

## Esker Implements Procure-to-Pay Solutions for Global Leader in Dialysis Services and Products

**Madison, WI – October 11, 2011** – Esker, the leader in document process automation solutions, today announced that Fresenius Medical Care, the world’s largest provider of products and services for individuals undergoing renal dialysis, has selected Esker to streamline and automate their existing procure-to-pay operations.

As a provider to hundreds of NHS/HSE hospitals across England and the Republic of Ireland, the procurement department at Fresenius Medical Care generated a vast amount of paperwork. However, its traditional procure-to-pay process had no over-arching structure in place, which led to lack of control, limited coordination and visibility between departments, and lost time and resources by chasing paper.

It became clear that Fresenius Medical Care needed an automated procure-to-pay solution, which would streamline its existing operation by simplifying the decision to purchase, justifying the choice of supplier, approving the purchase, and allow any authorized user to access the system at any point or time. The finance team at Fresenius Medical Care researched the market to source a partner with proven SAP experience, with whom it could form a long-term relationship as its business diversified and underwent further expansion.

As a market leader in document process automation, Fresenius implemented Esker, an innovative procure-to-pay solution that went on to increase visibility, improve efficiency and result in significant cost savings. “Fresenius Medical Care initially came across Esker via an internet search for a company with SAP expertise,” said Richard Shipley, Finance Director at Fresenius Medical Care. “We met with Esker’s account manager to discuss the possibility of creating a purchase order to purchase payment solution. We felt confident that they understood our requirements and had both the levels of experience and expertise required to turn our vision into a reality.”

The new Esker solution has optimized the process of entering vendor invoices and getting approvals, and has significantly reduced vendor invoice processing time and errors. “The Esker solution allows for exponential growth in business without additional resources and will add value as the business expands,” added Richard. “We are currently talking to Esker about our Sales Order Processing and methods of incorporating expenses on to our existing system.”

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Commenting on the benefits of an AP solution for a business like Fresenius Medical Care, Emmanuel Olivier, Chief Operating Officer at Esker, said, “For many organizations, the lack of a process automation strategy and visibility into the procure-to-pay cycle can have a major impact on the bottom line. Automating procure-to-pay document processes delivers business advantages through increased efficiency and cost control, and gives companies like Fresenius Medical Care a competitive advantage by tightening integration and collaboration with vendors.”

### About Fresenius Medical Care

Fresenius Medical Care (NYSE: FMS) is the world’s leading company devoted to patient-oriented renal therapy. Through over 2,700 clinics kidney dialysis clinics in North America, Europe, Latin America, Asia-Pacific and Africa, we provide 32 million life-saving dialysis treatments to more than 215,000 patients worldwide. We are also the world’s pre-eminent provider of dialysis products such as hemodialysis machines, dialyzers and related disposable products. Chronic kidney failure is a condition that affects about 2 million individuals worldwide. Fresenius Medical Care’s 2010 revenues exceeded \$12 billion.

### 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 33 million euros in sales revenue in 2010, 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](http://www.esker.com). Follow Esker on Twitter at [twitter.com/eskerinc](https://twitter.com/eskerinc) and join the conversation on the Esker blog at [www.quitpaper.com](http://www.quitpaper.com).

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