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--------------------------------|-----------------------|----------------------|--------------------|-----------------------|-----------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|-----------------------|--------------------|----------------|
| Yes | 72 | 70 | 63 | 89 | 90 | 60 | 55 | 62 | 86 | 70 | 81 | 80 | 97 | 41 | 59 |
| No | 28 | 30 | 37 | 11 | 10 | 40 | 45 | 38 | 14 | 30 | 19 | 20 | 3 | 59 | 41 |

Q. Would you expect to be able to use a work-issued tablet or Smartphone also for personal use?

Workplace Smartphone Expectations

Nearly 3 in 4 (72%) Students Expect Their Employer to Pay for Their Mobile Data Subscription in the Future If They Were to Use Their Personal Smartphone or Tablet for Both Work and Personal Activities.

- This is mainly driven by Students from Spain, China, Italy and Russia, who would expect their employer to pay for their subscription.
- On the contrary, roughly 4 in 10 Students from the US, the UK, Mexico, India and Japan expect to pay for their own mobile data subscription if they were to use their own Smartphone or tablet for both work and personal activities.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|---|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| My employer would pay for my mobile data subscription | 72 | 64 | 72 | 59 | 77 | 61 | 70 | 69 | 86 | 82 | 81 | 64 | 86 | 62 | 69 |
| I would pay for my mobile data subscription | 28 | 36 | 28 | 41 | 23 | 39 | 30 | 31 | 14 | 18 | 19 | 36 | 14 | 38 | 31 |

Q. In the future, if you were to use your personal Smartphone or tablet for both work and personal activities, which do you expect?

Most Valuable Personal Items on a Trip

Followed by Their Laptop (25%) and a Smartphone (17%), Half (51%) of College Students Could Least Afford to Lose Their Wallet/Purse (ID, Credit Cards) While They Were on a Trip.

- At least 7 in 10 Students from Japan, Russia and France could least afford to lose their wallet / purse while on a trip.
- About 3 in 10 Students from Spain, the UK, Italy and India could least afford to lose their Smartphone while on a trip.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|------------------------------------|-----------------------|-------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| Wallet/purse (ID, credit cards) | 51 | 44 | 56 | 46 | 40 | 52 | 73 | 58 | 23 | 41 | 74 | 32 | 46 | 83 | 51 |
| Laptop | 25 | 28 | 17 | 41 | 44 | 17 | 18 | 25 | 38 | 23 | 14 | 28 | 34 | 6 | 21 |
| Smartphone | 17 | 17 | 14 | 9 | 9 | 28 | 8 | 15 | 33 | 27 | 8 | 27 | 18 | 9 | 19 |
| Tablet | 6 | 11 | 13 | 4 | 8 | 3 | 1 | 2 | 6 | 9 | 4 | 12 | 2 | 2 | 9 |

Q. If you were on a trip which of the following could you least afford to lose? (Select one)

Most Valuable Personal Items on a Trip

While the Largest Proportion of End Users Indicate They Could Least Afford to Lose Their Wallet/Purse (ID, Credit Cards) If They Were on a Business Trip, More than 1 in 4 Could Least Afford to Lose Their Laptop.

- A significantly large proportion of End Users in China, Mexico and Spain indicate they could least afford to lose their laptop on a business trip.
- Roughly one quarter of End Users in India, Italy, the UK, the US and Australia indicate that they could least afford to lose their Smartphone.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|------------------------------------|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|--------------------|--------------------|--------------------|
| Wallet/purse (ID, credit cards) | 51 | 47 | 62 | 35 | 59 | 51 | 51 | 66 | 46 | 50 | 67 | 30 | 41 | 66 | 49 |
| Laptop | 27 | 23 | 20 | 40 | 25 | 21 | 28 | 22 | 35 | 21 | 23 | 33 | 42 | 20 | 22 |
| Smartphone | 17 | 23 | 16 | 13 | 10 | 24 | 18 | 8 | 13 | 24 | 7 | 25 | 15 | 14 | 22 |
| Tablet | 5 | 7 | 2 | 12 | 6 | 4 | 3 | 4 | 6 | 5 | 3 | 13 | 3 | 0 | 8 |

Q. If you were on a business trip which of the following could you least afford to lose? (Select one)

Expected Device Usage for Work

In the Future, Once They Have Entered the Workforce, Half of Students Anticipate Primarily Using a Laptop for Work.

- Relative to Students from other countries, significantly larger proportions of Students from Brazil and Italy anticipate primarily using a desktop computer for work in the future.
- Significantly large proportions of Students from Canada and Spain anticipate primarily using a Smartphone once joining the workforce.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--------------------------------|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| Laptop | 50 | 45 | 49 | 52 | 32 | 57 | 51 | 54 | 42 | 31 | 58 | 58 | 68 | 59 | 47 |
| Desktop computer | 28 | 33 | 21 | 23 | 58 | 21 | 26 | 26 | 20 | 49 | 25 | 19 | 16 | 29 | 31 |
| Smartphone | 12 | 11 | 23 | 11 | 6 | 15 | 14 | 8 | 33 | 6 | 5 | 12 | 6 | 9 | 13 |
| Tablet | 6 | 7 | 4 | 13 | 2 | 2 | 2 | 4 | 1 | 14 | 7 | 11 | 11 | 3 | 7 |
| None of the above | 3 | 4 | 4 | 1 | 2 | 5 | 7 | 8 | 4 | 0 | 5 | 0 | 0 | 0 | 3 |

Q. Thinking toward the future when you join the workforce, what do you expect will be your primary device for your work?

Devices Used in Work Life

More than 7 in 10 End Users Indicate Using a Desktop Computer in Their Work Lives. Just About 3 in 10 Use a Smartphone for Work.

• Relative to other countries, a significantly larger proportion of End Users in India, Spain and Mexico use a Smartphone in their personal lives.

| Among End Users Work Life % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|--------------------------------------|-----------------------|-------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|--------------------|----------------|--------------------|-----------------------|--------------------|
| Desktop computer | 73 | 65 | 78 | 71 | 80 | 72 | 80 | 77 | 62 | 82 | 88 | 68 | 75 | 45 | 78 |
| Laptop | 49 | 50 | 34 | 72 | 73 | 51 | 28 | 39 | 58 | 35 | 31 | 55 | 53 | 63 | 42 |
| Smartphone | 31 | 38 | 26 | 41 | 34 | 27 | 19 | 16 | 42 | 35 | 26 | 44 | 30 | 14 | 37 |
| Tablet | 8 | 5 | 4 | 22 | 24 | 2 | 2 | 0 | 13 | 6 | 4 | 6 | 13 | 4 | 8 |
| None of these | 1 | 1 | 4 | 1 | 1 | 0 | 2 | 1 | 2 | 1 | 1 | 0 | 0 | 6 | 0 |

Q. Please select any of the following device(s) you use in your personal life and work life.

Devices Used in Personal Life

More than 7 in 10 End Users Indicates Using a Laptop Computer in Their Personal Lives and More than Half Use a Smartphone.

