**Findings From The 1065 e-file Customer Satisfaction Research** 

Benchmarking Satisfaction Prior To Transition Of 1065 To MeF

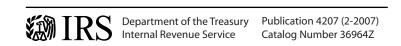
**Prepared for:** 

## **Internal Revenue Service**

February, 2007

**Prepared By:** 





#### Background, Purpose, Method, Timing & Scope

- In 2007, IRS will begin transitioning the 1065 efile from its legacy program to Modernized e-file.
- IRS commissioned the Customer Satisfaction Study reported here to establish a benchmark against which it can measure in 2008 the progress of 1065 e-file. The key benchmarks include...
  - Satisfaction and other measures taken among 1065 e-filers Users.
  - And interest in and reasons for non-usage among 1065 Paper Filers.
- The benchmark survey was conducted among <u>3</u> <u>distinct business taxpayer groups</u>:
  - <u>Mandated Users of 1065 e-file</u> firms with more than 100 partners (Schedules K-1).
  - <u>Non-Mandated Users of 1065 e-file</u> firms with 100 of fewer partners (Schedules K-1).
  - <u>Eligible Non-Users of 1065 e-file (paper filers)</u> Mandated vs. Non-Mandated falling out naturally.
- The study was conducted by telephone from Russell's national telephone interviewing center in Wayne NJ, during the <u>period of November 16, 2006 through January 12, 2007</u>.
- Respondents were drawn from <u>randomly selected</u> IRS lists of 1065 e-file Users and Non-Users.

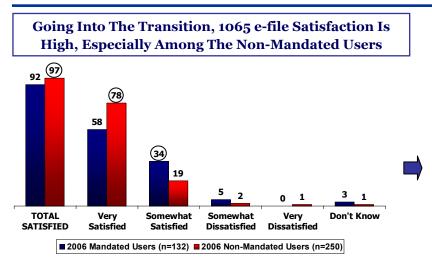
- To qualify for the study, respondents had to be the person who is responsible for preparing and submitting Form 1065 for each organization surveyed. In many cases (especially among smaller Partnerships), the actual preparer was an external agent/outside preparer referred to the Russell interviewer by the organization.
- A total of 632 interviews was completed...
  - <u>132</u> with Mandated Users of 1065 e-file.
    - Note: The IRS list used to screen for the Mandated User cell was too small to yield the proposed ending sample (n=250).
  - 250 with Non-Mandated Users of 1065 e-file.
  - And <u>250</u> with Eligible Non-Users of 1065 e-file.
- NOTE: While the purpose of this study was to benchmark 1065 e-file performance among the 3 sample groups, we considered comparing data here to past 1065 e-file Customer Satisfaction surveys. We are able to reference past data in the case of Non-Users, who are comprised here in the same way as in past surveys. However, Users here are divided into Mandated vs. Non-Mandated Users and there is no similar division of Users in past surveys. So, our focus here is to benchmark the current situation among the two User groups.



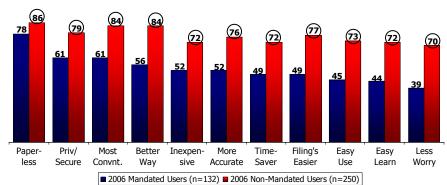




## Key Findings Benchmarking 1065 e-file Prior To Transition To MeF



#### Non-Mandated Users Also Rate 1065 e-file Higher On All Key Product Dimensions Than Do The Mandated Users



#### Meanwhile, Among Non-Users, We Learned That...

- 1. <u>Awareness of eligibility to e-file 1065's</u> is significantly higher (at 95%) than it was in 2003 (69%) or 2004 (76%). However, <u>likelihood of use</u> is still at 59% the same level as found in 2004.
- 2. <u>Non-Users say they file via paper</u> mainly because of the lack of a mandate, a concern about adding to workload, wanting to wait & see how it works out for others, and having no interest/demand.
- 3. 72% said <u>IRS can increase their likelihood of use</u> but they can't really suggest how aside from a mandate.

#### But Both User Groups Want Improvements To 1065 e-file

43% of Mandated and 34% of Non-Mandated Users say 1065 e-file can be improved, with top suggestions split between improving the program (signature requirement and software) and improving the form (allowing more attachments).

#### 1065 e-file Information Is Helpful To All Users

90% or more of Users who recall seeing information related specifically to Form 1065 e-file say they find such information to be helpful.

