

# Supporting Business Document Workflows via Collection-Centric Information Foraging with Large Language Models

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## Deriving insights from information within long documents

Financial planning analyst compiles company reports to summarize patterns for executives

Contract risk analyst reviews legal agreements to identify and mitigate risk



Procurement specialist reviews vendor contracts to optimize future negotiations

#### **Knowledge worker**

specialized expertise

diverse types of documents

varying goals

## Understanding current processes via formative interviews



We interviewed 12 knowledge workers across various business areas

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Procurement specialist reviews vendor contracts to optimize future negotiations

Financial planning analyst compiles company reports to summarize patterns for executives

What types of documents do you most frequently work with?

What challenges do you face in your current workflows?

What tools do you use to support your work?



## Collecting and comparing relevant information from many documents is hard!



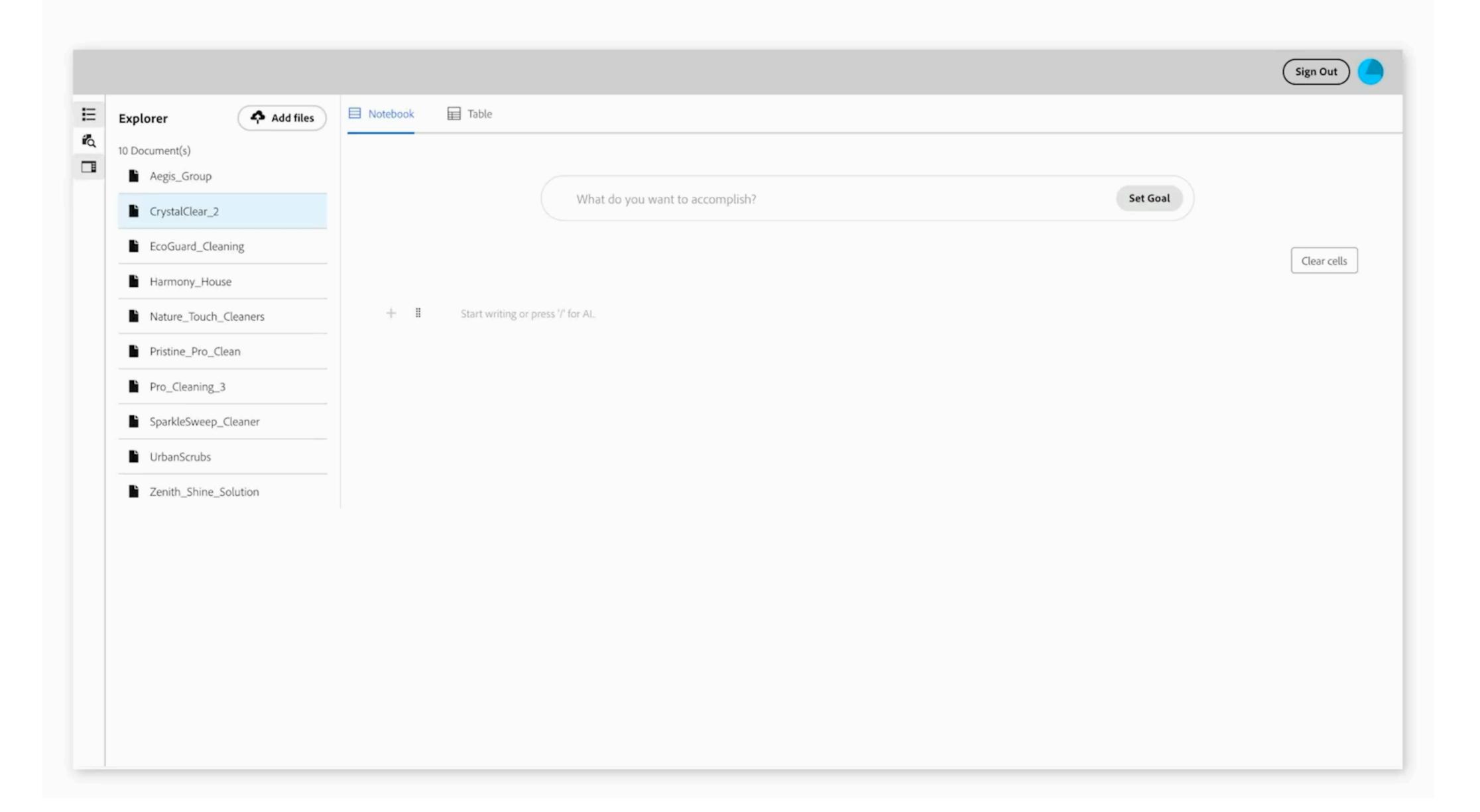
## Challenges

- Large volume of documents
- Linear information extraction. Process is repetitive, tedious, and error-prone.
- Comparison and synthesis across documents lacks scaffolding
- Minimal tool support, at most single doc tools

## Challenges

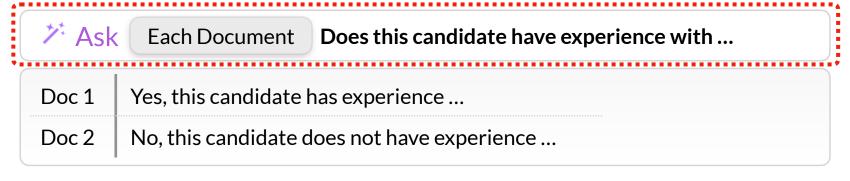
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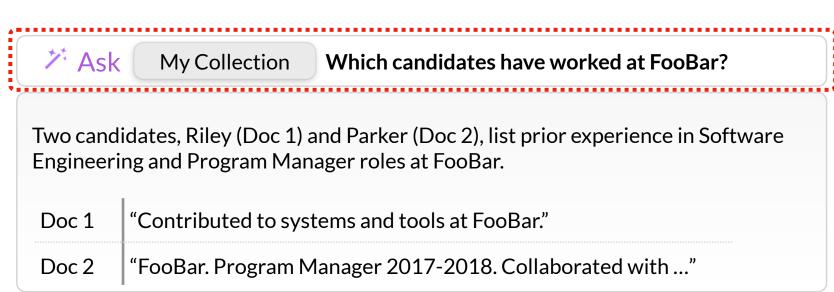
How can we design human-Al systems to support knowledge workers in efficiently and reliably collecting and analyzing information across many documents?