• Relative to other countries, a significantly larger proportion of End Users in Australia, the UK, India and the US use a Smartphone in their personal lives.

| Among End Users Personal Life % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|--|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|--------------------|----------------|--------------------|--------------------|--------------------|
| Laptop | 73 | 84 | 83 | 79 | 61 | 89 | 77 | 84 | 64 | 41 | 65 | 69 | 76 | 74 | 77 |
| Smartphone | 55 | 65 | 60 | 59 | 44 | 68 | 51 | 46 | 40 | 58 | 51 | 68 | 59 | 29 | 74 |
| Desktop computer | 49 | 39 | 45 | 59 | 71 | 21 | 47 | 39 | 64 | 68 | 66 | 50 | 45 | 35 | 37 |
| Tablet | 11 | 9 | 11 | 19 | 23 | 3 | 6 | 2 | 11 | 12 | 8 | 8 | 19 | 11 | 12 |
| None of these | 1 | 1 | 0 | 0 | 1 | 1 | 4 | 1 | 1 | 2 | 1 | 0 | 1 | 1 | 0 |

Q. Please select any of the following device(s) you use in your personal life and work life.

Company Provided Mobile Data

Just 3 in 10 End Users Use a Personal Smartphone or Tablet for Work and Are Able to Expense the Mobile Data Subscription Plan.

Relative to other countries, a significantly larger proportion of End Users in Mexico and Brazil
indicate they are allowed to expense their mobile data plan on their personal Smartphone or tablet
device.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|--|-----------------------|----------------------|--------------------|-----------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|-----------------------|-----------------------|--------------------|
| Yes | 31 | 22 | 16 | 72 | 61 | 13 | 3 | 9 | 56 | 27 | 16 | 47 | 58 | 24 | 13 |
| No | 34 | 45 | 33 | 15 | 25 | 35 | 26 | 37 | 22 | 40 | 44 | 38 | 31 | 38 | 44 |
| I do not use my personal Smartphone or tablet for work-related activities | 35 | 33 | 51 | 13 | 14 | 52 | 71 | 54 | 21 | 33 | 40 | 16 | 11 | 38 | 42 |

Q. If you use your personal Smartphone or tablet for work-related activities, does your employer pay for your mobile data subscription?

Upgrading Technology

Strongly Driven by More than Half of French and Japanese Students, the Largest Proportion of College Students (30%) Want to Upgrade to the Latest Smartphone, Laptop, Tablet or Computing Device 'Only When They Break Down, Because They Like Using Their Devices as Long as Possible.'

 Nearly half (46%) of Spanish Students upgrade to the latest form of technology whenever the newest version comes out, while a similar amount (44%) of Brazilian Students upgrade every 12 months.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|---|-----------------------|-------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| Whenever the newest version comes out — I want to have the latest version | 24 | 21 | 8 | 38 | 30 | 10 | 3 | 14 | 46 | 37 | 19 | 33 | 39 | 20 | 11 |
| Every 12 months | 23 | 31 | 21 | 31 | 44 | 20 | 12 | 27 | 19 | 16 | 22 | 31 | 25 | 7 | 17 |
| Every two years | 23 | 25 | 32 | 9 | 19 | 34 | 31 | 30 | 22 | 23 | 18 | 15 | 10 | 20 | 34 |
| Only when they break down, because I like using my devices as long as possible | 30 | 23 | 40 | 22 | 7 | 36 | 54 | 29 | 13 | 24 | 42 | 21 | 25 | 53 | 38 |

Q. How often do you want to upgrade to the latest Smartphone, laptop, tablet, or computing device?

Upgrading Technology

Only 1 in 4 End Users Would Like Their IT Department to Upgrade Their Work Devices Whenever the Newest Version Comes Out. Most End Users Prefer to Wait 12 Months or Longer to Upgrade.

 More than half of End Users in Brazil, however, would like to be upgraded whenever newer versions of technology come out.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|----------------------|----------------|----------------|----------------|--------------------|--------------------|--------------------|
| Whenever the newest version comes out — I want to have the latest version | 24 | 17 | 14 | 40 | 52 | 12 | 3 | 6 | 41 | 14 | 34 | 36 | 42 | 16 | 7 |
| Every 12 months | 30 | 31 | 24 | 41 | 40 | 24 | 21 | 11 | 39 | 32 | 32 | 40 | 28 | 29 | 27 |
| Every two years | 26 | 33 | 33 | 11 | 6 | 31 | 37 | 59 | 10 | 30 | 9 | 11 | 13 | 29 | 49 |
| Only when they break down, because I like using my devices as long as possible | 21 | 19 | 29 | 8 | 2 | 34 | 39 | 24 | 10 | 24 | 25 | 14 | 17 | 26 | 17 |

Q. How often would you want your IT department to upgrade you to the latest laptop, tablet, Smartphone or computing device?

Desktop Computer Purchase Intent

Although One Quarter of Students Do Not Foresee Themselves Ever Buying a Desktop Computer in the Future, More than Half (56%) of Them Do.

- No less than 7 in 10 College Students from Brazil, Mexico, Spain, and China can foresee themselves buying a desktop computer in the future.
- Followed by Students from India (42%) and Canada (34%), more than half (55%) of Students from France do not foresee themselves shopping for a desktop computer.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--------------------------------|-----------------------|-------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| Yes | 56 | 58 | 44 | 74 | 75 | 54 | 22 | 45 | 71 | 69 | 58 | 42 | 71 | 45 | 52 |
| No | 26 | 24 | 34 | 10 | 19 | 25 | 55 | 30 | 17 | 16 | 29 | 42 | 11 | 22 | 23 |
| Don't know/ Not sure | 19 | 18 | 23 | 16 | 6 | 21 | 23 | 25 | 12 | 15 | 12 | 16 | 19 | 34 | 25 |

Q. Do you foresee yourself ever buying a desktop computer in the future?

Desktop Computer Purchase Intent

Similar to College Students, More than Half of End Users Envision Themselves Buying a Desktop Computer in the Future.

