

Grupo FSM Chooses Esker for Invoice Automation in a Microsoft Dynamics NAV Environment

Capturing supplier invoices, sending electronic invoices and digitizing delivery notes for a more efficient and streamlined process

Madison, WI – October 17, 2012 – [Esker](#), a world leader in [document process automation solutions](#), has announced that its technology will be used by [Grupo Félix Santiago Melián](#) (FSM) for a centralized automated invoicing solution that will operate in a [Microsoft Dynamics NAV](#) environment and serve all group companies.

To promote how users of MS Dynamics solutions can leverage a [single platform](#) to automate multiple business processes, Esker will be exhibiting at Booth #340 in Seattle, WA, at the [AXUG Summit](#) (Oct. 17-19), [GPUG Summit](#) (Oct. 17-19) and [NAVUG Forum](#) (Oct. 16-18). Attendees will recognize the Esker booth by its puzzle theme and “All the Pieces, One Automated Platform” messaging.

Seeking a new solution

Prior to Esker, FSM received all of its supplier invoices via paper, half of which were for transactions between companies in the group, with a total volume of 2,300 per month. Of these, 95% were delivered in person. Additionally, the group manually processed around 750 customer invoices and 8,000 delivery notes per month, with an invoice date before the 5th of each month.

In order to streamline its document transaction process, FSM will integrate the Esker solution into the MS Dynamics NAV application environment. Supplier invoices will be captured with a workflow that involves two approval levels: 1) Sending electronic invoices and corresponding delivery notes to customers; and 2) Digitizing delivery notes to be sent with invoices and digitally archived.

“Considering the variety of businesses that FSM operates, it was crucial to automate the workflows that support financial management, such as our invoices and all related documents,” said Pedro Cubas, CFO of FSM. “Esker is a great partner for simplifying entire management processes and finding business efficiency points, which cuts costs and saves time. Now, our new paperless way of working allows us to be much more efficient in our day-to-day transactions.”

Supplier invoices

To better manage its supplier invoices, FSM expects the new solution to streamline its approval processes, reduce paper handling and errors, shorten payment cycles, and trim down administrative tasks. Simultaneously, it will free up office space, provide a single point of access for all documents, allow greater flexibility in searching for invoices, and lessen the likelihood of losing documents.

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To that end, the [Esker DeliveryWare](#) solution, which is integrated into the FSM management system, consists of four key functional units: reception and digitization, document capture and data extraction, data validation, and data and document loading.

Customer Invoices

The use of digitized invoices and digital signatures will allow FSM to send official customer invoices by email, meaning invoices can be sent and received faster. In addition, this will decrease the number of errors, lower costs, improve productivity by assigning more strategic tasks to employees, provide access to documents from a single point, and improve efficiency when searching for invoices.

With the Esker solution, invoices are generated within MS Dynamics NAV and then printed by a virtual printer that forwards them directly to Esker, where they are processed according to rules specific to invoice type. The information is then matched with delivery note information and grouped to be sent by email, with a digital signature and the FSM company seal, to the end customer.

About Grupo FSM

Founded in 1961 by Félix Santiago Melián, Grupo FSM operates in a wide range of industries, spanning real estate development and construction, agriculture, water desalination, the manufacture and sale of concrete and mortar, and the operation of service stations.

The companies belonging to the group include: Grupo Félix Santiago Melián, S.L, Félix Santiago Melián, S.L., Homicán, S.L., Costa Llano, S.L., and Conagricán, S.L. The group's four largest companies have 420 employees (266 in the largest company, Felix Santiago Melián), and annual sales are approximately €85 million.

About Esker

Esker is the worldwide leader in document process automation solutions. Addressing all types of business processes — from accounts payable and accounts receivable to sales order processing and procurement — Esker cloud computing solutions enable companies to automate the reception, processing and sending of any business document with one platform. Esker helps over 80,000 companies across the world to reduce the use of paper and eliminate manual processes while improving their productivity, efficiency and environmental impact.

With 36 million euros in sales revenue in 2011, Esker operates in North America, Europe and Asia Pacific with global headquarters in Lyon, France and U.S. headquarters in Madison, Wisconsin. Esker is listed on the NYSE Alternext in Paris (Code ISIN FR0000035818). For more information, visit www.esker.com. Follow Esker on Twitter at twitter.com/eskerinc and join the conversation on the Esker blog at www.quitpaper.com.

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