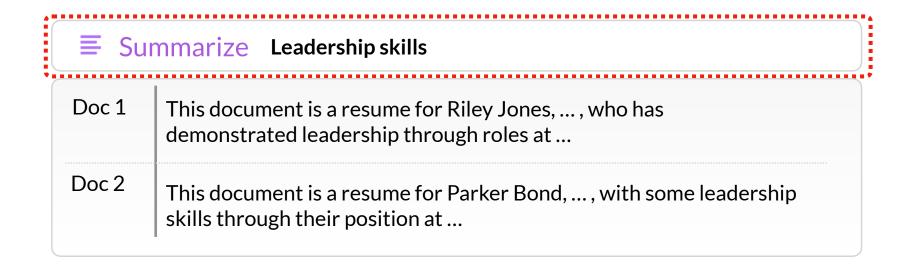
## Collection-centric information foraging via actions

### Scaffolded natural language queries





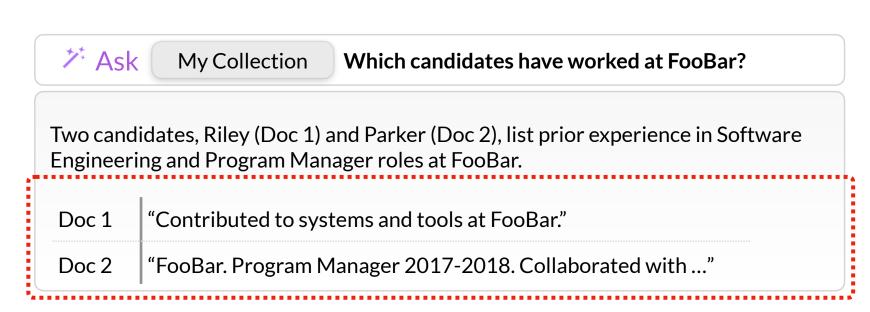
Q Search programming experience	
Doc 1	"experience with data analysis tools R, Python, and"
Doc 2	"Programming languages: Java, Python, SCALA, C++"



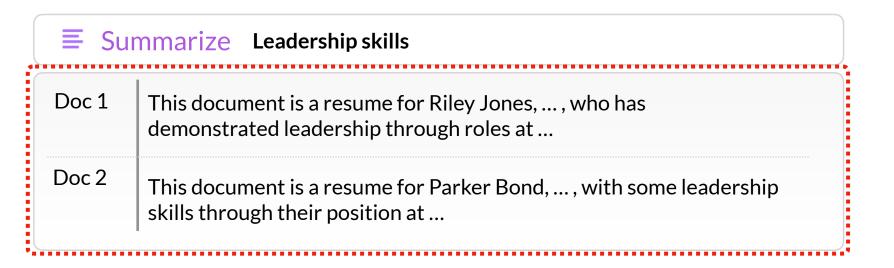
## Collection-centric information foraging via actions

#### Table of results, one row per document

🥕 Ask	Each Document	Does this candidate have experience with
Doc 1	Yes, this candidate	nas experience
Doc 2	No, this candidate does not have experience	

