

## Aearo Technologies Chooses Esker to Enhance Document Delivery with SAP Solutions

*Esker DeliveryWare automates customer correspondence directly into and out of SAP*

**Madison, WI, August 7, 2006** – Esker, the leader in business document delivery solutions, announced today that Aearo Technologies has selected Esker DeliveryWare to deliver outbound documents via fax and email directly from SAP. Aearo Technologies manufactures and sells technologically advanced hearing protection devices, communication headsets, non-prescription and prescription safety eyewear, face shields, reusable and disposable respirators, fall protection equipment and hard hats through industrial distributors, as well as into the consumer, military and construction channels, and directly to industrial companies. Aearo Technologies has also implemented Esker DeliveryWare to automate desktop fax communication capabilities with their email system (Novell GroupWise).

Esker DeliveryWare provides a single platform for automating the flow of business transaction documents directly into and out of ERP systems and other enterprise applications, eliminating manual order entry and physical document handling to save time, reduce costs, and improve accuracy. Using SAP-certified technology, Esker DeliveryWare allows end users to send and receive documents directly from and into SAP systems, including the most commonly used business documents such as purchase orders, sales invoices, and account statements.

Prior to implementation, Aearo Technologies was using a basic solution to send faxes through SAP. But as technology evolved, customers expected to receive business documents such as invoices, order confirmations, and advance ship notice via email. As a result, Aearo Technologies employees needed to increase its document delivery functionalities to meet its customers' expectations. Aearo Technologies sought a solution that would provide options for multi-channel delivery with SAP, as well as the continued flexibility and scalability to meet new customer demands in the future.

“Today we need more than just fax to communicate with our customers,” said Roman Rozman, Senior Director of Information Technology. “We wanted a solution that would give us the competitive advantage to build and enhance functionalities, increase productivity and reduce costs. Immediately after we took a look at Esker DeliveryWare we knew everything we needed was there, right out of the box.”

Aearo Technologies can now automatically send documents within SAP via fax and email. Managing a volume of about 30,000 documents a month, across customer service and finance departments, Esker DeliveryWare has allowed employees to spend more time completing critical work rather than mundane administrative tasks. Aearo Technologies also has the ability to customize new delivery rules to adapt and adjust to unexpected demands.

(more)

“Esker DeliveryWare is a robust product that has allowed us to be successful in a very short period of time,” said Jim Griggs, Systems Group Leader in the Information Technology Department. “Its seamless integration with SAP from the very beginning has encouraged us to continue to look for new ways we can leverage the technology. We recognize there is much more we can do together in the future and we are looking to automate inbound document processing and physical mail processing next.”

“Aearo Technologies greatly values its customers, and has recognized the opportunity to implement technology that would not only satisfy new preferences immediately, but also anticipate requests down the road,” said Mike Wenzel, Esker Vice President of Sales, Americas. “This foresight leads to greater customer satisfaction. Esker DeliveryWare also improves the experience for an organization’s own end-users. By keeping documents electronic, manual processes are eliminated. Employees can allot more time for tasks that are productive and profitable.”

### **About Aearo Technologies**

Headquartered in Indianapolis, Ind., Aearo Technologies ([www.aearo.com](http://www.aearo.com)) is a global leader in the personal protection equipment industry. The company manufactures and sells technologically advanced hearing protection devices, communication headsets, non-prescription and prescription safety eyewear, face shields, reusable and disposable respirators, fall protection equipment and hard hats. Through its Specialty Composites business, Aearo Technologies is a leader in the energy absorbing composites industry. The company provides engineered system solutions utilizing a wide array of proprietary materials to control excess noise, vibration and thermal energy. These products are marketed under the brand name E-A-R® Specialty Composites. Aearo Technologies’ products are sold in more than 70 countries.

### **About Esker**

Esker is a recognized leader in helping organizations streamline manual, paper-intensive processes and reduce the use of paper by automating the flow of documents into, within and outside the organization. With patented document delivery automation software (Esker DeliveryWare) and hosted document delivery services (FlyDoc), Esker offers a total solution to automate every phase and every type of business information exchange. Customers gain significant and immediate operational efficiencies, cost savings and measurable ROI in as little as three to six months. Founded in 1985, Esker operates globally and has over 80,000 customers and millions of licensed users worldwide. Esker has global headquarters in Lyon, France and U.S. headquarters in Madison, Wisconsin. For more information, visit [www.esker.com](http://www.esker.com) or [www.flydoc.com](http://www.flydoc.com).

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