

**EDAM® Total Document Costs as Percent of Revenue by Segment**

| Segment                             | Total Document Cost as a % of Revenue* | Average Revenue per Employee | Segment                                    | Total Document Cost as a % of Revenue* | Average Revenue per Employee |
|-------------------------------------|--|------------------------------|--|--|------------------------------|
| Aerospace                           | 4.53%                                  | \$314,917                    | Insurance                                  | 3.22%                                  | \$1,422,547                  |
| Amusement and Recreation            | 4.05%                                  | \$246,604                    | Legal Services                             | 10.34%                                 | \$338,724                    |
| Automotive                          | 2.12%                                  | \$429,977                    | Media and Entertainment                    | 5.93%                                  | \$495,264                    |
| Banking                             | 6.00%                                  | \$398,818                    | Mining                                     | 1.94%                                  | \$485,025                    |
| Business Services                   | 7.88%                                  | \$387,105                    | Oil and Gas                                | 1.03%                                  | \$2,162,670                  |
| Chemicals                           | 1.86%                                  | \$657,953                    | Pharmaceutical                             | 3.38%                                  | \$543,133                    |
| Construction                        | 1.81%                                  | \$633,770                    | Process Manufacturing                      | 1.29%                                  | \$560,873                    |
| Consumer Packaged Goods             | 2.17%                                  | \$447,093                    | Retail                                     | 3.76%                                  | \$297,744                    |
| Engineering Services                | 8.59%                                  | \$260,391                    | Service Providers                          | 4.88%                                  | \$502,194                    |
| Healthcare Providers                | 11.20%                                 | \$151,737                    | Transportation and Transportation Services | 2.71%                                  | \$421,777                    |
| High Technology and Electronics     | 5.09%                                  | \$434,525                    | Utilities                                  | 1.67%                                  | \$1,009,323                  |
| Hotels, Tourism and Travel Services | 5.77%                                  | \$233,754                    | Wholesale Trade                            | 1.84%                                  | \$1,219,324                  |

**\*Figure is a weighted average of Office, Production, and Commercial document costs across the entire Segment.**

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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