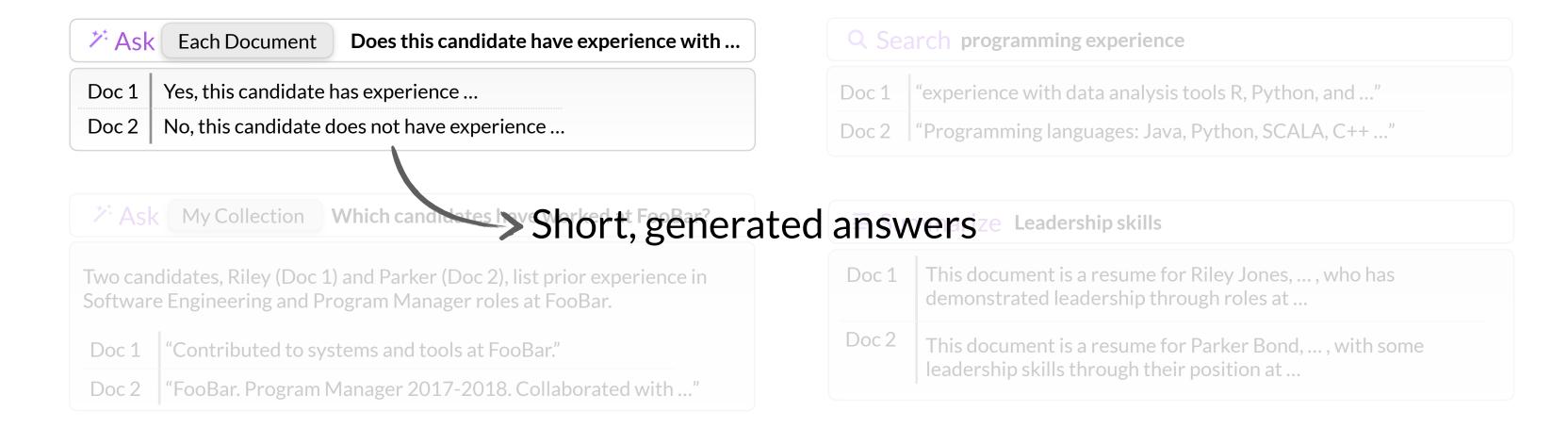




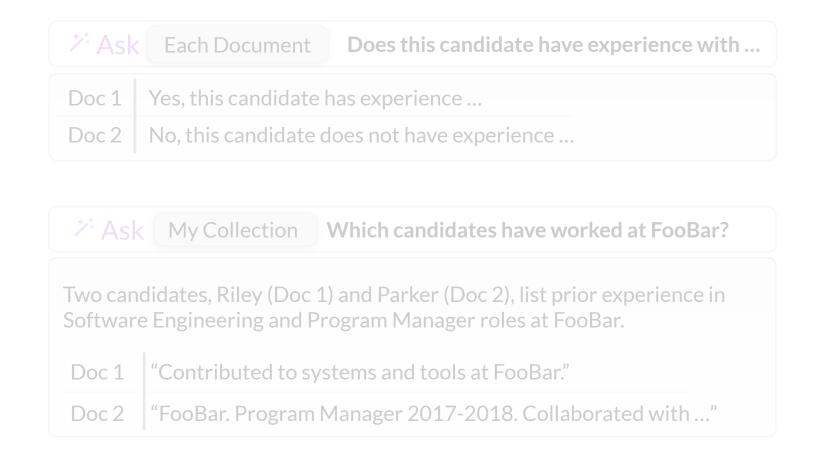


# Actions | Ask Each Document

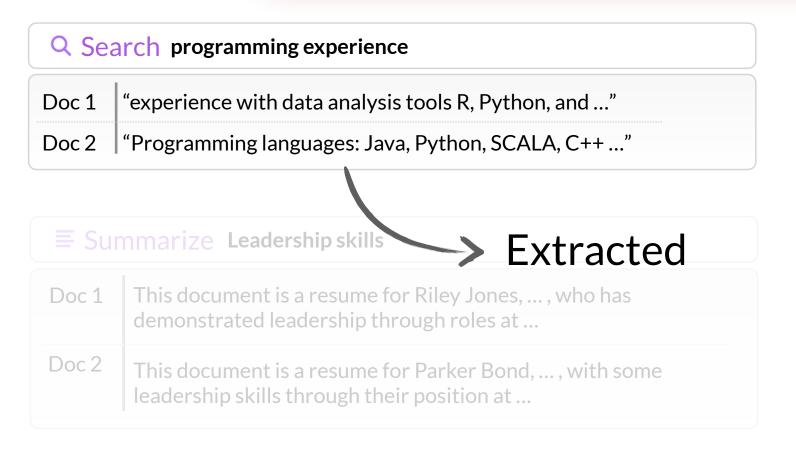
# Document QA



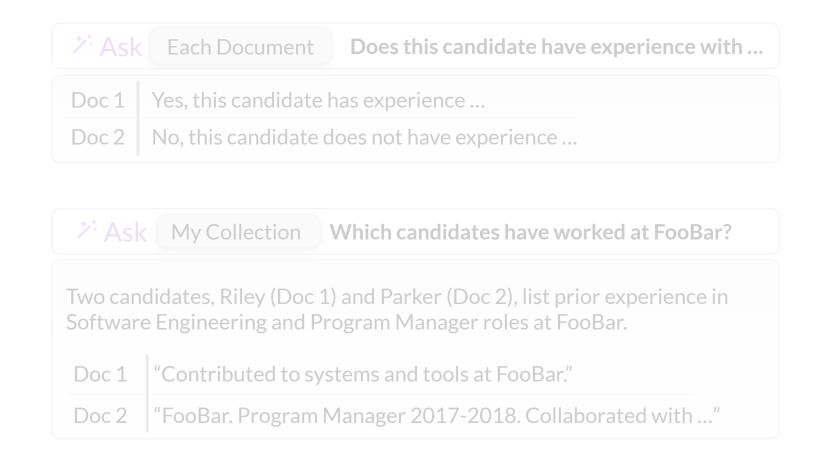
## Actions | Search

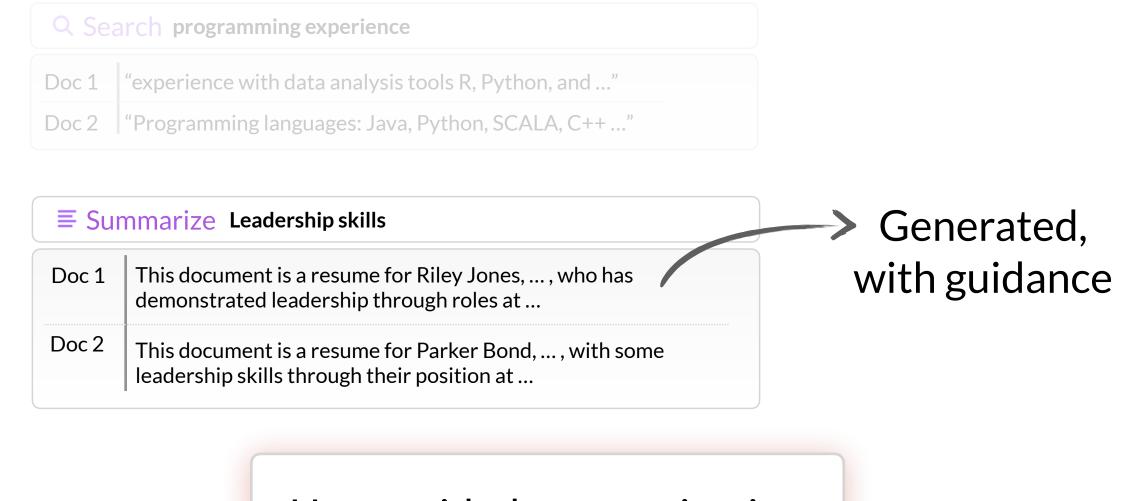


#### Semantic and lexical search



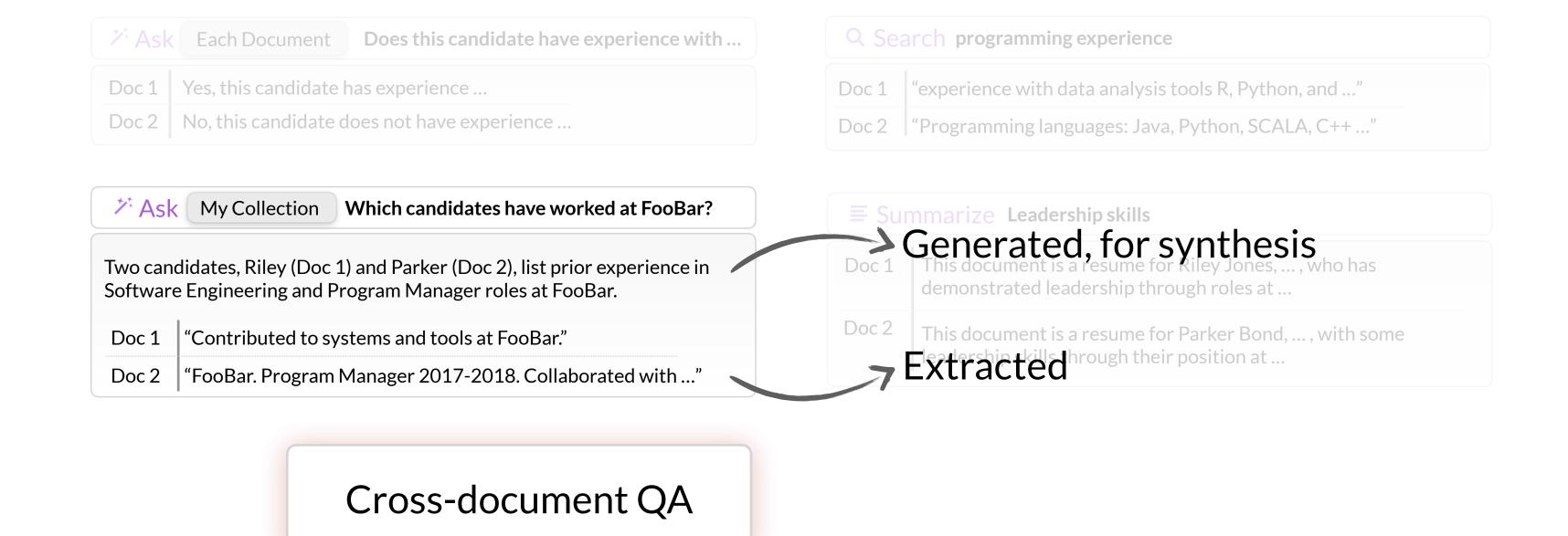