- Relative to other countries, a significantly larger proportion of End Users in Mexico, Spain, Brazil and China foresee buying a desktop computer.
- About 2 in 3 End Users from France do not foresee themselves ever buying a desktop computer in the future.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|-------------------------|-----------------------|----------------------|--------------------|-----------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|--------------------|--------------------|--------------------|
| Yes | 52 | 53 | 31 | 82 | 73 | 32 | 16 | 42 | 78 | 55 | 49 | 52 | 72 | 47 | 41 |
| No | 37 | 40 | 54 | 14 | 23 | 53 | 69 | 40 | 15 | 34 | 38 | 38 | 20 | 32 | 42 |
| Don't know/ Not sure | 12 | 7 | 15 | 4 | 4 | 15 | 15 | 18 | 7 | 11 | 13 | 10 | 8 | 21 | 17 |

Q. Do you foresee yourself ever buying a desktop computer in the future?

Detailed Findings Attitudes Toward Remote Access

Remote Access: A Right or a Privilege?

The Majority (60%) of Students from the Total Sample Believe that Being Able to Work Remotely, in Today's World, Is a Privilege.

 More than 3 in 4 Students from Spain and the UK believe working remotely is a privilege whereas more than half of Students from China and Russia believe it is a right

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--------------------------------|-----------------------|-------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| A privilege | 60 | 60 | 73 | 70 | 71 | 79 | 62 | 60 | 85 | 57 | 34 | 55 | 30 | 37 | 71 |
| A right | 29 | 30 | 18 | 23 | 24 | 16 | 30 | 20 | 10 | 37 | 57 | 33 | 65 | 36 | 14 |
| Don't know/ Not sure | 10 | 10 | 9 | 8 | 5 | 5 | 8 | 20 | 5 | 6 | 9 | 12 | 5 | 28 | 14 |

Q. In today's world, do you believe that being able to work remotely (e.g. from home, a coffee shop, etc.) is ... (Select one)

Remote Access: A Right or a Privilege?

About 6 in 10 End Users Believe that Being Able to Work Remotely Is a Privilege in Today's World.

- More than 8 in 10 End Users from Spain believe the ability to work remotely is a privilege.
- Relative to other countries, a significantly larger proportion of End Users in China and Russia believe it is a right to work remotely.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|-------------------------|-----------------------|----------------------|--------------------|-----------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|--------------------|-----------------------|--------------------|
| A privilege | 59 | 69 | 73 | 75 | 71 | 58 | 62 | 67 | 82 | 63 | 34 | 52 | 27 | 30 | 59 |
| A right | 30 | 23 | 13 | 18 | 23 | 28 | 19 | 21 | 13 | 26 | 59 | 38 | 65 | 42 | 26 |
| Don't know/ Not sure | 12 | 8 | 14 | 7 | 6 | 14 | 19 | 12 | 5 | 11 | 7 | 10 | 8 | 28 | 14 |

Q. In today's world, do you believe that being able to work remotely (e.g. from home, a coffee shop, etc.) is ... (Select one)

Attitudes Toward Office Presence and Productivity

Roughly Half (46%) of Students from the Total Sample Feel that Being in the Office 'Sometimes May Be Important for Special Meetings, but Will Be Unnecessary for Their Everyday Job Routines.'

- Relative to other countries, a significantly large proportion (58%) of Students from China feel that being in the office will be unnecessary and that they can be more productive with their time by working from home / remotely.
- More than half of Students from the UK and Japan feel that being in the office is 'necessary for them to make decisions more effectively and efficiently.'

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--|-----------------------|----------------------|--------------------|-----------------------|-----------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| It will be unnecessary to be confined to an office - I can be more productive with my time by working from home/remotely, and technology allows me to be more mobile and flexible | 24 | 25 | 14 | 41 | 27 | 13 | 16 | 15 | 16 | 36 | 23 | 24 | 58 | 13 | 11 |
| Sometimes it may be important for special meetings, but will be unnecessary for my everyday job routines. | 46 | 48 | 52 | 43 | 63 | 34 | 43 | 51 | 58 | 46 | 46 | 41 | 33 | 35 | 49 |
| It will be necessary for me to make decisions more effectively and efficiently - nothing replaces daily inperson interaction | 30 | 27 | 34 | 16 | 10 | 53 | 41 | 34 | 26 | 18 | 31 | 35 | 9 | 52 | 40 |

Q. When you get a job after college, how do you feel about having to be "in the office"? (Select one)

Attitudes Toward Office Presence and Productivity

While 3 in 10 Employees Indicate that It Is Necessary for Them to Physically Be 'in the Office' in Order to Make Decisions More Effectively and Efficiently, Nearly Half (47%) Indicate that It Is Unnecessary for Everyday Job Routines.

• Relative to other countries, significantly larger proportions of End Users in France and Germany believe it is necessary to be physically 'in the office.'

| | - | | - | | | | | | | | | | | | |
|---|-----------------------|----------------------|--------------------|-----------------------|-----------------------|----------------------|----------------|-----------------------|-------------------|----------------|-----------------------|----------------|-----------------------|-----------------------|--------------------|
| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
| No, it's unnecessary to be confined to an office — I can be more productive with my time by working from home/remotely, and technology allows me to be more mobile and flexible | 23 | 17 | 10 | 34 | 23 | 19 | 17 | 13 | 28 | 25 | 26 | 24 | 47 | 17 | 18 |
| Sometimes, it's important for special meetings, but unnecessary for my everyday job routines | 47 | 58 | 53 | 49 | 54 | 42 | 30 | 36 | 59 | 48 | 48 | 49 | 42 | 37 | 49 |
| Yes, it's necessary for me to make decisions more effectively and efficiently - nothing replaces daily in-person interaction | 31 | 25 | 37 | 17 | 23 | 40 | 53 | 51 | 13 | 27 | 26 | 28 | 10 | 46 | 33 |

Q. Do you feel you need to be physically "in the office" to work efficiently? (Select one)

Perceptions of Management Attitudes Toward Office Presence and Productivity

The Majority of End Users, Driven by Significantly Large Proportions in France, Russia, and Germany Indicate that Their Boss Thinks It's Necessary for Them to Be Physically 'in the Office.'

