

## Electronics Industry Giant Selects Esker to Automate SAP® Inbound Sales Order Management

**Madison, WI – July 14, 2008** – Esker, the leader in document process automation solutions, announced today that it has signed a USD\$1M enterprise agreement to implement Esker DeliveryWare for a Fortune 50 electronics manufacturer, enabling the company to automate the delivery of sales order documents into its SAP system.

“We are thrilled to be selected as the provider of document process automation solutions for such a significant international player. Esker DeliveryWare will enable faster information exchange among its business partners and customers, eliminate bottlenecks caused by manual entry for SAP applications, create a shorter and more streamlined sales process and decrease the time to cash by sending and receiving information faster and more accurately,” said Jean-Michel Berard, President and CEO of Esker. “We’re very proud to add this company to our roster of international SAP customers working with us to automate order processing, including Whirlpool, MEDRAD and Novar ED&S.”

Esker offers end-to-end document process automation software solutions and web services that enable organizations to receive and send business-critical documents, regardless of source or format, directly into and out of enterprise applications, such as those from SAP AG.

The customer will implement Esker DeliveryWare to streamline its current manual processing of more than one million sales orders annually in South Asia Pacific. With Esker DeliveryWare, these inbound orders will be processed automatically, eliminating the need to manually print and distribute. This automation will significantly reduce the use of millions of pieces of printed paper, as well as the time spent manually printing, sorting, approving, and posting each sales order into the SAP application. By automating inbound order processing, the customer is able to respond rapidly to every order placed and achieve a higher level of customer satisfaction and internal efficiency.

The new customer’s emphasis on process improvement around customer interaction in emerging markets indicates continued IT growth in Asia/Pacific, Latin America, the Middle East and Africa, and Eastern Europe. Recent research has shown that by 2011, IT spending for Asia/Pacific will reach \$590 billion, up from \$447

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billion in 2007.<sup>i</sup> Currently, the Asia/Pacific market makes up 40% of the world's population and 21% of global GDP.<sup>ii</sup>

By implementing Esker DeliveryWare on a global scale, the company will unify its approach to order management, speed the order-to-cash cycle, increase customer satisfaction and improve the company's overall cash flow.

Esker DeliveryWare 4.0 – Esker's Document Process Automation solution – recently achieved SAP Certified Integration for SAP's new enterprise service-oriented architecture-based (enterprise SOA) interface, thus achieving "Powered by SAP NetWeaver®" status. Esker is among the first few vendors to complete certification for this new interface, demonstrating and broadening its support of its Document Process Automation solutions for customers using SAP solutions worldwide.

### About Esker

Esker is a recognized leader in helping organizations eliminate manual processes, gain process visibility and control, and reduce the use of paper by automating the flow of documents into, within and out of the organization. With patented document delivery automation software and hosted document delivery services, Esker offers a total solution to automate every phase and every type of business information exchange. Customers achieve significant and immediate operational efficiencies, cost savings and measurable ROI in as little as three to six months. Founded in 1985, Esker operates globally with more than 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).

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<sup>i</sup> Luis Anavitarte. Gartner, Market Trends: Top 2008 Recommendations to IT Vendors in Emerging Regions, January 2008

<sup>ii</sup> Jonathan Browne, Forrester, The State Of Asia Pacific Enterprise Technology Adoption: 2008, May 2008