## Actions | Summarize





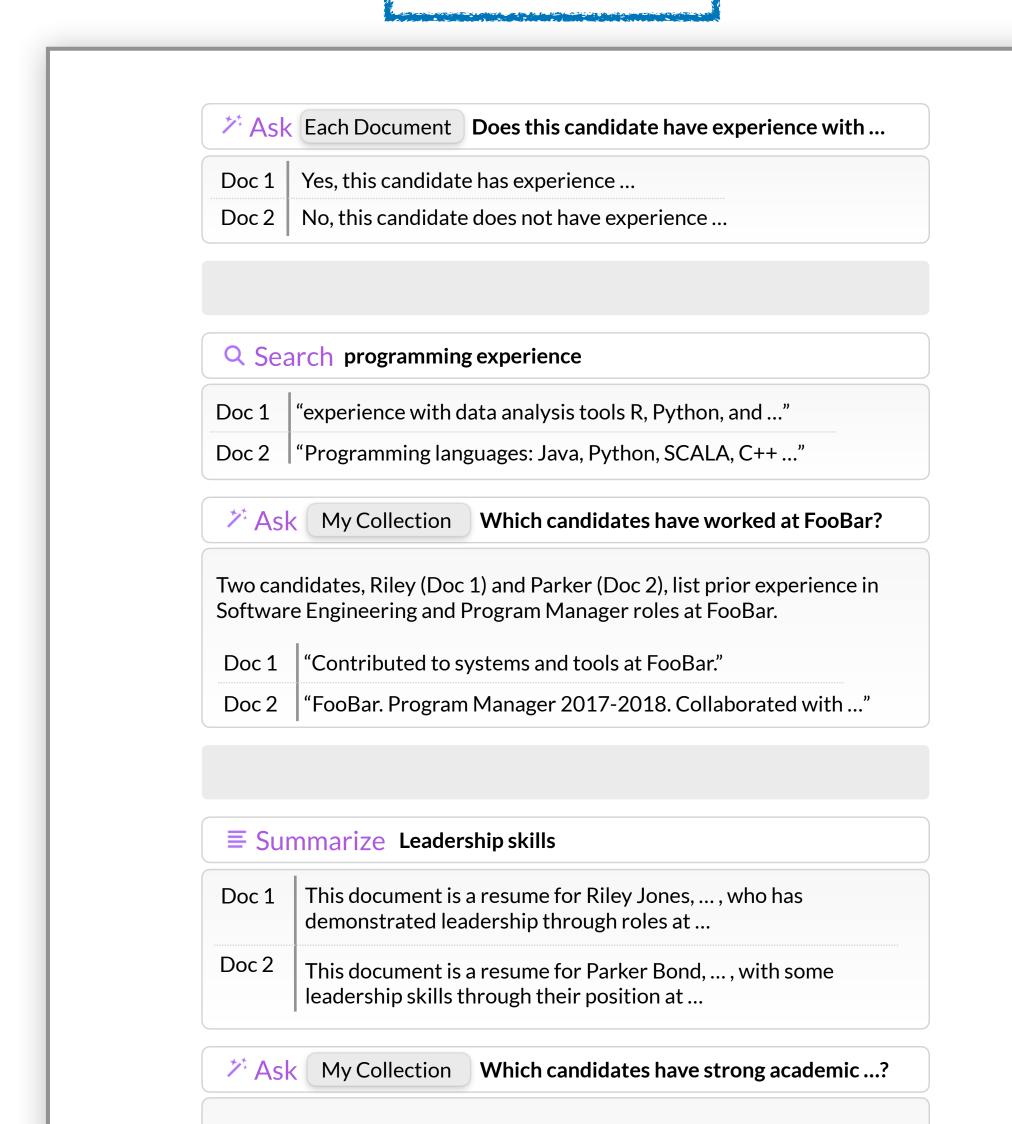
User-guided summarization

# Actions | Ask My Collection



## Computational notebook enables lightweight exploration

### **Notebook View**



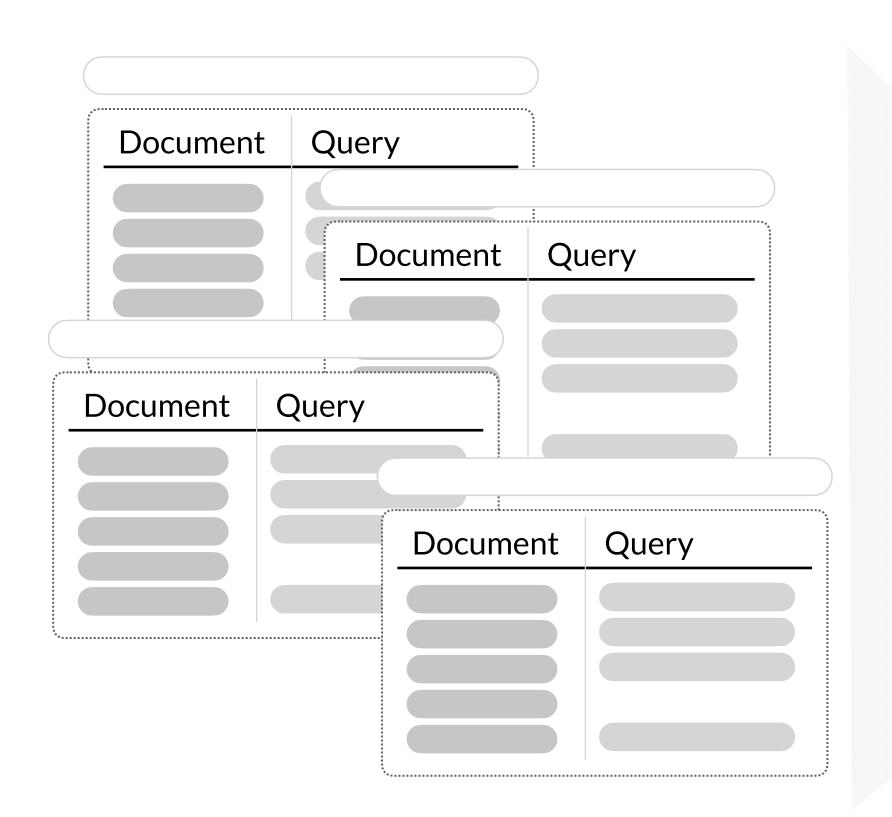
Suggest follow-up actions

Here are some suggested next steps:

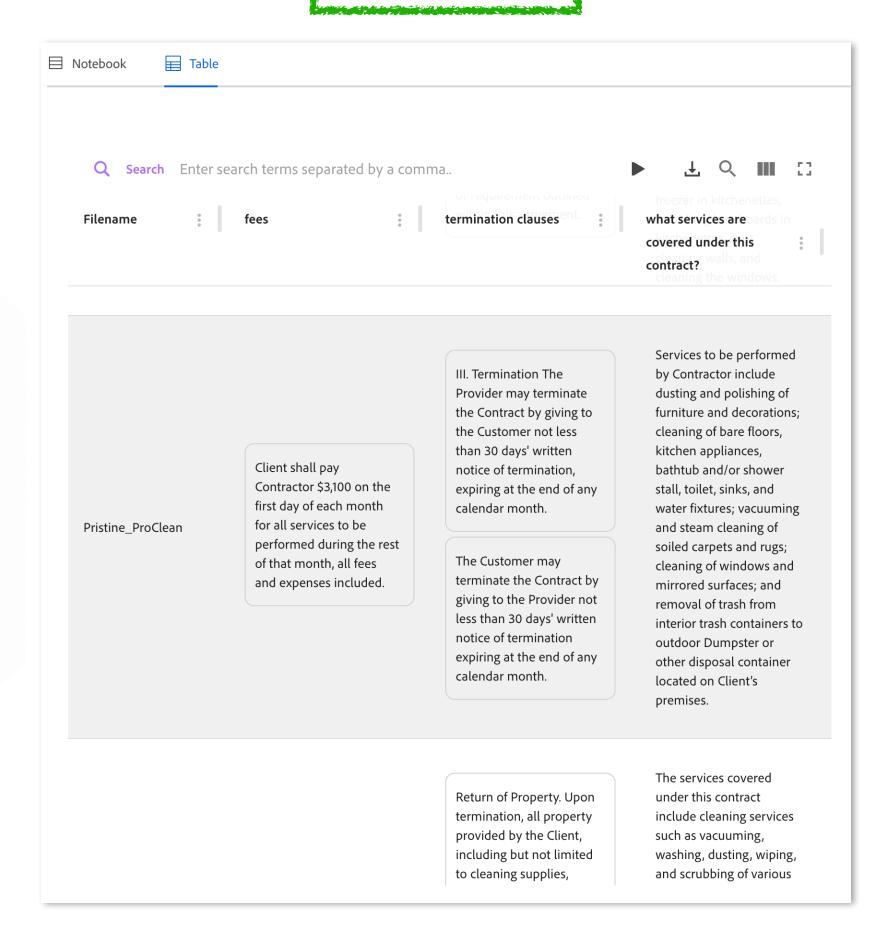
Ask Has this candidate managed a team of engineers before?

Q Search database technology experience

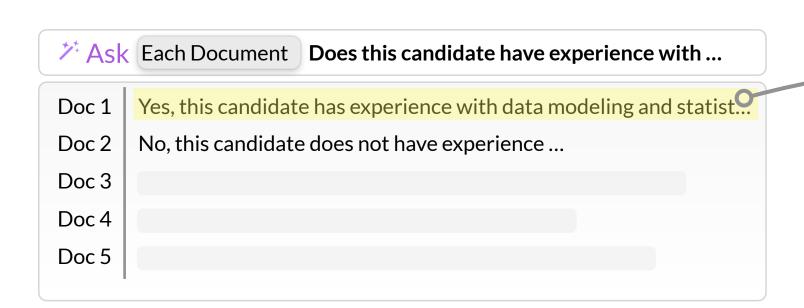
## Aggregated result table provides information overview



