

### IT Spending Survey (2026)

\* 1. How would you rate the health of your IT budget currently?

- ☐ Very healthy
- ☐ Healthy
- ☐ Adequate
- ☐ Underfunded
- ☐ Severely underfunded

### IT Spending Survey (2026)

\* 2. How would you describe your current IT budget compared to the same time last year?

- ☐ Significantly higher
- ☐ Somewhat higher
- ☐ About the same
- ☐ Somewhat lower
- ☐ Significantly lower

### IT Spending Survey (2026)

\* 3. What do you anticipate for your IT budget in the next fiscal year relative to this year?

- ☐ Significant increase
- ☐ Slight increase
- ☐ No change
- ☐ Slight decrease
- ☐ Significant decrease

### IT Spending Survey (2026)

4. What was your top IT Software or Services spending priority....?

Last Year

This Year

Next Year

IT Spending Survey (2026)

\* 5. In what ways has AI influenced your IT budget in the past year? (Select all that apply)

☐ Increased spending on AI development or procurement

☐ Decreased spending due to automation efficiencies

☐ Required new training and skill development

☐ Led to changes in IT infrastructure to support AI

☐ Other (please specify)

☐ None of the above

IT Spending Survey (2026)

\* 6. What is your strategy regarding AI investment for the next year?

☐ Aggressive investment

☐ Strategic, selective investment

☐ Wait and see approach

☐ No immediate plans for increased AI investment

IT Spending Survey (2026)

\* 7. Which of the following AI-related areas are prioritized in your IT budget? (Select all that apply)

- ☐ Machine learning models
- ☐ Natural language processing (NLP)
- ☐ Generative AI tools
- ☐ AI-driven cybersecurity
- ☐ Automation and RPA (Robotic Process Automation)
- ☐ Other (please specify)

- ☐ None of the above

### IT Spending Survey (2026)

\* 8. Where is AI spend at your company going? (Select all that apply)

- ☐ Cloud compute/inference
- ☐ Data platform/ETL/annotation
- ☐ Model/VLM/LMM licenses or API usage
- ☐ MLOps/observability/governance tools
- ☐ Systems integration/consulting
- ☐ Internal headcount (engineers/analysts)
- ☐ End-user apps (chat, agents, copilots)
- ☐ Other (please specify)

- ☐ None of the above / Not applicable

### IT Spending Survey (2026)

\* 9. Does your company utilize any of the following? (Select ALL that apply)

- |                                                                        |                                                                       |
|------------------------------------------------------------------------|-----------------------------------------------------------------------|
| <input type="checkbox"/> Email marketing platform                      | <input type="checkbox"/> ERP (Enterprise Resource Planning) Systems   |
| <input type="checkbox"/> CRM (Client Relationship Management) software | <input type="checkbox"/> HR Management Software                       |
| <input type="checkbox"/> Customer support software                     | <input type="checkbox"/> Cloud Computing Platforms                    |
| <input type="checkbox"/> Accounting or billing software                | <input type="checkbox"/> Cybersecurity Software                       |
| <input type="checkbox"/> Business communication software               | <input type="checkbox"/> Artificial Intelligence and Machine Learning |
| <input type="checkbox"/> Creative software                             | <input type="checkbox"/> Backup and Recovery                          |
| <input type="checkbox"/> Video conferencing platform                   | <input type="checkbox"/> None of the above                            |
| <input type="checkbox"/> Document signing and management platform      |                                                                       |

IT Spending Survey (2026)

\* 10. Do you expect that your company will increase or decrease how much you spend on the following going forward?

	Decrease	No Change	Increase
Email marketing platform	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CRM (Client Relationship Management) software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Customer support software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accounting or billing software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business communication software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Creative software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Video conferencing platform	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
ERP (Enterprise Resource Planning) Systems	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
HR Management Software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cloud Computing Platforms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cybersecurity Software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Artificial Intelligence and Machine Learning	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Backup and Recovery	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Document signing and management platform	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

\* 11. Do you think the rising adoption of AI (Artificial Intelligence) will be a positive or negative when it comes to customer demand for your products and services?

- ☐ It's already having a positive impact on customer demand
- ☐ I believe it will have a positive impact in the future
- ☐ It's already having a negative impact on customer demand
- ☐ I'm worried it may negatively impact customer demand going forward
- ☐ No impact / not relevant to our business
- ☐ Not sure

#### IT Spending Survey (2026)

\* 12. Do you think the rising adoption of AI (Artificial Intelligence) is having—or will have—a positive or negative impact on internal productivity at your organization?