#### Finally, There Is Low Awareness, But High Interest, In 1065 Modernized e-file

Awareness of the planned transition of 1065 e-file to MeF is low in all groups (though surprisingly, higher among Non-Users). However, likelihood of using 1065 Modernized e-file is strong in all segments – at 86% among Mandated Users, 75% among Non-Mandated Users, and 62% among Non-Users.



# **Detailed Findings**



# Findings Among Users Of 1065 e-file

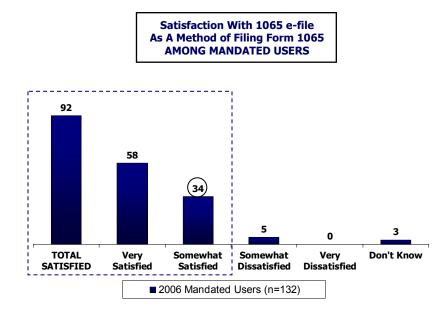
#### **Statistical Notation Used In Detailed Findings**

Circle indicates that one User sub-group (Mandated Users or Non-Mandated Users) is <u>significantly higher</u> than the other sub-group (at a 95% confidence level).

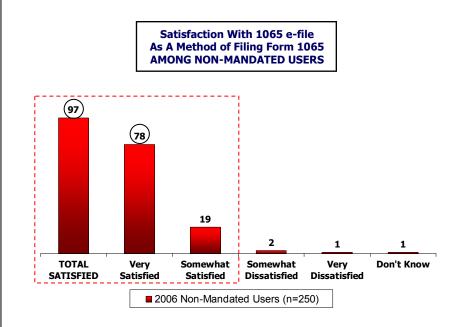


## Levels of Satisfaction With Form 1065 e-file

- In our first Benchmark measure among Users, we find <u>high satisfaction with 1065 e-file among its</u> <u>Mandated Users</u> – with 92% of them rating themselves very or somewhat satisfied with this product.
- However, the level of "somewhat satisfied" is large (34%), indicating some reluctance to rate the product high – possibly due to the mandate itself.



- <u>Among Non-Mandated Users</u> (those with 100 or fewer Partners who file 100 or fewer K-1s), satisfaction with this filing method was even higher than among Mandated Users (at 97%).
- However, for this User group, the satisfaction rating is skewed strongly toward the top box (very satisfied), so there is an intensity of satisfaction here that we don't see with the Mandated Users.



#### Would They Recommend 1065 e-file To Others? What Do They Like?

- All Users are positively disposed to <u>Recommending</u> <u>1065 e-file To Others</u> – especially Non-Mandated Users, among whom potential recommendation reaches 98%.
- Asked <u>why</u> they would recommend 1065 e-file, both Mandated and Non-Mandated Users focused first on the product being <u>easy to use/convenient</u> and <u>paperless</u>.

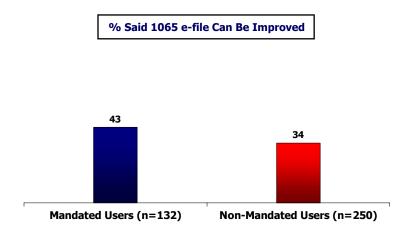
Would You Recommend 1065 e-file To Others?			
BASE: Total Res	pondents	Mandated <u>Users</u> 132	Non- Mandated <u>Users</u> 250
% Would Recommend 1065 e-file		88	98
Reason For	Recommending		
, ,	<b>onvenient</b> onvenient/ease of it f sending everything through the mail	<b>47</b> 27 8	<b>53</b> 39 5
It Is Quicker Quick/quicker Efficient Saves time	· · ·	<mark>22</mark> 9 8 6	<mark>27</mark> 9 7 9
It Is Accurat Acknowledger It's more accu	nent of receipt	<b><u>16</u></b> 9 3	<u>30</u> 16 12
<u>Other Mentior</u> <b>Paperless/le</b> Inexpensive/e It's more secu	ess paper/saves paper	<b>33</b> 9 7	<b>22</b> 11 7

- Similarly, when asked what they particularly like about Form 1065 e-file, both types of Users first mentioned it being <u>paperless</u> and <u>easy</u>.
- Next came mentions of <u>accuracy</u> (especially among Non-Mandated Users), followed by <u>lower cost</u>, and <u>speed</u>.