## Table View



# Deep linking to evidence supports verification



## Document View

Expected 12/23	NEW YORK UNIVERSITY  The Courant Institute of Mathematical Sciences  M.S. in Mathematics in Finance  • Expected Coursework: stochastic calculus, time series analysis, scienting portfolio management, dynamic asset pricing, algorithmic trading, equitions, and the stochastic calculus, time series analysis, scienting portfolio management, dynamic asset pricing, algorithmic trading, equitions, and the stochastic calculus, time series analysis, scienting portfolio management, dynamic asset pricing, algorithmic trading, equitions, and the stochastic calculus, time series analysis, scienting portfolio management, dynamic asset pricing, algorithmic trading, equitions, and the stochastic calculus, time series analysis, scienting portfolio management, dynamic asset pricing, algorithmic trading, equitions, and the stochastic calculus, time series analysis, scienting portfolio management, dynamic asset pricing, algorithmic trading, equitions, and the stochastic calculus, time series analysis, scienting portfolio management, dynamic asset pricing, algorithmic trading, equitions, and the stochastic calculus, time series analysis, scienting portfolio management, dynamic asset pricing, algorithmic trading, equitions, and the stochastic calculus are stochastic calculus.		
08/16 - 06/20	NANYANG TECHNOLOGICAL UNIVERSITY  B.ENG. in Electrical and Electronic Engineering  • Coursework: linear algebra, probability & statistics, numerical methods data structure & algorithms, intelligent system design, business finance.  • Graduated with Honors (Highest Distinction)		
02/18 - 07/18	ÉCOLE POLYTECHNIQUE FÉDÉRALE DE LAUSANNE (EPFL) Semester Exchange • Award: Exchange Student Scholarship	Lausanne, Switzerland	
EXPERIENCE			
09/20 - 07/22	JPMORGAN CHASE & CO. Analyst, Software Engineer (Asset and Wealth Management)	Singapore	
06/19 - 08/19	<ul> <li>Created data-centric investment technology that facilitates portfolio management and trading decisions for private bank's internal investors and financial advisors</li> <li>Contributed to development of new global strategic data framework that consolidates and processes data from all accounting systems, using big data, cloud, and automation technologies</li> <li>Expanded portfolio analytics space with new features (e.g., trending trades analysis, large cash position indicator, overdraft alert, client service communication, morning briefs, trade idea feeds)</li> <li>Developed an automated monitoring system for data pipelines, specializing in financial risk analysis. Now the central platform for international service-level agreement management.</li> <li>Summer Analyst, Software Engineer (Corporate and Investment Banking)</li> <li>Collaborated with London commodities team to develop new Python-based software for base metal post-trade customer information maintenance in firm's cross-asset platform, Athena</li> <li>Accelerated legacy system decommissions, saving time and effort as well as reducing expenses</li> </ul>		
	ERNST & YOUNG SOLUTIONS LLP	Singapore	
01/19 - 05/19	<ul> <li>Facilitated business design, implementation, and data migration of Sales &amp; Distribution module in largest global SAP S/4HANA ERP project at EY Singapore in 2019 for client, DyStar Group</li> <li>Conducted international localization workshops for franchises in 8 countries; communicated business demands with key stakeholders and produced requirement traceability matrices</li> </ul>		
PROJECT			
08/19 - 04/20	<ul> <li>NANYANG TECHNOLOGICAL UNIVERSITY</li> <li>Onboard 3D SLAM for AGV Localization - With Delta Electronics, Inc. (6</li> <li>Designed Simultaneous Localization and Mapping (SLAM) system for vehicles (AGVs), addressing dangers of human-robot collisions and hur robot positioning process in dynamic environments such as modern war</li> <li>Proposed human classifier in complex 3D point clouds utilizing anthrop support vector machine model; implemented system with ROS in C++ in the control of th</li></ul>	automated guided man interference during rehouses cometric geometry and	
D	Dealers Cold A Cold Cold Units Chall		
<b>Languages:</b> Eng <b>Affiliations/Cert</b>	<ul> <li>Inguages: Java, Python, SCALA, C++, SQL, Unix Shell</li> <li>Ilish (fluent); Mandarin (native); Japanese and French (elementary)</li> <li>Ifications: Certified Financial Risk Manager (FRM); Passed CFA Exam Level</li> <li>Chinese Orchestra, Two-String Fiddle Performer (Singapore, Taipei); Singapore</li> </ul>		