• Relative to other countries, significantly larger proportions of End Users in Spain, India, Mexico and China indicate that their boss does not think it is necessary for employees to be in the office.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|--|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|--------------------|----------------|--------------------|--------------------|--------------------|
| No, my boss believes it's unnecessary to be confined to an office | 11 | 10 | 5 | 21 | 13 | 10 | 9 | 4 | 10 | 14 | 6 | 10 | 23 | 11 | 8 |
| My boss believes that sometimes it's important for special meetings, but unnecessary for my everyday job routines | 26 | 27 | 25 | 39 | 34 | 16 | 12 | 20 | 43 | 27 | 17 | 40 | 25 | 19 | 22 |
| Yes, my boss believes it's necessary for me to make decisions more effectively and efficiently - nothing replaces daily in- person interaction | 59 | 59 | 66 | 38 | 50 | 66 | 78 | 67 | 43 | 57 | 70 | 50 | 47 | 65 | 66 |
| My boss does not trust me to work from home during the workday | 4 | 4 | 4 | 2 | 3 | 8 | 1 | 9 | 4 | 2 | 7 | 1 | 6 | 5 | 4 |

Q. Does your boss feel that you need to be physically "in the office" to work efficiently? (Select one)

Attitudes Toward Working Hours

In the Future, There Is a Relatively Equal Division Among Students Who Would Like Conventional Work Schedules and Those Who Would Like to Make Their Own Unconventional Work Schedules; Although, There Is a Slight Advantage for Preference of a Traditional Work Schedule.

- Conventional work hours are preferred by more than 2 in 3 Students from Spain and the UK.
- The vast majority (81%) of Students from China would prefer to work 'unconventionally based on their own schedule, convenience, and lifestyle.'

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|---|-----------------------|-------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|--------------------|----------------|--------------------|--------------------|----------------|
| Conventionally based on traditional work schedules | 54 | 57 | 60 | 61 | 63 | 69 | 49 | 38 | 76 | 49 | 43 | 63 | 19 | 63 | 48 |
| Unconventionally based on my own schedule, convenience, and lifestyle | 46 | 43 | 40 | 39 | 37 | 31 | 51 | 62 | 24 | 51 | 57 | 37 | 81 | 37 | 52 |

Q. Again thinking toward the future, when you get a job after college, would you prefer to work conventionally (e.g. 9-5 in an office) or unconventionally (e.g. being online and connected at anytime, from any place you choose throughout the day)?

Attitudes Toward Working Hours

Just over Half of End Users Would Prefer to Work 'Unconventionally' Based on Their Own Schedule, Convenience, and Lifestyle.

- Relative to other countries, significantly larger proportions of End Users in China and Russia would prefer an unconventional workday versus 9-5 in an office.
- In Spain, more than 6 in 10 End Users indicate preference for a traditional work schedule.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|----------------------|--------------------|--------------------|-----------------------|----------------------|----------------|--------------------|-------------------|-----------------------|--------------------|----------------|--------------------|--------------------|--------------------|
| Conventionally based on traditional work schedules | 47 | 50 | 47 | 47 | 44 | 47 | 59 | 49 | 62 | 37 | 34 | 50 | 29 | 58 | 48 |
| Unconventionally based on my own schedule, convenience, and lifestyle | 53 | 50 | 53 | 53 | 56 | 53 | 41 | 51 | 38 | 63 | 66 | 50 | 71 | 42 | 52 |

Q. Thinking about your typical work day, would you prefer to work conventionally (e.g. 9-5 in an office) or unconventionally (e.g. being online and connected at anytime, from any place you choose throughout the day)?

Detailed Findings

Remote Access: Expectations and Obstacles

Existence of Seamless Remote Access

More than Half (57%) of End Users Are Currently Able to Connect Seamlessly to Their Corporate Network from a Remote Location—Including Significantly Large Proportions of End Users in Mexico, Brazil, Spain and China Who Indicate They Can Access Information on Their Corporate Network from Anywhere at Anytime.

• Relative to other countries, significantly large proportions of End Users in Japan, France and Germany cannot access information on their corporate network from anywhere at anytime and do not believe they will ever be able to do so.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|--|-----------------------|-------------------|--------------------|----------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|----------------|--------------------|
| Yes, I can access information on my corporate network from anywhere at anytime | 28 | 36 | 25 | 44 | 44 | 26 | 18 | 15 | 41 | 23 | 14 | 37 | 40 | 14 | 12 |
| Yes, I can access information on my corporate network but not from everywhere I need to | 29 | 26 | 19 | 44 | 40 | 22 | 10 | 20 | 46 | 34 | 13 | 41 | 34 | 20 | 35 |
| No, I cannot access information on my corporate network from anywhere at any time but I believe I will be able to do so eventually | 22 | 21 | 23 | 6 | 10 | 26 | 31 | 26 | 9 | 29 | 40 | 17 | 20 | 22 | 31 |
| No, I cannot access information on my corporate network from anywhere at any time and I don't think I ever will be able to do so | 21 | 17 | 33 | 6 | 6 | 27 | 41 | 39 | 4 | 14 | 33 | 6 | 7 | 44 | 22 |

Q. Are you currently able to connect seamlessly to your corporate network from a remote location (e.g. work from anywhere at any time)?

Importance of Remote Access

Just over 4 in 10 End Users, Driven by Those in Mexico, Brazil, and Spain, Indicate It Is Critical that They Are Able to Seamlessly Connect to Their Corporate Network from a Remote Location (Whether that's a Coffee Shop or a Hotel Room) at Anytime.

• Relative to other countries, significantly larger proportions of End Users in Germany indicate that it is not at all important that they are able to seamlessly connect to their corporate network from a remote location.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|----------------------|--------------------|-----------------------|-----------------------|----------------------|----------------|--------------------|-------------------|----------------|--------------------|----------------|--------------------|-----------------------|-----------------------|
| It is critical — I must be able to connect to my corporate network from anywhere (whether that's a coffee shop, my home, or a hotel room) at anytime | 43 | 36 | 33 | 82 | 87 | 31 | 25 | 17 | 73 | 39 | 24 | 52 | 50 | 21 | 28 |
| It is not imperative — it is nice to be able to do so but not critical | 46 | 51 | 47 | 17 | 8 | 49 | 58 | 57 | 26 | 52 | 64 | 42 | 47 | 61 | 59 |
| Not at all important | 12 | 13 | 20 | 1 | 5 | 21 | 17 | 26 | 1 | 9 | 12 | 6 | 3 | 18 | 12 |

Q. How important is it that you are able to seamlessly connect to your corporate network from a remote location (e.g. work from anywhere at any time)?

Future Expectations for Remote Access

In the Future, Nearly 2 in 3 Students Expect to Be Able to Access Their Corporate Network Using Their Home Computer While About Half Expect to Do the Same Using Their Personal Mobile Devices.

About 4 in 10 Students from Spain expect to access their corporate network using their car navigation screens.

