

Business Collaboration

	LOW/UN-COLLABORATIVE	MODERATELY COLLABORATIVE	HIGHLY COLLABORATIVE
Percentage of businesses	48%	32%	20%
Average number of collaboration partnerships	1.7	2.3	5.5
Annual investment in collaboration	\$13,514	\$25,533	\$45,598
ROI (increase in sales/ reduction in costs)	0.9	1.9	1.2
Average number of years collaborating	1.5	5	4
Proportion collaborating with businesses overseas	10%	18%	30%
Experienced revenue growth in past 12 months	26%	54%	64%
Average revenue growth projected for coming 12 months	5%	7%	17%
New collaborations in past 12 months	0.2	1.2	3