



Extending the Reach of Information

Esker/Dolphin Partnership

PRESS RELEASE

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Esker Dives into SAP® Solution-based Document Management Products and Services with Dolphin

Esker adds Dolphin IT-Project and Consulting Corporation as certified partner to improve document delivery capabilities for customers using SAP solutions

BOSTON – September 27, 2005—Esker Software, the leading provider of intelligently automated document delivery solutions and services and an SAP® Software Partner, today named as a certified partner Dolphin IT-Project and Consulting Corporation, a leading integrator of SAP solution-based content management products and services. The Esker-Dolphin partnership expands the reach of Esker DeliveryWare to Dolphin's customers in need of automating document delivery from SAP solutions to external partners, and from external document sources like incoming faxes, e-mails, and legacy systems into an SAP solution-based content management and archiving framework. This combination of Esker DeliveryWare and Dolphin's content management solutions will deliver a streamlined business process for exchanging and managing all SAP solution-based produced/consumed business documents and legacy data.

Esker DeliveryWare is a comprehensive electronic document management platform that automates information delivery to and from enterprise applications while improving processing speed and accuracy.

One of the joint solutions of the Esker-Dolphin partnership is a unique legacy data archiving solution for customers using SAP solutions. As an Esker certified partner, Dolphin will offer the Esker DeliveryWare platform to SAP customers who have large volumes of data in legacy applications. Documents and data from these legacy applications will be directed to Esker DeliveryWare. Once the data is accepted and assembled for delivery by Esker DeliveryWare, it will be transformed, indexed and processed by the Esker DeliveryWare Rules Engine predefined for the legacy application. In the final step, documents will be passed to Dolphin's legacy archiving framework for long-term secured storage in the SAP

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ArchiveLink™ software. Users will be able to search legacy data right from within the familiar SAP solution-based environment with options such as combined SAP solution and legacy search.

In addition, Esker DeliveryWare provides multi-channel output document delivery capabilities for Dolphin's customers using SAP solutions and provides the functionalities for electronic inbound processing of information such as purchase orders and sales invoices.

Jeffrey Tunkel is the application architect for SAP document management solutions at Air Products and Chemicals, Inc. "Automation of the purchase order (PO) transmittal process is an important part of our upcoming SAP Go-Live for our engineering and discrete manufacturing divisions," remarks Tunkel. "In reviewing software to manage the high volume of PO transactions, I envisioned that the synergy between Esker and Dolphin, both leaders in document automation, would provide us with a powerful solution for SAP output management. As a result of the collaboration of Esker and Dolphin to develop the customized solution with our in-house SAP development staff, we expect to streamline our global procurement work process, making Esker DeliveryWare more than just 'cool tool of the year' at Air Products."

"Dolphin's expertise with content management solutions based on SAP solutions will enhance our document delivery solutions to provide customers the ability to access older data from legacy applications and then centralize and store the information directly into SAP applications," said Jon Schmidt, Director of Channel Sales, Americas, at Esker Software. "The ability to capture and store this data in SAP ArchiveLink is a great example of extending the reach of Esker DeliveryWare to further leverage the investments of customers in SAP solutions."

"Combining Esker DeliveryWare with our currently used SAP solutions has allowed us to fill an important gap in our content management offerings - from output management for SAP solution data and documents to inbound processing and delivery of this information," said Vishal Awasthi, Director of Application Integration practice at Dolphin IT-Project and Consulting Corporation. "Business process improvements resulting from these solutions will further optimize SAP applications and enhance our customers' returns on their investments in SAP solutions."

Esker, an SAP Software Partner, is showcasing the combination of Esker DeliveryWare and Dolphin's content management solution in booth #24 at SAP TechEd '05 Boston, the largest SAP educational event. SAP TechEd is being held September 27-29 at the Boston Convention & Exhibition Center.

About Esker Software

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

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delivery services (**Esker on Demand**), 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 70,000 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.eskerondemand.com.

About Dolphin IT-Project and Consulting Corporation

Founded in 1995 Dolphin IT-Project and Consulting Corporation is rich in IT-heritage and is a long-time SAP solution provider with the focus to provide high-quality solutions, add-ons and consulting services around content management solutions for SAP applications. These solutions include Data and Document Archiving, Imaging, Workflow, DART, and Content Management. Dolphin offers turnkey, scalable solutions using the best technology for use with SAP solutions. Extensive expertise with SAP solutions and established partnerships with Esker, EMC, IBM, and others, allow Dolphin to propose complete solutions for imaging, archiving, and content management needs. Additionally, Dolphin is a North American PBS archive add on™ provider that provides full support and maintenance.

The economic efficiency and effectiveness of Dolphin's projects are ensured through the tight focus on project management. By providing project planning, project organization and team leadership, customers are assured that emphasis is being placed on efficient project control. Dolphin's methodology has been optimized through experience of more than 100 data and document archiving implementations across multiple industries and for companies of varying size, and focuses on the individual features of each project.

About Air Products

Air Products (NYSE:APD) serves customers in technology, energy, healthcare and industrial markets worldwide with a unique portfolio of products, services and solutions, providing atmospheric gases, process and specialty gases, performance materials and chemical intermediates. Founded in 1940, Air Products has built leading positions in key growth markets such as semiconductor materials, refinery hydrogen, home healthcare services, natural gas liquefaction, and advanced coatings and adhesives. The company is recognized for its innovative culture, operational excellence and commitment to safety and the environment and is listed in the Dow Jones Sustainability and FTSE4Good Indices. The company has annual revenues of \$7.4 billion, operations in over 30 countries, and nearly 20,000 employees around the globe. For more information, visit www.airproducts.com.

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