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|---|-----------------------|-------------------|--------------------|----------------|--------------------|-------------------|----------------|--------------------|--------------------|----------------|--------------------|----------------|--------------------|--------------------|----------------|
| Home computer | 63 | 55 | 75 | 54 | 56 | 76 | 49 | 73 | 35 | 67 | 65 | 51 | 72 | 76 | 74 |
| Personal mobile devices | 51 | 47 | 55 | 48 | 50 | 61 | 41 | 51 | 38 | 47 | 46 | 50 | 76 | 44 | 60 |
| Any phone (work-issued or home device) | 28 | 34 | 26 | 24 | 43 | 36 | 31 | 21 | 27 | 30 | 18 | 34 | 26 | 4 | 39 |
| Any publicly available device (e.g. a PC in a library, coffee shop) | 17 | 14 | 18 | 12 | 18 | 26 | 21 | 19 | 7 | 17 | 23 | 14 | 21 | 9 | 22 |
| TVs | 15 | 26 | 7 | 21 | 30 | 20 | 8 | 9 | 16 | 17 | 4 | 17 | 14 | 6 | 11 |
| Car navigation screens | 14 | 14 | 8 | 18 | 24 | 9 | 7 | 3 | 39 | 23 | 11 | 20 | 13 | 4 | 4 |
| On airplanes in seatback screen consoles and/or by wifi connection | 13 | 15 | 12 | 10 | 16 | 19 | 8 | 16 | 10 | 18 | 10 | 14 | 7 | 8 | 13 |
| Gas station pumps (those with video screens) | 2 | 3 | 4 | 3 | 4 | 1 | 2 | 1 | 1 | 4 | 2 | 6 | 1 | 0 | 0 |
| Anywhere on any device | 11 | 18 | 13 | 7 | 5 | 7 | 17 | 12 | 13 | 8 | 16 | 6 | 5 | 14 | 9 |

Q. In the future, on which of the following do you expect to be able to access your corporate network or work applications? (Select all that apply)

Future Expectations for Remote Access

The Largest Proportions of End Users from the Total Sample Expect to Be Able to Access Their Corporate Network from Their Home Computer or Personal Mobile Device in the Future.

 Nearly 1 in 5 expect to have access from anywhere on any device, including significantly large proportions of End Users in Brazil, Japan and Spain compared to other countries.

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|--------------------|--------------------|
| Home computer | 51 | 54 | 66 | 31 | 31 | 63 | 48 | 54 | 37 | 58 | 57 | 50 | 64 | 34 | 63 |
| Personal mobile devices | 40 | 46 | 42 | 41 | 32 | 40 | 35 | 25 | 27 | 31 | 48 | 50 | 66 | 28 | 44 |
| Any phone (work-issued or home device) | 26 | 24 | 31 | 30 | 34 | 32 | 31 | 19 | 19 | 24 | 20 | 34 | 22 | 16 | 34 |
| Any publicly available device (e.g. a PC in a library, coffee shop, etc.) | 20 | 32 | 16 | 27 | 16 | 19 | 9 | 8 | 18 | 22 | 28 | 18 | 34 | 9 | 22 |
| On airplanes in seatback screen consoles and/or by wifi connection | 16 | 17 | 16 | 26 | 14 | 14 | 10 | 12 | 22 | 14 | 14 | 25 | 20 | 6 | 16 |
| Car navigation screens | 12 | 8 | 9 | 24 | 10 | 6 | 5 | 3 | 16 | 19 | 7 | 25 | 23 | 6 | 8 |
| TVs | 11 | 13 | 13 | 15 | 17 | 12 | 8 | 5 | 16 | 13 | 6 | 14 | 9 | 6 | 10 |
| Gas station pumps (those with video screens) | 5 | 3 | 3 | 18 | 5 | 2 | 1 | 2 | 8 | 5 | 3 | 9 | 10 | 4 | 1 |
| Anywhere on any device | 18 | 14 | 14 | 23 | 35 | 17 | 20 | 10 | 26 | 16 | 12 | 15 | 10 | 27 | 17 |

Q. In the future, on which of the following do you expect to be able to access your corporate network or work applications?

Obstacles to Connecting Remotely

Roughly Half of End Users, Who Are Unable to Connect to Their Corporate Network from Remote Locations, Indicate that It Is Due to Corporate Policies.

Relative to other countries, a significantly large proportion of End Users in China indicate that they
are unable to connect because technology is an obstacle.

| Among End Users % | Total (n=614) | US (n=38*) | CAN (n=56) | MEX (n=12**) | BRA (n=16**) | UK (n=53) | FRA (n=72) | DEU (n=65) | SPA (n=13**) | ITA (n=43*) | RUS (n=73) | IND (n=23**) | CHN (n=28*) | JPN (n=66) | AUS (n=56) |
|--|----------------------|----------------------|-------------------|-----------------|---------------------|---------------------|---------------|-------------------|---------------------|----------------|-------------------|-----------------|-----------------------|----------------------|-------------------|
| Corporate policies | 48 | 26 | 38 | 25 | 56 | 34 | 49 | 51 | 62 | 56 | 48 | 61 | 64 | 65 | 39 |
| My job role | 29 | 37 | 48 | 17 | 25 | 28 | 26 | 34 | 0 | 21 | 32 | 22 | 18 | 23 | 38 |
| Budget limitations for buying the appropriate technology | 23 | 34 | 34 | 17 | 6 | 23 | 21 | 11 | 8 | 19 | 26 | 26 | 29 | 20 | 27 |
| Technology | 14 | 11 | 11 | 33 | 19 | 19 | 13 | 11 | 15 | 9 | 10 | 26 | 36 | 6 | 23 |
| IT | 13 | 21 | 14 | 17 | 6 | 17 | 19 | 20 | 15 | 0 | 7 | 9 | 14 | 3 | 16 |
| My manager(s) | 13 | 8 | 18 | 17 | 25 | 8 | 8 | 14 | 23 | 23 | 15 | 0 | 14 | 12 | 7 |
| Me - I don't know how | 8 | 5 | 5 | 8 | 6 | 9 | 1 | 8 | 0 | 9 | 8 | 13 | 4 | 14 | 11 |

Q. You indicated above that you are unable to connect to your corporate network from a remote location. Who or what do you believe is an obstacle? (Select all that apply)

Impact of Not Having Remote Access

Although Most (71%) End Users Indicate that Not Having Remote Access Is Not a Big Issue, About 1 in 10 Are Inclined to Look for Other Jobs or Don't Work as Hard Because They Don't Have the Means to Do So.