Specific LIKES Of 1065 e-file	]	
BASE: Total Respondents Of Each Type	Mandated <u>Users</u> 132 %	Non- Mandated <u>Users</u> 250 %
Liked Something	<u>90</u>	96
It's Easy/Convenient	<b>41</b>	<b>52</b>
Don't have to mail	14	13
Easy to file/convenient	8	17
No need to make copies	5	6
It Is Accurate	<b><u>16</u></b>	<u>32</u>
Acknowledgment of receipt	9	16
Lower Cost	<u><b>13</b></u>	<u>18</u>
Saves the cost of paper	10	12
<u>It Is Quicker/Speed</u>	<mark>20</mark>	<b>24</b>
Saves time/takes less time	8	8
Faster/quicker	5	11
Efficient	5	4
Other Mentions Less paperwork/no extra paperwork No paper needed	23 13	18 10

#### Can 1065 e-file Be Improved? If So, How?

- Even with high satisfaction ratings and high recommendation levels, 43% of Mandated Users and 34% of Non-Mandated Users still say that the 1065 e-file product can be improved.
- Keep in mind though that we always find a third or more of Users of all e-file business products who say they feel a product can be improved. We've seen this with 940, 941, 1065, 1120 and 1120S in customer satisfaction studies spanning the past 5 years.



 The <u>leading suggestions</u> for product improvement split between <u>improving the program</u> (especially the signature requirement and software) and <u>improving</u> <u>the form itself</u> (especially in allowing more forms/ attachments).

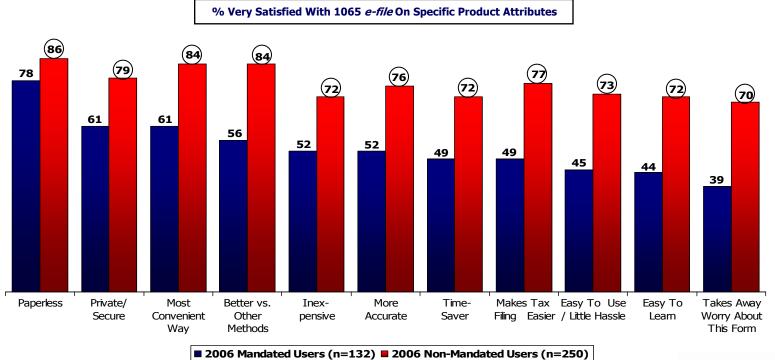
#### How Can 1065 e-file Be Improved?

BASE: Total Said 1065 e-file Can Be Improved	Mandated <u>Users</u> 57 %	Non- Mandated <u>Users</u> 85 %
SUGGESTIONS FOR IMPROVING THE PROGRAM	<u>42</u>	<u>54</u>
Do Something About Signature Requirement Eliminate form 8453/eliminate form 8453P	<u>5</u>	<u><b>20</b></u> 14
Other Suggestions For Improving Program Improve the software Provide more information about the program All states should accept e-file Expand e-file Make it free/no cost Faster processing No deadlines	9 7 7 5 4 4 2	2 4 2 1 1 0 6
SUGGESTIONS FOR IMPROVING THE FORM	<u>46</u>	<u>31</u>
Accept More Attachments Should accept more forms/attachments Can't always attach what I need to Should be easier to attach docs/attachments	<u>30</u> 16 12 7	25 11 14 1
Other Suggestions For Improving The Form Should have less rejections It's is not always easier than paper filing	9 7	5 0



## Satisfaction With Specific Characteristics Of 1065 e-file

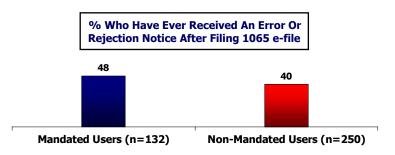
- To further understand product strengths and weaknesses, we asked Users to rate their satisfaction with 1065 *e-file* on a range of key product dimensions. Focusing on the top-box ("very satisfied") ratings, we see highest satisfaction among both Mandated and Non-Mandated Users in terms of the product <u>Being Paperless</u>, <u>Being</u> <u>Private & Secure</u>, <u>Being The Most Convenient Way To File</u> and <u>Being Better Than Other Methods</u>.
- While there are clear differences in these ratings between Non-Mandated Users and Mandated Users (who give the product consistently lower ratings), remember that these are top-box ratings and the differences between the two User types are generally consistent with their differences in the top-box Overall rating earlier.



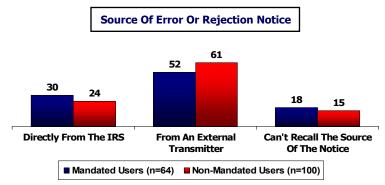


#### **Receipt Of Error, Rejection Notices & Contact With IRS**

• 48% of Mandated Users and 40% of Non-Mandated Users <u>say they have received an error or</u> <u>rejection notice after filing a 1065 e-file return</u>.

