

EXHIBIT 6
Key Differences Between Large and Small Companies

Factor/Feature	Mean Large	Mean Small	Mean Comparison T-Statistic
Overall Categories:			
Vendor stability	3.179	3.925	-2.351*
Specific Features:			
Graphics	11.607	10.481	2.391*
International	9.071	12.148	-3.477**
Multibusiness unit	5.286	7.963	-2.831*
Multicompany	6.107	8.852	-2.671*
Report writing functions	7.750	6.111	2.135*
Transaction complexity	7.143	5.630	2.043*
User friendliness	6.607	4.148	3.481***
Technical documentation	2.750	3.778	-2.992**
Technical support	2.786	2.000	2.060*

Respondents were asked to rank each item in each category, from most important (1) to least important (depending upon number of items).

* Significant at $p < .05$ ** Significant at $p < .01$ *** Significant at $p < .001$