 More than 1 in 5 End Users in India indicate they will never join another company that does not acknowledge the benefits of remote workforces.

| Among End Users % | Total | US (n=38*) | CAN (n=56) | MEX (n=12**) | BRA (n=16**) | UK (n=53) | FRA (n=72) | DEU (n=65) | SPA (n=13**) | ITA (n=43*) | RUS (n=73) | IND (n=23**) | CHN (n=28*) | JPN (n=66) | AUS (n=56) |
|---|-------|-------------------|-------------------|-----------------|-----------------|---------------------|---------------|-------------------|---------------------|----------------|---------------|-----------------|--------------------|-------------------|-------------------|
| I am inclined to look for other jobs and leave sooner rather than later | 11 | 11 | 11 | 25 | 13 | 13 | 6 | 9 | 8 | 14 | 15 | 17 | 11 | 2 | 14 |
| I don't work as hard because I don't have the means to do so | 9 | 5 | 11 | 17 | 13 | 4 | 11 | 8 | 0 | 2 | 18 | 17 | 0 | 6 | 11 |
| I will never join another company that does not acknowledge the benefits of remote workforces - they're too old-fashioned in their thinking | 8 | 3 | 5 | 8 | 19 | 2 | 4 | 5 | 8 | 14 | 7 | 22 | 7 | 14 | 7 |
| My morale is lower | 7 | 3 | 9 | 0 | 6 | 15 | 6 | 3 | 0 | 7 | 7 | 4 | 4 | 5 | 14 |
| I don't work as hard because I care less about my job | 5 | 11 | 5 | 8 | 6 | 8 | 7 | 0 | 0 | 0 | 4 | 4 | 4 | 2 | 11 |
| It's not a big issue for me | 71 | 74 | 73 | 42 | 56 | 81 | 75 | 83 | 85 | 70 | 58 | 48 | 75 | 76 | 71 |

Q. Since your company does not support or allow you to work remotely, which of the following statements would apply? (Select all that apply)

Remote Access Limitations

The Greatest Frustration Regarding Limitations to Remote Access Is that Information Among End Users from the Total Sample Is Not Always Accessible Depending on Where Employees Are Physically Located.

• In France and Russia, significantly large proportions of End Users indicate there are no limitations.

| Among End Users % | Total (n=798) | US (n=62) | CAN (n=44*) | MEX (n=88) | BRA (n=84) | UK (n=48*) | FRA (n=28*) | DEU (n=35*) | SPA (n=85) | ITA (n=57) | RUS (n=57) | IND (n=27*) | CHN (n=78) | JPN (n=34*) | AUS (n=50) |
|--|----------------------|---------------------|--------------------|---------------|----------------------|----------------------|----------------|-----------------------|-------------------|---------------|-------------------|----------------|-------------------|--------------------|-------------------|
| Information is not always accessible depending on where I am physically located | 22 | 23 | 20 | 24 | 20 | 13 | 18 | 29 | 21 | 19 | 19 | 23 | 29 | 21 | 28 |
| I need different devices to access different applications | 18 | 16 | 16 | 17 | 19 | 15 | 0 | 14 | 28 | 16 | 11 | 23 | 23 | 26 | 8 |
| Our IT department sets too many policies prohibiting access to certain information on various devices | 16 | 15 | 16 | 16 | 26 | 21 | 7 | 17 | 11 | 11 | 11 | 28 | 10 | 9 | 10 |
| It's just too difficult to set up my devices to access my corporate network - it's not 'plug and play'. | 14 | 18 | 14 | 13 | 11 | 15 | 11 | 6 | 16 | 19 | 7 | 10 | 10 | 18 | 22 |
| Our IT department does not enable us to work from anywhere at any time with any device - we're restricted by device and location and that affects employee productivity and job satisfaction | 10 | 10 | 7 | 17 | 13 | 4 | 14 | 9 | 6 | 9 | 11 | 4 | 13 | 6 | 12 |
| I do not experience any limitations to remotely accessing information on my corporate network | 20 | 19 | 27 | 14 | 11 | 33 | 50 | 26 | 18 | 26 | 41 | 12 | 14 | 21 | 20 |

Q. Which of these represents your greatest frustration regarding remotely accessing information on your corporate network? (Select one)

Respondent Profile

Age

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|-------------------------|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|--------------------|--------------------|
| 21–24 | 24 | 16 | 13 | 45 | 30 | 23 | 22 | 9 | 39 | 22 | 25 | 35 | 12 | 25 | 16 |
| 25–29 | 76 | 84 | 87 | 55 | 70 | 77 | 78 | 91 | 61 | 78 | 75 | 65 | 88 | 75 | 84 |

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--------------------------------|-----------------------|----------------------|--------------------|-----------------------|-----------------------|----------------------|----------------|--------------------|--------------------|----------------|-----------------------|----------------|-----------------------|--------------------|----------------|
| 18–20 | 31 | 5 | 39 | 43 | 26 | 47 | 38 | 17 | 49 | 7 | 54 | 17 | 18 | 39 | 38 |
| 21–24 | 69 | 95 | 61 | 57 | 74 | 53 | 62 | 83 | 51 | 93 | 46 | 83 | 82 | 61 | 62 |

Q. Which of the following best describes your age?

Gender

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|-------------------------|-----------------------|----------------------|--------------------|-----------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|--------------------|--------------------|--------------------|
| Male | 47 | 45 | 32 | 63 | 68 | 32 | 30 | 44 | 45 | 48 | 31 | 71 | 48 | 60 | 35 |
| Female | 53 | 55 | 68 | 37 | 32 | 68 | 70 | 56 | 55 | 52 | 69 | 29 | 52 | 40 | 65 |

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--------------------------------|-----------------------|----------------------|--------------------|-----------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|----------------|----------------|--------------------|--------------------|----------------|
| Male | 56 | 49 | 34 | 78 | 67 | 46 | 29 | 46 | 80 | 70 | 55 | 83 | 69 | 50 | 32 |
| Female | 44 | 51 | 66 | 22 | 33 | 54 | 71 | 54 | 20 | 30 | 45 | 17 | 31 | 50 | 68 |

Q. What is your gender?

Education

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|--|-----------------------|----------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|-------------------|-----------------------|----------------|----------------|--------------------|--------------------|--------------------|
| College graduate (for example, B.A., A.B. or B.S.) | 70 | 71 | 88 | 63 | 55 | 72 | 32 | 55 | 56 | 80 | 91 | 57 | 86 | 82 | 92 |
| Completed some graduate school, but no degree | 5 | 3 | 6 | 7 | 12 | 9 | 3 | 0 | 5 | 1 | 7 | 10 | 3 | 3 | 3 |
| Completed graduate school (for example, M.S., M.D., Ph.D.) | 25 | 26 | 6 | 30 | 33 | 19 | 65 | 45 | 39 | 19 | 2 | 33 | 11 | 15 | 6 |