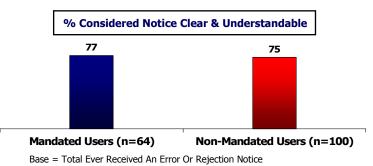


• Asked <u>where</u> the error or rejection notice came from, most (over half in each User type) say it came from <u>an external transmitter</u>.

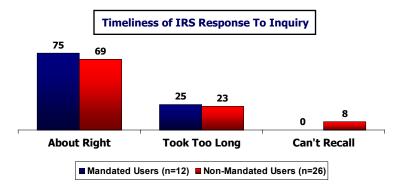


Base = Total Ever Received An Error Or Rejection Notice

 About three-fourths of Users receiving an error or rejection notice <u>say they considered it to be clear</u> <u>and understandable</u>.



 Only about one-fifth to one-fourth of Users say <u>they</u> <u>contacted the IRS after receiving an error rejection</u> <u>notice</u>, and most of them feel that <u>the IRS response</u> <u>to their inquiry was handled in a timely manner</u>.



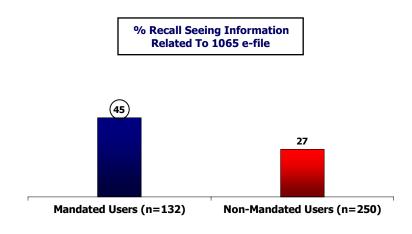
Base = Total Contacted The IRS After Receiving The Error/Rejection Notice

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#### Form 1065 e-file Information

- Nearly half of Mandated Users (45%) <u>recall seeing</u> <u>information related specifically to Form 1065 e-</u> <u>file</u>.
- This is significantly higher than the 27% of Non-Mandated Users who mentioned that they recall seeing 1065 e-file information.



- The top types of 1065 e-file information recalled are <u>IRS Publications</u>, <u>IRS Forms</u>, <u>IRS Instructions</u>, <u>Information From Software Companies</u>, and <u>Information at the irs.gov website</u>.
- Secondary mentions include <u>Newspaper or</u> <u>Magazine Ads</u> (which have higher mention among the Mandated User group) and <u>IRS Marketing</u> <u>Brochures</u>.

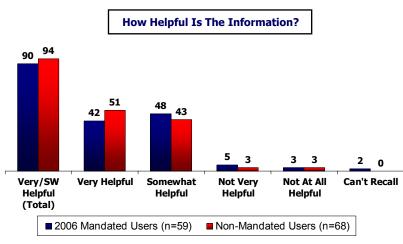
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Recall of Specific Types Of Inform	mation	
BASE: Total Recall Seeing Info. Related To 1065 e-file	Mandated <u>Users</u> 59 %	Non- Mandated <u>Users</u> 68 %
IRS Publications	73	59
IRS Forms	63	60
IRS Instructions	63	62
Information From Software Companies	63	72
Information at the IRS's website – irs.gov	61	66
Newspaper Or Magazine Ads	(39)	19
IRS Marketing Brochures	32	46
Information From Other Internet Websites	22	25
Information From An IRS Tax Specialist	10	10



#### Form 1065 e-file Information (Cont'd.)

 Most Users (90%+) who recalled seeing information related specifically to Form 1065 e-file <u>found the information to be helpful</u> – with about half rating it "very helpful" and the other half rating it "somewhat helpful".



Base = Total Recall Seeing Information Related To Form 1065 e-file

- The leading voluntary reason for considering the information helpful is that it <u>explains the process of using 1065 e-file in a step-by-step manner</u>.
- Other "likes" of the information include <u>makes me</u> <u>aware that the product is available</u> and a range of mentions indicating that they consider it educational.

#### Reasons Why Information Is Helpful

BASE: Total Who Found 1065 e-file Info To Be Helpful	Mandated <u>Users</u> 53 %	Non- Mandated <u>Users</u> 64 %
Information/Instructions Provided	<u>87</u>	84
Explained the process/told you how to do it/step by step	30	34
Makes me aware of it/that it's available	11	16
Its required if 100+ partners/100+ mandated to e-file	11	2
They tell you what is required	9	3
Clear/good instructions	6	8
Answered questions	6	5
Told us what we needed to do to sign up	6	5
Was informative	6	3
<u>Other Mentions</u> Was helpful	9	9
Was easy/convenient	6	5



## Form 1065 e-file Information (Cont'd.)

• How <u>are they getting</u> information about Form 1065 e-file? Mostly from <u>software companies</u>, <u>irs.gov</u> and through <u>information received in the mail</u>.

