

Pentair, Inc. Expands Use of Esker DeliveryWare to Automate AP and Sales Order Processing

Madison, WI – March 19, 2012 – Esker, the leader in document process automation solutions, today announced that Pentair, Inc., a leading global provider of water movement, treatment and storage products and systems, has deployed Esker DeliveryWare to automate the processing of supplier invoices and sales orders into its SAP® system. These new solutions build on the success of Pentair’s implementation of Esker DeliveryWare to automate delivery of purchase orders and other documents out of its SAP system using the Fax on Demand cloud service from Esker.

After first implementing Esker DeliveryWare several years ago to address recurring problems with the aging fax server system it was using for outbound delivery of supply chain documents and marketing communications, Pentair has leveraged Esker DeliveryWare to automate processing of inbound accounts payable and sales order documents. As a result, the company has seen significant gains in productivity, visibility and overall process improvement.

Automation of supplier invoice processing followed Pentair’s introduction of a shared services model for accounts payable. With an increasing volume of invoices coming into the center via email, paper mail and fax, supplier payment times got pushed back and suppliers called to ask about their invoices. “We had a lot of paper getting pushed around for approvals,” said Dan Hughes, Manager of Business Technology – Financial Applications at Pentair. “All the time and effort of that paper workflow was the key driver for us to automate and gain visibility into the process.” Esker DeliveryWare has positioned Pentair to meet its objectives for AP shared services. “The Esker technology puts us in place to be able to realize the benefits of what we want to do with shared services in terms of opening up the door with bandwidth for us to take on more of the business, and to gain automation synergies,” said Hughes.

With sales orders coming into 8 fax machines from 20 different fax numbers, “At any given time we had about one-quarter of the order entry team roaming the room trying to find orders to answer customer inquiries,” said John Bartleson, Director of Customer Advocacy at Pentair. “We wanted to get rid of the paper and improve the process.” Converting hard-copy documents into scanned images for archiving was another element of the process. “We had a separate data storage of the documents, so there was a fair amount of scanning required every day,” said Bartleson. Now, Pentair staff can see the image of the order immediately and do not have to get up from their desks to chase down orders or wait a day for an order to be scanned in. Noting that Pentair staff is more productive, Bartleson sees a better level of customer service as the real value of these gains. “Our people now have the ability to provide quicker answers,” he said. “One of our mottos is ‘one call, one answer’ and the Esker solution contributes to that.”

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By automating accounts payable and sales order processing with the Esker solution, Pentair has been able to:

- Get document images into the SAP system 24 hours faster than before
- Eliminate at least 2 hours of scanning per day
- Gain visibility to find orders in the electronic queue
- Reduce invoice processing time
- Eliminate the need to add headcount for document processing

In delivering these benefits, the Esker solution enabled Pentair to implement in phases and get quick, tangible wins for the business. “Our approach is to add value incrementally, and that’s what we did with Esker,” said Bartleson.

About Pentair, Inc.

Pentair (www.pentair.com) is a global diversified industrial company headquartered in Minneapolis, Minnesota. Its Water Group is a global leader in providing innovative products and systems used worldwide in the movement, treatment, storage and enjoyment of water. Pentair's Technical Products Group is a leader in the global enclosures and thermal management markets, designing and manufacturing thermal management products and standard, modified, and custom enclosures that protect sensitive electronics and the people that use them. With 2010 revenues of \$3.0 billion, Pentair employs over 14,000 people worldwide.

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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