

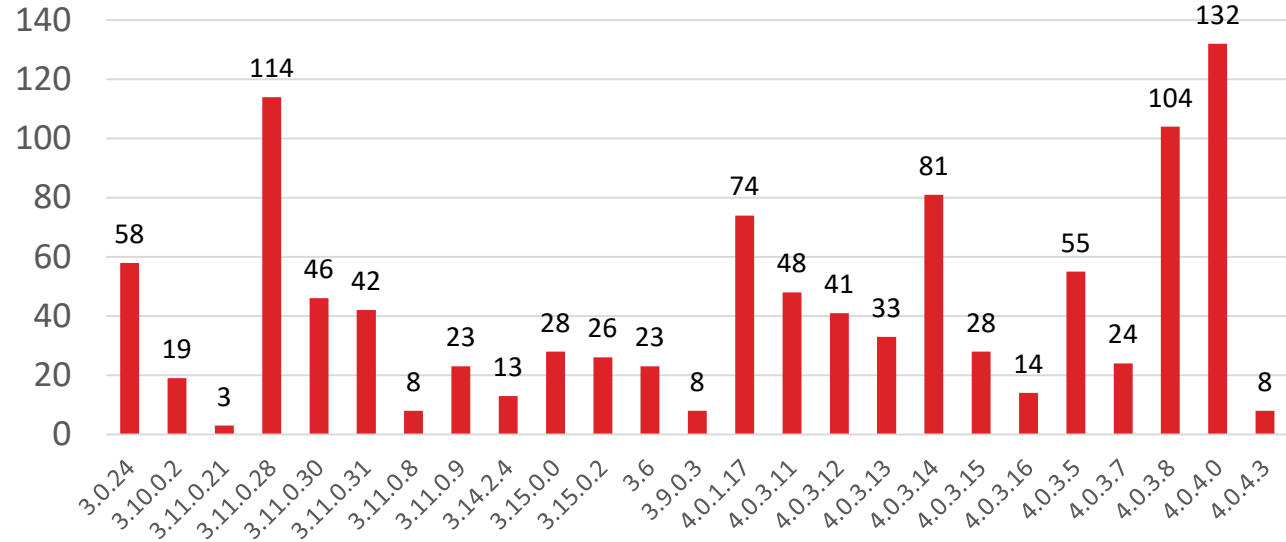
# Encapture



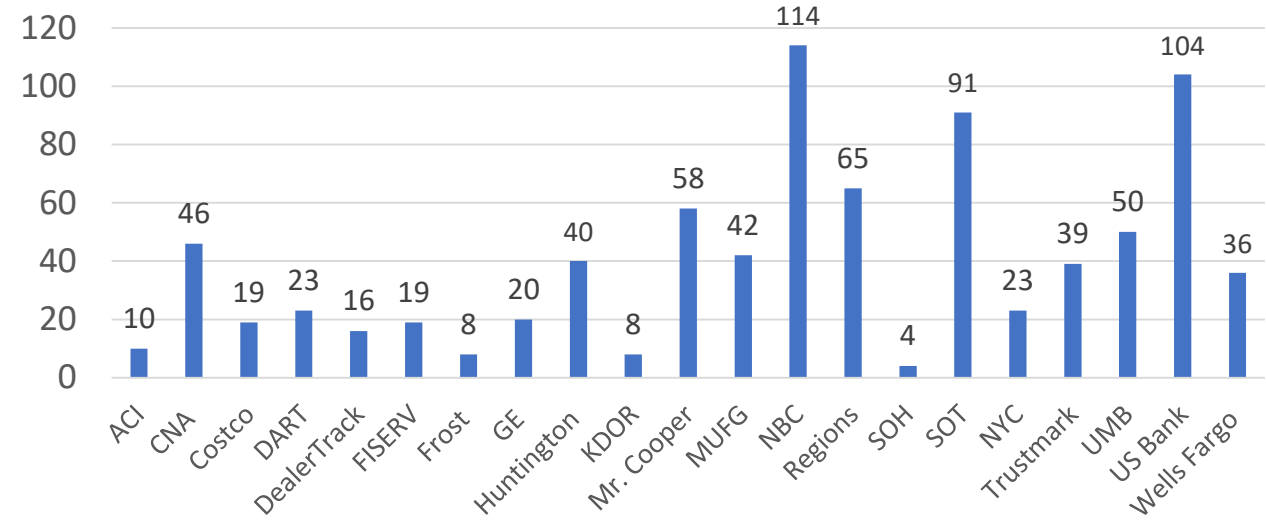
- Encapture is a full-service tech consulting firm in Dallas
  - 60 employees, pivoted into a product company in 2016
  - ECM business, or Electronic Content Management
- Encapture is also the name of their product offering
  - Intelligent document automation platform
  - Used across industries, primarily with banking, insurance, and government
  - Helps companies turn their documents into data
- Project centered around their Support Ticket data, and delivering value in the following areas:
  - Support Ticket influxes, version and client correlations, and understanding ticket volume
  - Bugs found “post-release” by Customers
  - Resource planning for Support Engineers