Q. What is the highest level of education you have completed or the highest degree you have received so far?

Plans for Graduate School

| Among College Students % | Total (n=1441) | US (n=100) | CAN (n=101) | MEX (n=106) | BRA (n=105) | UK (n=100) | FRA (n=100) | DEU (n=100) | SPA (n=103) | ITA (n=100) | RUS (n=106) | IND (n=113) | CHN (n=102) | JPN (n=101) | AUS (n=104) |
|--|-----------------------|-------------------|--------------------|--------------------|--------------------|----------------------|----------------|--------------------|--------------------|----------------|--------------------|----------------|--------------------|--------------------|----------------|
| Yes, immediately after undergraduate | 54 | 56 | 47 | 70 | 70 | 37 | 58 | 56 | 70 | 79 | 43 | 61 | 43 | 27 | 33 |
| Yes, but a few years after undergraduate | 16 | 24 | 25 | 20 | 25 | 20 | 4 | 9 | 17 | 6 | 11 | 15 | 25 | 3 | 18 |
| No, I plan to start working immediately | 19 | 13 | 15 | 3 | 2 | 24 | 20 | 15 | 3 | 10 | 35 | 18 | 26 | 58 | 22 |
| Don't know/Not sure | 12 | 7 | 14 | 8 | 3 | 19 | 18 | 20 | 11 | 5 | 10 | 6 | 6 | 12 | 27 |

Q. Are you planning to attend graduate school after receiving your undergraduate degree? (Select one)

Job Title

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|-------------------|--------------------|----------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|----------------|--------------------|
| Chairman, CEO, Owner, Partner or President | 5 | 1 | 0 | 23 | 5 | 0 | 0 | 1 | 28 | 8 | 2 | 1 | 1 | 1 | 1 |
| Controller, Treasurer or CFO | 1 | 1 | 4 | 2 | 2 | 1 | 0 | 0 | 5 | 2 | 2 | 1 | 0 | 0 | 1 |
| Vice President, General Manager or Managing Director | 2 | 7 | 0 | 8 | 9 | 1 | 0 | 0 | 1 | 2 | 2 | 0 | 1 | 0 | 1 |
| Middle management (group director, department, supervisor or section manager) | 27 | 27 | 26 | 29 | 45 | 27 | 19 | 21 | 31 | 16 | 23 | 43 | 46 | 10 | 19 |
| Other management | 9 | 12 | 3 | 4 | 5 | 6 | 29 | 6 | 4 | 13 | 8 | 9 | 10 | 7 | 4 |
| Drafting, engineering or R&D | 9 | 3 | 8 | 7 | 17 | 4 | 10 | 10 | 10 | 15 | 4 | 6 | 4 | 25 | 4 |
| Professional staff (e.g. HR, marketing, purchasing, accountant, architect, doctor, lawyer or teacher) | 46 | 49 | 59 | 27 | 17 | 61 | 42 | 62 | 21 | 44 | 59 | 41 | 38 | 57 | 71 |

Q. What is your job title or level of responsibility? (Select one)

Job Function

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|----------------------------|-----------------------|-------------------|--------------------|----------------|--------------------|-------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|----------------|----------------|
| Finance | 18 | 16 | 12 | 33 | 25 | 20 | 10 | 13 | 34 | 12 | 24 | 20 | 5 | 8 | 18 |
| Marketing/Sales | 10 | 10 | 12 | 8 | 6 | 9 | 9 | 14 | 3 | 7 | 10 | 24 | 12 | 9 | 10 |
| Customer Service | 9 | 11 | 14 | 5 | 4 | 15 | 8 | 11 | 5 | 9 | 13 | 6 | 7 | 3 | 11 |
| Operations | 8 | 7 | 12 | 7 | 7 | 10 | 3 | 5 | 5 | 5 | 5 | 16 | 14 | 20 | 2 |
| Research and Development | 7 | 5 | 6 | 4 | 7 | 2 | 10 | 14 | 3 | 11 | 3 | 6 | 10 | 15 | 8 |
| Human Resources | 6 | 3 | 6 | 6 | 2 | 1 | 5 | 6 | 9 | 9 | 3 | 5 | 14 | 8 | 6 |
| Manufacturing | 6 | 5 | 1 | 13 | 2 | 0 | 7 | 4 | 11 | 1 | 8 | 6 | 8 | 5 | 0 |
| Purchasing/ Procurement | 4 | 2 | 2 | 1 | 14 | 0 | 1 | 3 | 5 | 1 | 10 | 2 | 8 | 5 | 3 |
| Senior Management | 4 | 5 | 0 | 3 | 8 | 1 | 3 | 3 | 3 | 6 | 6 | 5 | 8 | 1 | 4 |
| Training | 4 | 5 | 3 | 4 | 3 | 8 | 5 | 3 | 4 | 2 | 6 | 3 | 6 | 1 | 7 |
| Software Engineering | 3 | 2 | 0 | 12 | 4 | 0 | 2 | 4 | 8 | 5 | 0 | 4 | 1 | 0 | 0 |
| Hardware Engineering | 3 | 2 | 1 | 0 | 17 | 1 | 5 | 1 | 3 | 3 | 1 | 1 | 3 | 1 | 1 |
| Other | 18 | 27 | 31 | 4 | 1 | 34 | 22 | 19 | 6 | 20 | 11 | 3 | 5 | 24 | 31 |