- ☐ It's already having a positive impact on internal productivity
- ☐ I believe it will have a positive impact in the future
- ☐ It's already having a negative impact on internal productivity
- ☐ I'm worried it may negatively impact internal productivity going forward
- ☐ No impact / not relevant to our work
- ☐ Not sure / not measured yet

#### IT Spending Survey (2026)

\* 13. Do you view AI as a competitive threat to your company or industry?  
(Select one)

- ☐ Yes — AI could replace or devalue our offerings
- ☐ Yes — but we are actively adapting to stay ahead
- ☐ No — we're well-positioned to benefit from AI
- ☐ Not sure

#### IT Spending Survey (2026)

\* 14. Does your company use AI related tools for internal use? IE - use an AI chatbot to help you with your work tasks

- ☐ Yes - we provide tools to employees
- ☐ We don't pay for tools but some employees use it on their own
- ☐ No

### IT Spending Survey (2026)

\* 15. Do you currently have AI integrated into your products and services that you offer to clients?

- ☐ No, and we have no plans to add it
- ☐ We are currently exploring/prototyping (building/testing AI features for clients, but it is not in production)
- ☐ We are currently in production investing and developing AI tools for customers
- ☐ We already have AI tools built out for customers

### IT Spending Survey (2026)

\* 16. Do you view the tariffs announced earlier in the year as a net positive or negative for your business?

(Select one)

- ☐ Net positive — they help us strategically or competitively
- ☐ Neutral — little to no real impact
- ☐ Net negative — they increase costs or create disruption
- ☐ Not sure

### IT Spending Survey (2026)

\* 17. As you look into the future, when do you think AI investing will reach its peak before its starts to slow?

- ☐ It is already happening
- ☐ In six months
- ☐ In twelve months
- ☐ In two years
- ☐ In three years
- ☐ More than three years from now

Optional Comments - Why?

## IT Spending Survey (2026)

18. Do you think AI will results in...

- ☐ A net increase in workforce
- ☐ No change in workforce
- ☐ A net decrease in workforce

Why?

## IT Spending Survey (2026)

\* 19. Which AI chatbot(s) does your firm use? Select all that apply

- ☐ ChatGPT
- ☐ Claude
- ☐ Google Gemini
- ☐ Microsoft Copilot
- ☐ Perplexity
- ☐ Meta AI
- ☐ Grok
- ☐ Poe
- ☐ Deepseek
- ☐ None of the above



## IT Spending Survey (2026)

20. What is the reason why you use the following? IE - what is it better at than other chatbots

ChatGPT

Claude

Google Gemini

Microsoft Copilot

Perplexity

Meta AI

Grok

Poe

Deepseek

## IT Spending Survey (2026)

\* 21. Which AI chatbot do you feel is best for your firm? and why?

- ☐ ChatGPT
- ☐ Claude
- ☐ Google Gemini
- ☐ Microsoft Copilot
- ☐ Perplexity
- ☐ Meta AI
- ☐ Grok
- ☐ Poe
- ☐ Deepseek
- ☐ None of the above

Why?

## IT Spending Survey (2026)

22. We are looking to learn as much as we can about how AI is impacting business productivity, customer demand, and investments (positively or negatively).

Do you have any insights to share not covered so far in this survey?

### IT Spending Survey (2026)

\* 23. How many employees are there at your company?

- ☐ Less than 10
- ☐ 11-100
- ☐ 101-1000
- ☐ 1000-10,000
- ☐ 10,000-30,000
- ☐ 30,000+

### IT Spending Survey (2026)

\* 24. What is your company's annual revenue?

- ☐ Less than \$100K
- ☐ \$100K to \$499K
- ☐ \$500K to \$999,999K
- ☐ \$1M to \$4.9MM
- ☐ \$5MM to \$9.9MM
- ☐ \$10MM to \$49.9MM
- ☐ \$50MM to \$99.9MM
- ☐ \$100MM to \$499.9MM
- ☐ \$500MM to \$999,999B
- ☐ \$1B or more

### IT Spending Survey (2026)

\* 25. Within your company, do you have decision making authority when it comes to IT software and services that your company pays to use?

- ☐ Yes
- ☐ No

#### IT Spending Survey (2026)

\* 26. Which of the following best describes the principal industry of your organization?

#### IT Spending Survey (2026)

\* 27. Are you currently, or have you been within the last twelve (12) months, an officer, director, or employee for any software vendors in this survey, or are you or your current employer subject to any confidentiality restrictions associated with the software vendors named in this survey?

- ☐ Yes
- ☐ No

#### IT Spending Survey (2026)

\* 28. Is your company publically traded on the stock market?

- ☐ Yes
- ☐ No