How Form 1065 e-file Information Is Received	]	
BASE: Total Recall Seeing Inf Related To Form 1065 e-file	Mandated <u>Users</u> 59 %	Non- Mandated <u>Users</u> 68 %
From Software Companies	68	65
From The IRS's Website – irs.gov	61	54
In The Mail	54	44
Via e-mail	31	28
From News Articles	22	15
Via Electronic Bulletin Board	14	12
From Advertising	14	12
RIA	10	7

• And <u>how do they want to get</u> information about 1065 e-file? Mainly, via either <u>e-mail</u> or <u>irs.gov</u>, followed by <u>regular mail</u> and <u>from software companies</u>.

Preferred Method For Receiving Form 1065 e-file Information

BASE: Total Respondents	Mandated <u>Users</u> 132 %	Non- Mandated <u>Users</u> 250 %
Via e-mail	60	47
From The IRS's Website – irs.gov	50	46
In The Mail	44	42
From Software Companies	44	41
Via Electronic Bulletin Board	17	12
From News Articles	15	10
From Contact With An IRS Tax Specialist/IRS Employee	11	9
From Other Internet Websites	10	8

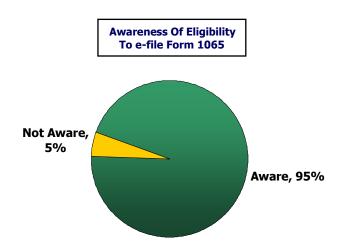


## Findings Among Non-Users of 1065 e-file

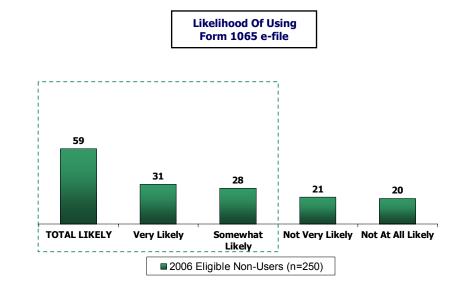


## Awareness of Eligibility & Likelihood Of Using Form 1065 e-file

- Turning to findings among Non-Users of 1065 efile, we see that virtually all Non-Users (95%) are aware that they are eligible to use Form 1065 efile.
- Note that this is significantly higher than the levels found among Non-Users in the 2003 and 2004 studies (69% vs. 76%, respectively).



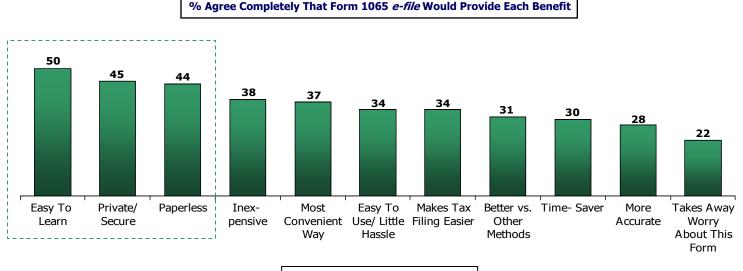
- Despite the high awareness of eligibility to e-file, only 59% of Non-Users describe themselves as likely to e-file their 1065s in the future – with only 31% being "highly likely".
- The 59% "likely to e-file" figure is the same as the level we found on this measure in the 2004 study.





#### Non-User Perceptions Of Form 1065 e-file

- To better understand Eligible Non-User perceptions of 1065 e-file, we asked them to rate the e-file product on the same checklist of attributes rated by Users. Here, the top-box (agree completely) ratings show that Non-Users are not fully aware of, or fully convinced of, the benefits of 1065 e-file. The benefits with the highest acceptance are <u>Easy To Learn</u>, <u>Private/Secure</u>, and <u>Being Paperless</u>.
- However, these ratings are, in most cases, about 5-10% points higher than they were among Eligible Non-Users in 2004, indicating that there has been some growth in acceptance among Non-Users over the past couple of years. The product dimensions NOT showing an increase over 2004 are Being Easy To Learn, Being Private/Secure and Being Accurate.