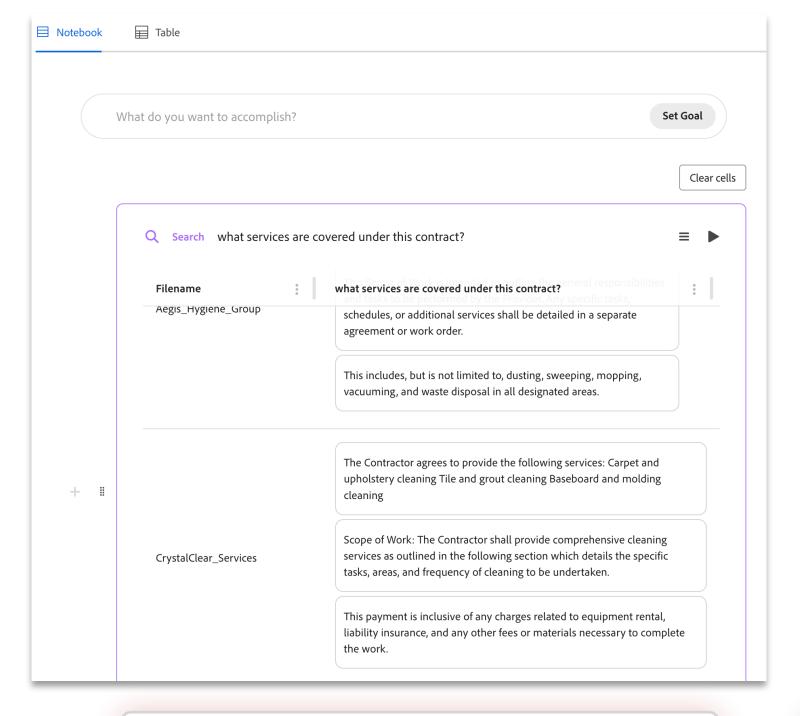




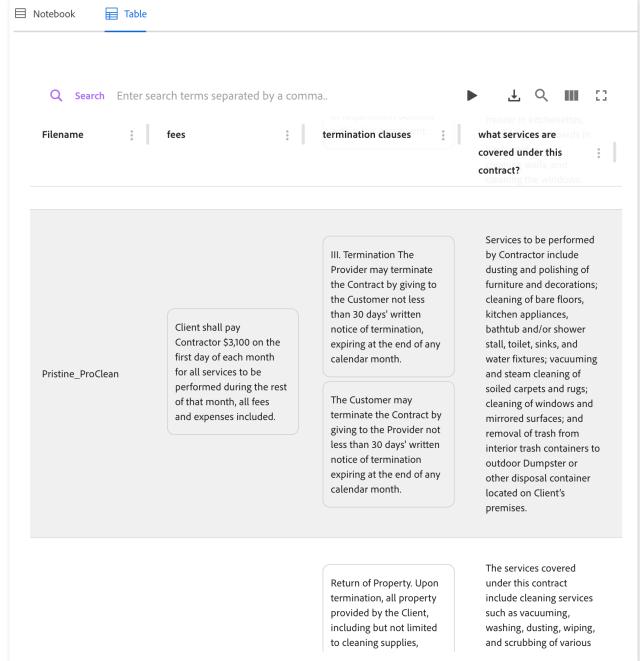
#### **Document View**

#### **Aegis Hygiene Group – Cleaning Services Proposal for Services** This Cleaning Service Agreement (hereinafter referred to as the "Agreement") shall stand effective on 10-10-2023 (hereinafter referred to as the "Effective Date"), by and between Aegis Hygiene Group (hereinafter referred to as the "Provider") with their principal place of business at 894 Miller Ave, San Mateo, CA and Acme, Inc. (hereinafter referred to as the "Client", and together with the Service Provider, the "Parties") situated in 72 Big Street, San Francisco, CA (hereinafter referred to as the "Client's Premise"). THEREFORE, the covenants and other mutual promises and agreements contained herein, the receipt and sufficiency of which are to be acknowledged hereby, the Parties agree to the terms and conditions as mentioned below. The following outlines the comprehensive scope of work for the provision of cleaning services by the Provider to the Client: a) General Cleaning Services: The Provider shall perform regular cleaning tasks to maintain the cleanliness and hygiene of the designated premises. This includes, but is not limited to, dusting, sweeping, mopping, vacuuming, and waste disposal in all designated areas. b) **Surface Cleaning:** The Provider shall clean and sanitize all surfaces, including countertops, desks, tables, windowsills, and other commonly used surfaces, ensuring a germ-free environment. c) **Restroom Sanitation:** The Provider shall thoroughly clean and sanitize restrooms, including toilets, sinks, mirrors, and fixtures. Restocking of essential supplies, such as soap, hand towels, and toilet paper, shall also be included. d) Floor Care: The Provider shall clean, vacuum, mop, and polish all types of flooring as appropriate, paying special attention to high-traffic areas and removing stains and spills. e) **Kitchen/Area Cleaning:** In areas with kitchen facilities, the Provider shall clean and sanitize countertops, appliances, sinks, and any communal eating areas, ensuring a clean and safe environment. f) **Dusting and Cobweb Removal:** Regular dusting of surfaces and removal of cobwebs from ceilings, corners, and high points shall be performed to maintain a

### **Notebook View**



#### **Table View**



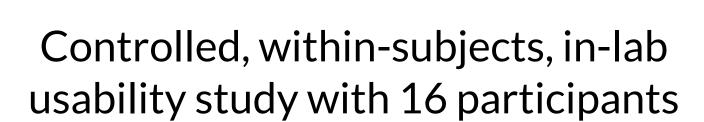
Drill down for details

Forage across documents

Analyze across collection

## User evaluation

How does Marco impact users in finding and making sense of information within collections of business documents?



Interview study with 7 knowledge workers across various business functions

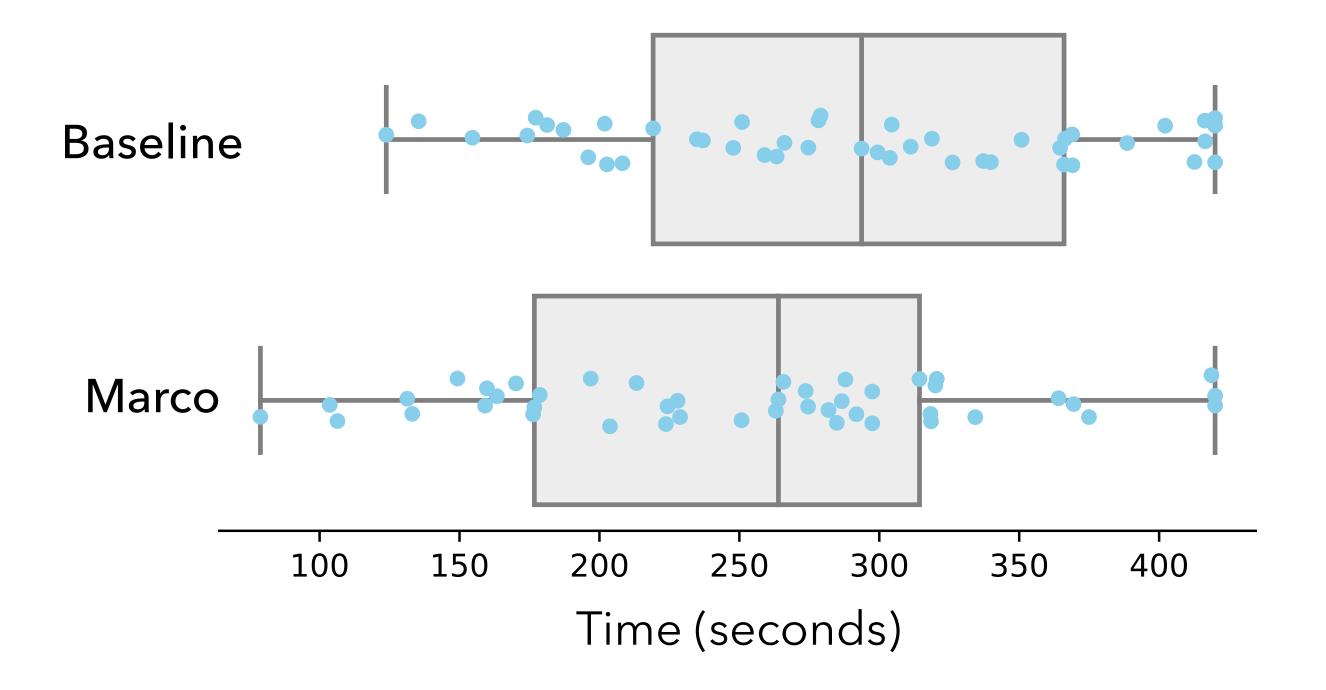


Office manager selecting cleaning service contracts

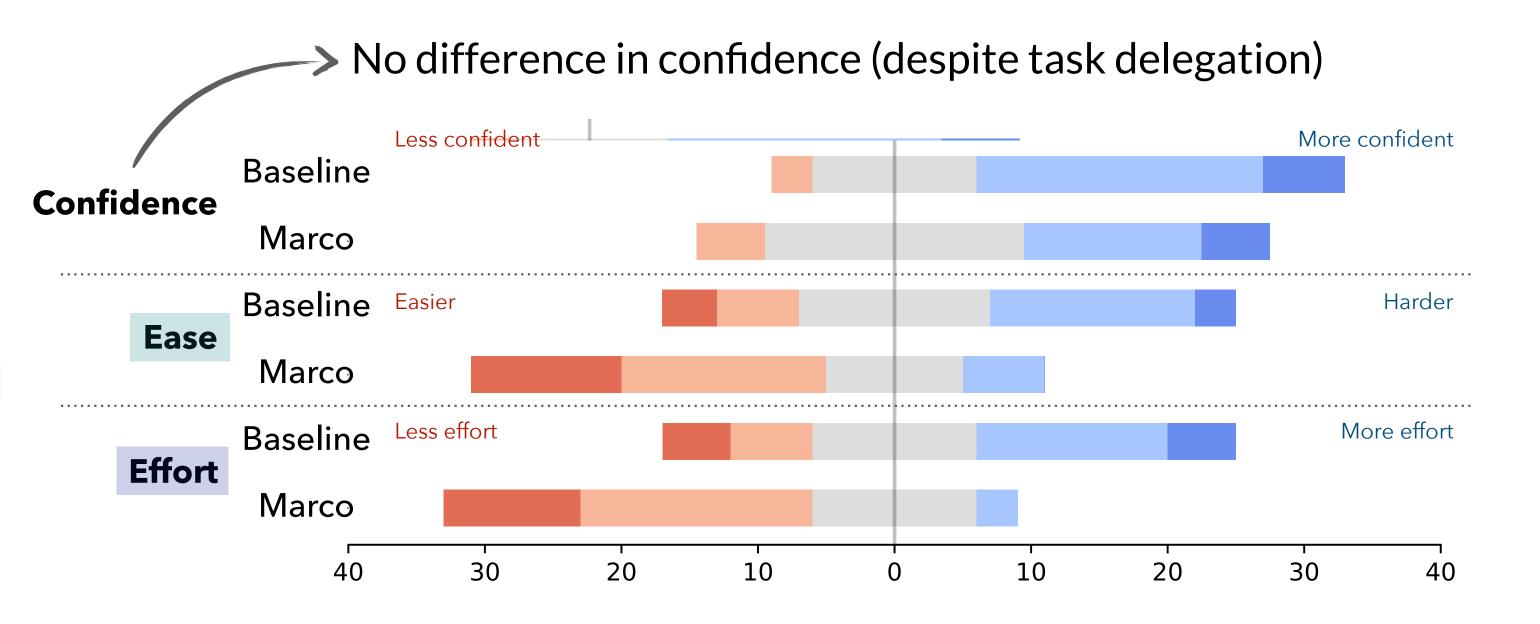
Hiring manager reviewing applicant resumes

