

## Appendix A

**This is the recording of a digital conversation held between Mr.S and myself on *September 9<sup>th</sup>, 2020* discussing the development of a solution.**

5     **Me:** Hello Mr. S! Recently, we discussed over the phone about the development of a solution for your company P. Incorporated. Can you give me a rundown about what you are currently doing and what problems you are encountering?

**Mr. S:** Hi *Me*! At P. Incorporated, we are into providing drafting and document control services. One of the most common manual and intensive tasks that we do for our clients is to capture tags manually from  
10    drawings, Excel sheets, or pdf documents. They usually adhere to a pattern and it would make more sense for us to capture using a tool, which will have the ability to define the pattern and capture the tags. You see, manual capturing is quite. . . a laborious task and it becomes so repetitive that we sometimes make mistakes. I've accidentally skipped a tag or two before! Also, the process may become excessively expensive as we expand operations in the future.

15    **Me:** I see. . . Can you explain a little bit more about what the tags are and how you use their information?

**Mr. S:** The tags that we usually capture are associated with instrumentation, equipment, and/or steel members. They usually follow a pattern, as mentioned earlier – for example, a plate could carry the following tags: pl1, pl2 pl3; furthermore, a pump could also have one of the following tags: AB-234, AB-  
20    235, or something like that. The tool should have the ability to define, to start with at least one tag definition at a time and possibly have multiple definitions in due course.

**Me:** Okay. Do you still believe that a software program would be the best solution for this problem?

**Mr. S:** Absolutely! This sounds like the way to go!

Candidate #: hpg293

**Me:** Sounds great. So I was thinking that the software could utilize Optical Character Recognition and  
25 compute the information on the tags to text. Once the information is collected, what should I do with it?

**Mr. S:** The expectation is we would give you a set of documents with tags embedded in them. You'll run  
the tool and give a CSV output with the tags from the document - preferably grouped by document

**Me:** Alright. Do you have any other additional requests or anything I should know about?

**Mr. S:** As I mentioned earlier, let us start with one set of tags per document list and if we could expand  
30 that to multiple tags or tag types, then we are onto something.

**Me:** Perfect. This info sounds good for now. I'll contact you when questions arise. Thank you for your  
time!

**Mr. S:** Thank you very much *Me* for your effort. It would really be appreciated and would practically  
solve a problem that we encounter on an on-going basis.