Q. Which one of the following best describes your job function? (Select one)

Industry

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|-------------------|--------------------|----------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|--------------------|--------------------|
| Finance, Banking, Accounting | 12 | 11 | 9 | 23 | 11 | 12 | 7 | 8 | 23 | 16 | 12 | 17 | 5 | 2 | 13 |
| Manufacturing | 12 | 5 | 3 | 12 | 5 | 5 | 13 | 11 | 13 | 14 | 16 | 15 | 29 | 29 | 1 |
| Health/Medical/ Pharmaceutical | 10 | 6 | 19 | 1 | 2 | 13 | 17 | 8 | 5 | 11 | 9 | 13 | 7 | 14 | 10 |
| Education | 9 | 19 | 9 | 14 | 1 | 26 | 8 | 7 | 3 | 3 | 6 | 2 | 10 | 9 | 10 |
| Government (Public Admin) | 7 | 7 | 11 | 3 | 9 | 7 | 8 | 23 | 5 | 1 | 4 | 0 | 8 | 2 | 13 |
| Construction | 6 | 2 | 3 | 5 | 10 | 1 | 8 | 3 | 10 | 4 | 11 | 4 | 6 | 6 | 7 |
| Business Consulting | 4 | 1 | 4 | 1 | 9 | 2 | 3 | 1 | 4 | 10 | 2 | 8 | 0 | 0 | 5 |
| Insurance/Real Estate/Legal Retailer (Non-Computer) | 4 4 | 6 8 | 5 5 | 2 | 9 | 5 8 | 2 | 3 | 2 | 4 0 | 3 | 5 5 | 4 3 | 3 7 | 5 8 |
| Hospitality | 3 | 1 | 5 | 7 | 7 | 0 | 3 | 1 | 7 | 1 | 2 | 4 | 4 | 1 | 2 |
| Internet, Computer, or Communications Software | 3 | 1 | 0 | 10 | 6 | 0 | 0 | 2 | 3 | 4 | 2 | 3 | 5 | 1 | 2 |
| Transportation | 3 | 1 | 2 | 4 | 9 | 2 | 1 | 1 | 4 | 3 | 4 | 1 | 1 | 5 | 1 |
| Shipping/Handling/Importing & Exporting/Trucking | 2 | 1 | 0 | 1 | 1 | 0 | 0 | 4 | 3 | 0 | 1 | 4 | 7 | 0 | 4 |
| Utilities | 2 | 3 | 1 | 2 | 1 | 2 | 5 | 1 | 0 | 2 | 2 | 1 | 3 | 2 | 0 |
| Entertainment | 1 | 3 | 1 | 2 | 2 | 1 | 0 | 1 | 3 | 3 | 1 | 1 | 0 | 0 | 2 |
| Government (Military) | 1 | 2 | 0 | 0 | 0 | 1 | 0 | 2 | 0 | 1 | 1 | 1 | 0 | 0 | 1 |
| Internet, Computer, or Communications Hardware | 1 | 0 | 1 | 1 | 5 | 0 | 2 | 1 | 2 | 0 | 0 | 2 | 1 | 0 | 0 |
| Software Development | 1 | 1 | 0 | 3 | 4 | 0 | 0 | 3 | 2 | 1 | 0 | 5 | 1 | 0 | 0 |
| Travel | 1 | 1 | 1 | 1 | 2 | 2 | 0 | 1 | 1 | 1 | 1 | 3 | 1 | 0 | 3 |
| Other General Industry | 3 | 4 | 2 | 1 | 3 | 4 | 2 | 0 | 4 | 5 | 0 | 1 | 5 | 9 | 1 |
| Other Service Businesses | 3 | 4 | 4 | 6 | 0 | 2 | 6 | 10 | 0 | 5 | 2 | 2 | 1 | 3 | 2 |
| Other, please specify | 8 | 13 | 15 | 1 | 3 | 8 | 14 | 6 | 4 | 11 | 12 | 4 | 2 | 7 | 10 |

Company Size

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|-------------------------|-----------------------|----------------------|-----------------------|-----------------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|-----------------------|----------------|--------------------|--------------------|--------------------|
| 10–19 | 5 | 8 | 11 | 1 | 5 | 5 | 9 | 4 | 1 | 7 | 2 | 0 | 1 | 4 | 6 |
| 20–49 | 9 | 13 | 6 | 7 | 9 | 7 | 14 | 10 | 12 | 11 | 10 | 3 | 3 | 7 | 10 |
| 50–99 | 11 | 10 | 11 | 15 | 14 | 10 | 7 | 12 | 17 | 16 | 11 | 6 | 13 | 8 | 10 |
| 100–249 | 14 | 8 | 10 | 25 | 23 | 14 | 6 | 10 | 19 | 17 | 13 | 10 | 20 | 12 | 15 |
| 250–499 | 12 | 6 | 6 | 24 | 10 | 7 | 10 | 1 | 30 | 8 | 16 | 6 | 19 | 13 | 7 |
| 500–749 | 6 | 5 | 10 | 2 | 17 | 3 | 1 | 7 | 3 | 8 | 5 | 9 | 8 | 4 | 8 |
| 750–999 | 5 | 5 | 2 | 9 | 4 | 5 | 4 | 2 | 6 | 8 | 6 | 8 | 7 | 1 | 2 |
| 1000–9999 | 20 | 20 | 25 | 8 | 11 | 21 | 21 | 22 | 5 | 10 | 23 | 31 | 22 | 33 | 25 |
| 10,000 or more | 18 | 25 | 19 | 9 | 7 | 29 | 28 | 32 | 6 | 15 | 14 | 28 | 8 | 18 | 18 |

Q. Approximately how many people does your company employ at all locations, worldwide?

Company Revenue

| Among End Users % | Total (n=1412) | US (n=100) | CAN (n=100) | MEX (n=100) | BRA (n=100) | UK (n=101) | FRA (n=100) | DEU (n=100) | SPA (n=98) | ITA (n=100) | RUS (n=100) | IND (n=101) | CHN (n=106) | JPN (n=100) | AUS (n=106) |
|---|-----------------------|-------------------|--------------------|----------------|--------------------|----------------------|----------------|--------------------|-------------------|----------------|----------------|----------------|--------------------|--------------------|--------------------|
| Less than \$25 million | 17 | 23 | 20 | 8 | 13 | 19 | 19 | 18 | 11 | 16 | 28 | 18 | 10 | 17 | 18 |
| \$25 million to just under \$100 million | 14 | 13 | 10 | 15 | 14 | 10 | 11 | 15 | 15 | 10 | 10 | 30 | 26 | 7 | 11 |
| \$100 million to just under \$500 million | 14 | 6 | 6 | 18 | 36 | 6 | 7 | 9 | 15 | 15 | 14 | 16 | 22 | 16 | 9 |
| \$500 million to just under \$1 billion | 10 | 5 | 6 | 24 | 19 | 4 | 3 | 2 | 21 | 12 | 4 | 14 | 13 | 6 | 4 |
| \$1 billion to just under \$5 billion | 9 | 9 | 6 | 20 | 6 | 6 | 2 | 6 | 22 | 6 | 4 | 5 | 13 | 11 | 4 |
| \$5 billion or more | 9 | 6 | 5 | 8 | 7 | 16 | 13 | 12 | 8 | 15 | 5 | 8 | 7 | 13 | 10 |
| Don't know | 27 | 38 | 47 | 7 | 5 | 40 | 45 | 38 | 6 | 26 | 35 | 10 | 8 | 30 | 43 |

Q. Which of these categories captures your company's revenue for 2010? (Select one)

Thank you.

CISCO