Design probe with Marco applied to their own documents

Participants answered information seeking questions ~16% more quickly using Marco than the manual baseline.



Participants reported locating necessary information was **easier** and required **less effort** using Marco.



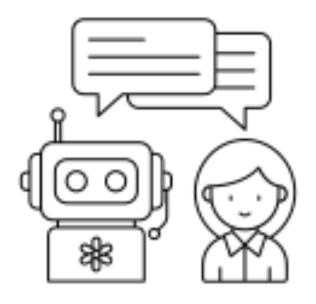
# Actions reflected and complemented participants' existing workflows.

"I love the fact that it's all documents, each document, a custom set of documents that you want ... where you could choose. That's really important because that's how people are working." Participants liked in-context highlights and evidence, which provided an explanation for how the AI arrived at its conclusion and allowed verification.

"This is perfectly transparent because it points us to exactly the language in the document and highlights it. The transparency is more so required whenever you're asking it to provide an analysis that may have some subjectivity to it."

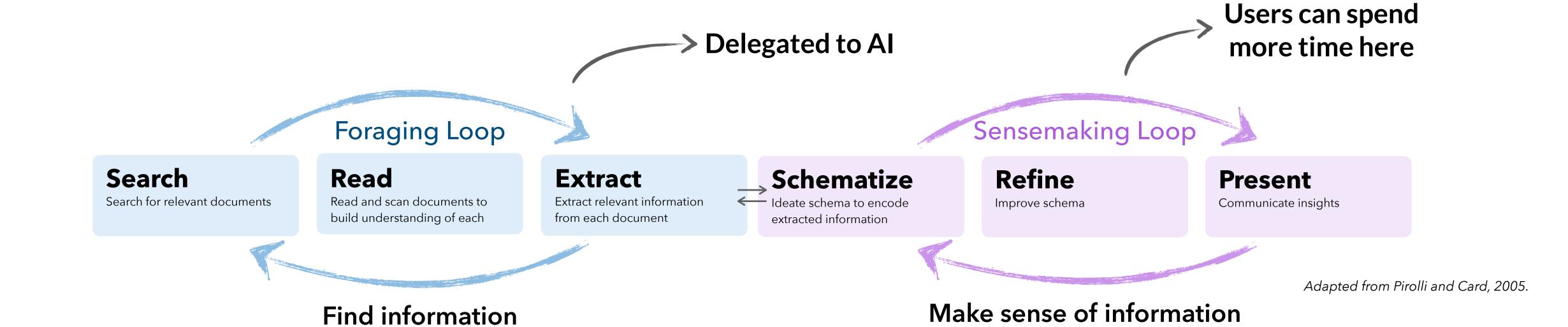
# Imperfect AI was viewed as useful, especially since the alternative is manual.

"Even if it's like not 100%, like even just catching stuff we might miss is valuable"



## Al viewed as coworker rather than replacement.

Designing collaborative human-LLM systems (for knowledge work) involves effectively communicating user goals, delegating tasks, and evaluating Al outputs.



By delegating foraging to AI, users can retain control, leverage task expertise, and focus on higher-level sensemaking.



## Verification is critical (in high-stakes contexts)

Supporting effective evaluation of Al outputs at scale is a new challenge.



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## Questions?

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University of Washington

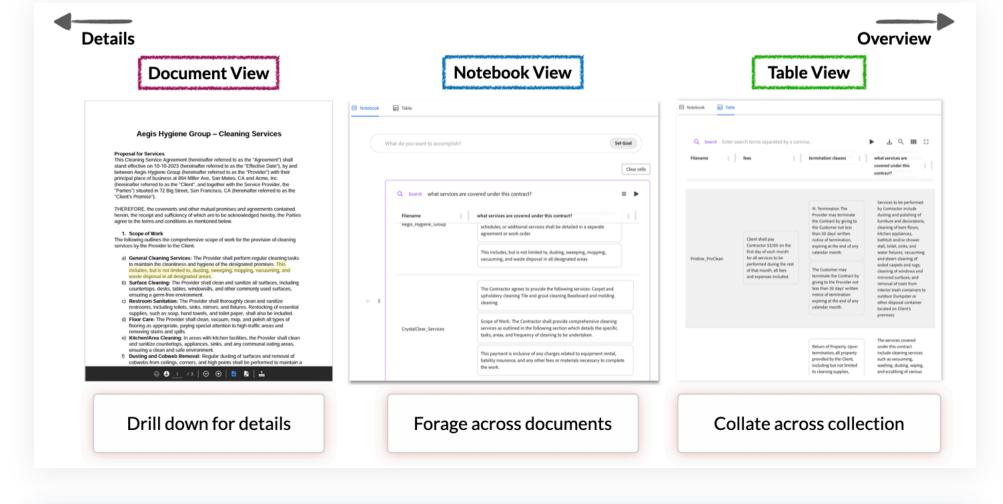
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Adobe Research









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