Average Days to Close ticket



Average Days to Close ticket



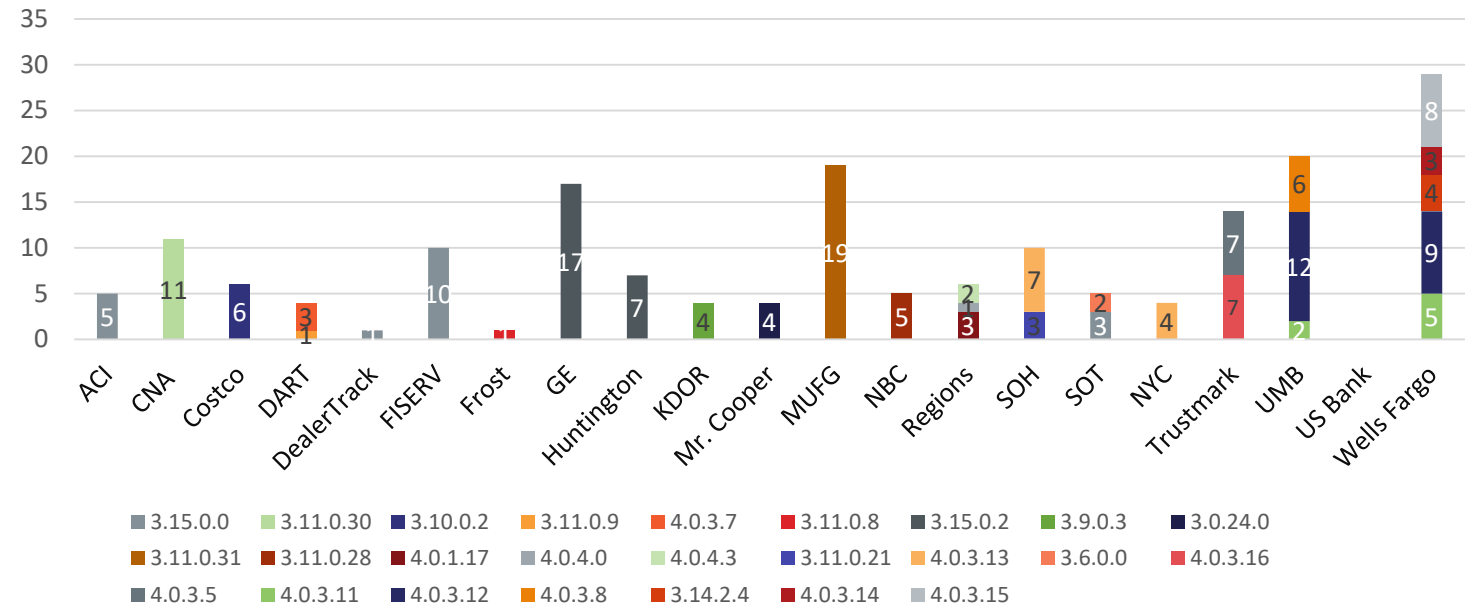
Versions that take the longest on average time to close

- 4.0.4.0                      3.11.0.28
- 4.0.3.14                      4.0.1.17