2006 Eligible Non-Users (n=250)



#### **Reasons For Non-Use & How IRS Can Increase Likelihood Of Future Usage**

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 In their voluntary reasons for non-usage, Non-Users' top mention was <u>the lack of a mandate</u>, followed by <u>a concern about adding to workload</u>, wanting to <u>wait & see how it works out for others</u>, and <u>no interest/demand</u>.

#### Reasons For Not Using 1065 e-file

BASE: Total Respondents	Non-Users 250 %
We're Not Mandated/Required	<u>58</u>
Don't have/not required/not mandated to file 1065 electronically	54
I have too few K-1's associated with this return	17
<u>It's Too Much Work</u>	<b>54</b>
It's too much work – have enough to do	37
I hear it takes more time	33
It's just something else I'd have to learn	32
I have too MANY K-1's associated with this return	7
<u>I'm Cautious/Will Wait &amp; See/Need More Information</u>	<u>52</u>
Don't Need/Not Interested/No Client Demand	51
Don't Like The Signature Requirement	<u>39</u>
<b>Software Issues</b>	<b>33</b>
Don't have/don't have access to the software	14
I want a bundled suite of standardized software products	13
My return preparation package does not offer an e-file option	13
The computer software is too difficult	10
It Would Involve Additional Software/Transmission Costs	<u>33</u>
Too Complicated To Apply & Too Many Rejections	<u>30</u>
Lack Of Confidence In Security/Reliability Of System	26
<u>Other Mentions</u> Procedures/requirements for filing Form 1065 electronically are diff.	21

- Nonetheless, 61% of Non-Users said that <u>the IRS</u> <u>CAN do something to increase their likelihood of</u> <u>future 1065 e-file usage</u>.
- But <u>specific suggestions</u> were widely dispersed, with little agreement on any particular action – aside from <u>make it mandatory</u>.

Ways Of Increasing Usage Of 1065 e-file	
BASE: Total Respondents	Eligible <u>Non-Users</u> 250 %
Said The IRS Can Do Something To Increase Likelihood of Using 1065 e-file	<u>61</u>
Improve The Process Make it mandatory/required Get rid of signature document Simplify it/male it easier/more convenient Ability to file both state and federal Eliminate all mailing requirements Make it less work/not too much work Have less rejections	<b>41</b> 17 4 3 2 2 2 2
Other Mentions Make it free or provide incentive to use it If client requested it Not up to me/up to the company I work for Provide more information/education Increase awareness of e-filing 1065	8 4 3 3 2
Said The IRS Can NOT Do Something To Increase Likelihood of Using 1065 e-file	<u>39</u>



#### **Other Measures Among Eligible Non-Users**

 In other measures, we asked Non-Users <u>how they</u> would like to receive information about 1065 efile. Unlike Users, they focused first on <u>regular</u> mail, followed by <u>e-mail</u> and then <u>information at</u> irs.gov.

	Preferred Method For Receiving Form 1065 e-file Information In The Future	
BASE: Tota	Respondents	Eligible <u>Non-Users</u> 250 %
Through The Mail Via e-mail From The IRS's Website - irs.gov		72 44 39
Software An Electro News Artic	nic Bulletin Board	25 12 10
	ith An IRS Tax Specialist/IRS Employee rnet Websites 9	7 6 6

 <u>93% of Non-Users say they prepare their 1065's</u> <u>using computer software</u>, and <u>84% have software</u> <u>with an electronic filing option</u>. Only 6% say they now use software that does not offer an e-file option and would like that option.

#### Software Used To File Form 1065

BASE: Total Respondents	Eligible <u>Non-Users</u> 250 %
% Who Use Software To Prepare Form 1065	93
% Who Claim Software Used Offers 1065 e-file Option*	84
% Who Would Like Their Software To Offer e-file Option*	6

\* Re-based to Total Non-Users to determine the true extent of the issue among the total Non-User universe.

