File 3: Sample profiles

|  |  |  |  |
| --- | --- | --- | --- |
| Respondents profiles (n = 230) | | Frequency | Percentage (%) |
| Job  experiences | 2 ~ 5 years | 30 | 13.0 |
| 6 ~ 10 years | 83 | 36.1 |
| 11 years ~ | 117 | 50.9 |
| Job  positions | First-line manager | 113 | 49.1 |
| Middle-line manager | 108 | 47.0 |
| Senior manager | 9 | 3.9 |
| Main  tasks | Production | 25 | 10.9 |
| Marketing/Sales | 21 | 9.1 |
| Management (strategy/planning, organization/HR, financing/procurement) | 106 | 46.1 |
| R&D | 22 | 9.6 |
| IT | 56 | 24.3 |

|  |  |  |  |
| --- | --- | --- | --- |
| Organization profiles (n = 230) | | Frequency | Percentage (%) |
| Main  industry | Manufacturing | 69 | 30.0 |
| Energy/chemicals/utilities | 10 | 4.3 |
| Engineering | 17 | 7.4 |
| Financing | 7 | 3.0 |
| IT | 45 | 19.6 |
| Telecommunications | 9 | 3.9 |
| Wholesale/retails | 17 | 7.4 |
| Government/public area | 27 | 11.7 |
| Service | 29 | 12.6 |
| Business  scope | Global business | 61 | 26.5 |
| Domestic business | 158 | 68.7 |
| Local business | 11 | 4.8 |
| Employee  size | < 300 | 116 | 50.4 |
| 300 ~ 1000 | 87 | 37.8 |
| > 1000 | 27 | 11.7 |
| Sales  (KRW) | < 1 billion | 26 | 11.3 |
| 1 ~ 5 billion | 42 | 18.3 |
| 5 ~ 10 billion | 29 | 12.6 |
| 10 ~ 50 billion | 45 | 19.6 |
| 50 ~ 2 trillion | 41 | 17.8 |
| 2 ~ 5 trillion | 23 | 10.0 |
| 5 ~ 10 trillion | 6 | 2.6 |
| > 10 trillion | 18 | 7.8 |
| Whether  used or not | Used | 170  (SaaS 88, PaaS 65, IaaS 17) | 73.9 |
| Not used | 60 | 26.1 |

*Notes*.KRW: Korean Won.