

**EDAM® Percent of Office, Production, and Commercial Useage by Segment**

Segment

Office

Production

Commercial

Segment

Office

Production

Commercial

Aerospace	49.55%	27.68%	22.76%
Amusement and Recreation	57.88%	30.42%	11.70%
Automotive	50.31%	24.23%	25.46%
Banking	53.54%	33.17%	13.28%
Business Services	56.69%	29.67%	13.64%
Chemicals	49.89%	25.29%	24.82%
Construction	65.13%	20.00%	14.88%
Consumer Packaged Goods	44.85%	20.07%	35.09%
Engineering Services	59.34%	29.19%	11.47%
Healthcare Providers	62.75%	21.63%	15.62%
High Technology and Electronics	48.73%	30.18%	21.09%
Hotels, Tourism and Travel Services	57.68%	30.23%	12.10%

Insurance	48.44%	35.77%	15.79%
Legal Services	59.50%	31.00%	9.50%
Media and Entertainment	48.84%	25.86%	25.29%
Mining	59.57%	26.20%	14.24%
Oil and Gas	56.67%	27.02%	16.30%
Pharmaceutical	49.02%	22.24%	28.73%
Process Manufacturing	50.62%	23.71%	25.67%
Retail	49.02%	22.92%	28.06%
Service Providers	51.35%	31.01%	17.64%
Transportation and Transportation Services	60.37%	28.10%	11.53%
Utilities	49.96%	33.99%	16.05%
Wholesale Trade	56.46%	24.82%	18.72%

Data references the weighted average of enterprise document costs as a percentage of revenue, based upon ALL Associates Group's global research database of 4,500 global organizations. These figures are for guidance purposes only. This report is predictive in nature and is intended for discussion purposes only. This report is intended to be used for general guidance and discussion only. EDAM® is a registered trademark of ALL Associates Group, Inc. All Rights Reserved.

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