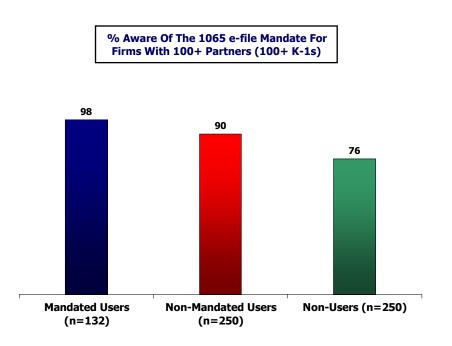


Findings Among Both Users & Non-Users of 1065 e-file



#### Awareness Of The 1065 e-file Mandate

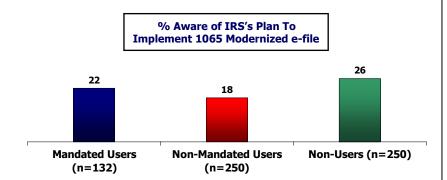
- In other survey questions for both Users and Non-Users, we asked respondents if they are <u>aware of</u> <u>the 1065 e-file Mandate for firms with more than</u> <u>100 Partners (or more than 100 K-1s)</u>.
- Results (in the chart to the right) show that awareness of the 1065 e-file Mandate is, as might be expected, virtually universal among the Mandated Users (98%).
- In addition, awareness of the Mandate is quite high (at 90%) among Non-Mandated Users.
- However, surprisingly, awareness is also reasonably high among the Non-Users, where it reaches 76%.





## Awareness & Likelihood Of Using 1065 Modernized e-file

• We also asked about awareness of the planned IRS transition of 1065 e-file to MeF and found, surprisingly that <u>Non-Users</u> say they are more aware of this than either group of Users.



• Next, we read the following description of the planned transition and asked respondents their likely of using the Modernized 1065 e-file program:

"In 2007, the IRS will convert the current 1065 e-file system to Modernized e-file. Modernized e-file is a web-based system that allows electronic filing of income tax returns through the Internet. This new system uses the widely-accepted Extensible Markup Language (XML) format, which is an industry standard way of identifying, storing and transmitting data. For firms filing 1065 returns, this means multiple files and formats will be submitted in the same transmission. In addition, it means standardization, reduced system maintenance costs, easier validation, structure and content oriented, more flexible formatting, and explicit business rules and error codes for all forms."

- 86% of Mandated Users rate themselves as very or somewhat likely to use 1065 Modernized e-file – significantly higher than Non-Mandated Users (75%) or the Non-Users (62%).
- For those likely to use, reasons were dispersed, ranging from it being a perceived <u>better way to file</u> to its <u>speed</u> benefits.

	ewhat Likely To Use rnized e-file In The Future	86	75	62	
		%	%	%	
BASE: Total Resp	ondents	132	250	250	
		Users	Users	Non-Users	
		Mandated	Mandated	Eligible	
			Non-		
L					
	Electricold of Osing 1000 Flot				

Likelihood Of Using 1065 Modernized e-file

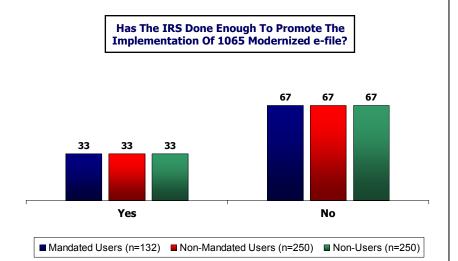
#### **Reasons For Positive Likelihood Rating**

Better Way To File	<u>11</u>	15	5
Sounds like an improvement/it's better	6	12	3
Improved error codes/it will help with error codes	4	1	3
Allows filing of attachments	2	1	0
<u>It's Easy/Convenient</u>	<u>8</u>	<b>16</b>	<b>16</b>
It will be easier/more convenient	4	11	10
<u>It's Accurate</u>	<u>4</u>	<u>1</u>	<u>1</u>
The Speed	<u>4</u>	<u>6</u>	<u>5</u>



## **Promoting The Implementation Of 1065 Modernized e-file**

• Precisely two-thirds of each User group and twothirds of the Non-Users say that <u>the IRS has not</u> <u>done enough to promote the implementation of</u> <u>1065 Modernized e-file</u>.



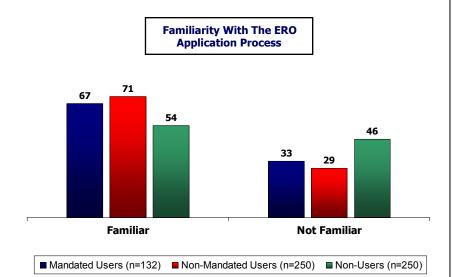
• Suggestions for promoting implementation of 1065 MeF center around <u>promotion via regular mail</u> as well as <u>via electronic methods</u>. There are also mentions of promotion via <u>software companies and</u> <u>professionals</u> as well as <u>advertising media</u>.