Companies with long average time-to-close

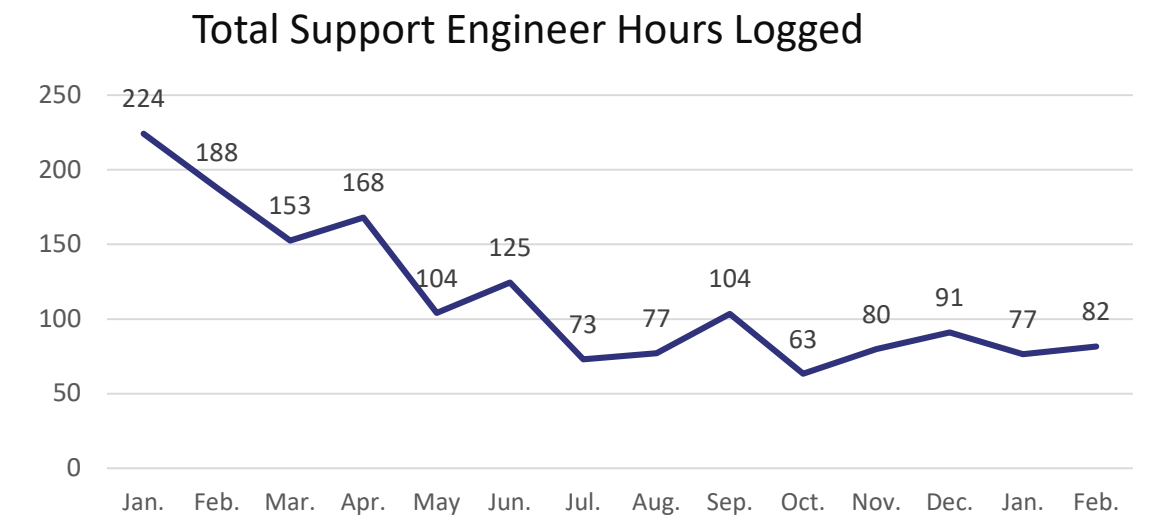
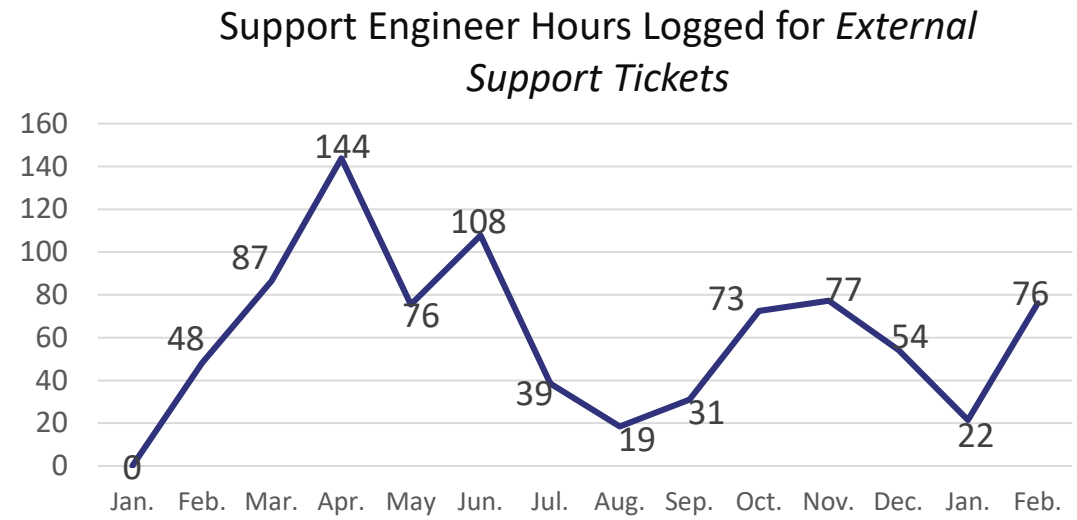
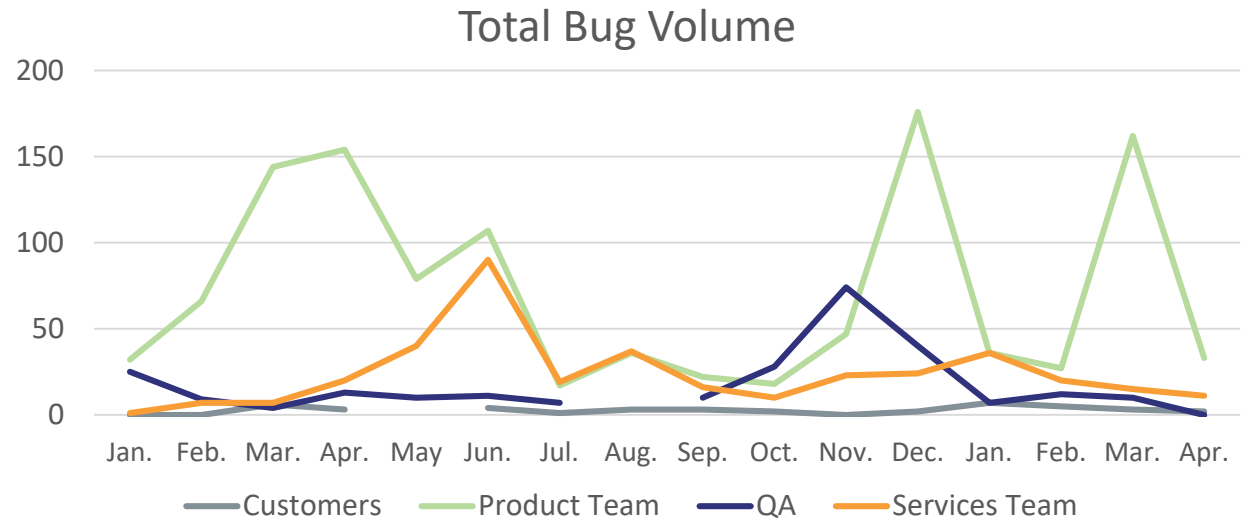
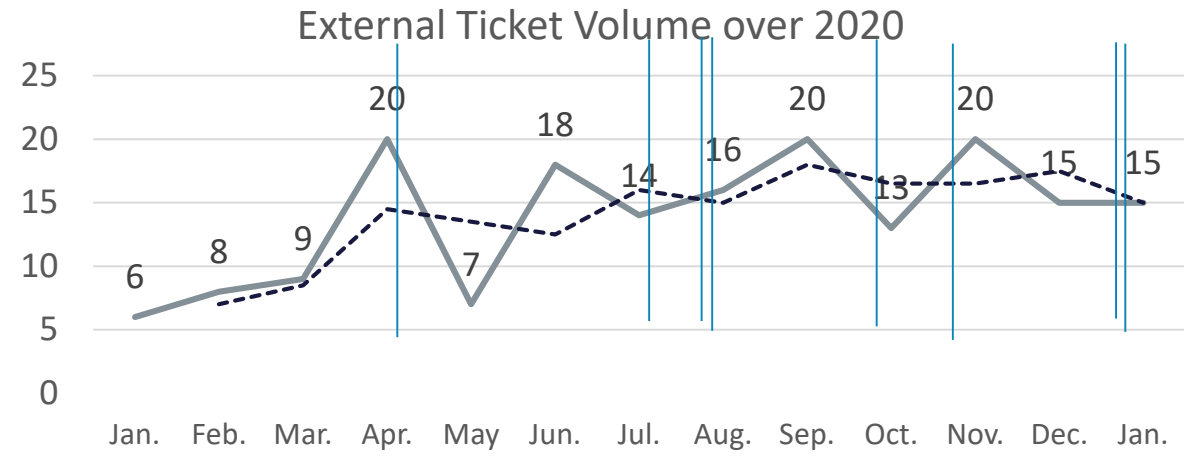
- National Bank of Canada
- US Bank
- State of Tennessee

Aggregated Ticket Volume



Support Engineers' logged time represents less than 2% of 'Average Days to Close' time

Ticket Volume is not significantly tied to Version implementations



- 1 FTE (full-time equivalent) Support Engineer = 160 hours /month
- *Trending towards 1 FTE Support Engineer for external Support Tickets in 2021*
  - *And 1 additional FTE Support Engineer is needed for Other Support in 2021*

**New version implementations have a small and varying effect on Ticket Volume**  
**Ticket Volume has a significant and direct effect on Support Engineers' logged hours**