

City of Charlottesville Chooses Esker to Streamline and Centralize Vendor Management

Esker DeliveryWare helps automate delivery of transactional documents to and from SAP

Madison, WI July 24, 2006 – Esker, the leader in business document delivery solutions, announced today that its Esker DeliveryWare technology has been selected by the City of Charlottesville, Virginia to deliver outbound documents via fax and email directly from SAP. Charlottesville has a population of approximately 40,000 residents and is served by over 900 city employees. Its information technology team provides all network services for all of the city government's business units.

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.

After implementing an SAP financial system in 2005, the City of Charlottesville sought a method of controlling the flow of incoming and outgoing invoices and payment records, while still being able to accommodate vendors' delivery preferences. With each department in the city responsible for its own contracts and personnel, and with several vendor interaction mechanisms in use, there was a real potential of decentralizing the purchasing function for the city, a scenario the team had been working to avoid.

“At first, we couldn't seem to find one system that did it all. We even considered building a custom solution in-house, but we were told that Esker DeliveryWare works with SAP natively,” noted the IT Operations Manager for the City of Charlottesville. “Plus, the company's an SAP Software Partner, so it quickly became a no-brainer – everybody pointed at Esker.”

“Esker was fantastic to work with – they provided a great training process and having the complete team in one place really helped keep things in line,” he added. “And Esker DeliveryWare was very painless and seamless to implement – it took us right where we wanted to go.”

“Charlottesville was faced with the problem of tying together systems to keep its purchasing function centralized, while ensuring that everyone on the financial team used the same methodology,” said Mike Wenzel, Esker Vice President of Sales, Americas. “By keeping documents electronic, Esker DeliveryWare eliminates time intensive, manual processes. Now, Charlottesville's financial team can send and receive common business documents such as purchase orders, sales invoices, and account statements directly from and into SAP systems.”

(more)

About City of Charlottesville

The City of Charlottesville is nestled at the foothills of the Blue Ridge Mountains in western central Virginia. Home to a population of over 40,000 residents with a metropolitan population nearing 200,000, the City has earned a reputation as being one of the most livable places in the country. In 2004 the City was given the distinction by **Frommer's Cities Ranked and Rated 2004** as the **Best Place to Live in America**, and for four years in a row, Charlottesville has been listed among Money Magazine's 100 Best Places to Live. A city deep in historic value, the area has raised three Presidents and is the home of the University of Virginia founded by Thomas Jefferson in 1825. With a growing enrollment of nearly 20,000, the University is now consistently listed as one of the top five public universities in the country.

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 or www.flydoc.com.

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