Suggestions For What The IRS Can Do To
Effectively Promote 1065 Modernized e-file

BASE: Total Respondents	Mandated <u>Users</u> 132 %	Non- Mandated <u>Users</u> 250 %	Eligible <u>Non-Users</u> 250 %
<b>Promote Through The Mail</b> Mail Send out flyers/brochures Mail tax practitioners/letters to CPA Mail clients/customers/taxpayers Mail authorized e-filers/letters to e-filers	21 8 5 3 3 2	12 5 2 0 1	<b>9</b> 6 0 2 0 0
<u>Promote Through The Internet</u> E-mail Their website/irs.gov Internet/on the web	<b>17</b> 8 7 2	<u>14</u> 4 6 2	<u><b>10</b></u> 3 4 1
<b>Promote Through Targeted Communications</b> Go through the software vendor/service/companies Get info out to practitioners/accountants/preparers Get it out to accounting firms/CPA firms AICPA		12 4 3 1 1	<b>8</b> 2 2 1 0
Other Communications Mentions Other Media such as newspaper, magazines & TV More public information Nothing/no suggestions	<u>10</u> 7 5 38	<u>13</u> 5 4 45	<b>14</b> 4 50

## Familiarity & Level Of Difficulty With The ERO Application Process

- Finally, about two thirds of each 1065 e-file User group say they are <u>familiar with the Electronic</u> <u>Return Originator (ERO) application process</u>.
- Naturally, familiarity is higher among Users than among Non-Users.



 Among those aware of the application process, less than one-third consider it difficult. For that small group, the top perceived difficulties are <u>lack of</u> <u>clarity in forms/instructions</u>, <u>the time/work</u> <u>required</u>, and <u>requirements such as fingerprinting</u>.

#### Difficulties With The ERO Application Process

BASE: Total Familiar With Registration Process % Rated The ERO Application Process Very or Somewhat Difficult	Mandated Users 88 % <b>30</b>	Non- Mandated <u>Users</u> 178 %	Eligible <u>Non-Users</u> 135 % <b>27</b>
BASE: Total Who Feel Process Is Very/SW/Not Very Difficu Perceived Difficulty With Registration Proces	( )	(88)	(61)
Lack Of Clarity Confusing/hard to understand Unclear instructions Not straightforward instructions Requires Too Much Time/Work Time consuming Too many steps/it's another step	24 9 7 4 24 11 4	<u>16</u> 3 5 2 <u>20</u> 8 0	<u>10</u> 3 0 0 <u>31</u> 16 2
Has Too Many Requirements Fingerprints/fingerprint requirement Signature page	<u>15</u> 4 4	<u>10</u> 5 3	<u>13</u> 10 3
<u>Other Mentions</u> Lack of timeliness of approval I don't do it/someone else does it Was too long ago/was years ago Have to sign up electronically	7 4 4 4	0 5 10 1	2 0 8 2



# Appendix

Questionnaire Used In Study

Demo/Firmographic Data



Questionnaire Used In Study Appended Separately



## Demo/Firmographic Data



## **Demographics/Firmographics Of Samples**

BASE: Total Respondents	Mandated <u>Taxpayers</u> 132 %	Non-Mandated <u>Users</u> 250 %	Eligible <u>Non-Users</u> 250 %
Decision Maker For Filing Form 1065 You/other executives or personnel within company You/other executives in consultation with outside tax prof/acct/CPA Outside tax professional/accountant/CPA	30 37 33	32 23 45	34 30 36
Who Actually Prepares Form 1065 Respondent Others in company Outside tax professional/accountant/CPA	33 8 59	22 4 74	34 7 59
Mean Number of Partners In Company	<u>286.3</u>	<u>11.3</u>	<u>19.5</u>
<u>Top Industry Mentions</u> (5%+) Real estate Investment firm Legal services Finance Healthcare/medical Oil field equipment	23 14 10 5 5 5	22 4 5 2 4 1	21 8 5 4 4 1
Mean Company Revenue (In Millions)	\$48.4MM	\$6.0MM	\$9.1MM
<u>How Most Recent Form 065 Was Filed</u> Prepared Electronically And Submitted Electronically Using 1065 e-file <u>1065 e-file Non-Users</u> Prepared Electronically But Submitted To The IRS Via Mail Or, Prepared On Paper And Then Submitted To The IRS Via Mail	100 <u>0</u> 0	100 <u>0</u> 0	0 <u>100</u> 70 30
Mean Number Of K-1 Attachments Submitted	<u>300</u>	<u>10</u>	<u>21</u>
% Who Have Transmitted Form 1065 e-file To IRS	<u>73</u>	<u>63</u>	<u>0</u>
% With Internet Connection	<u>98</u>	<u>99</u>	<u>96</u>

