

## Esker Highlights Financial Benefits of Quitting Paper at SAPHIRE<sup>®</sup> 2009 and the ASUG Annual Conference

*Document process automation leader showcases on-premise and SaaS solutions leveraging its platform certified for integration with SAP<sup>®</sup> solutions that has helped businesses save millions of pages of paper*

**Madison, WI and Orlando, FL – May 12, 2009** – Esker, the leader in document process automation solutions and an SAP<sup>®</sup> software solution partner, today announced its participation as a Diamond-level exhibitor at SAPHIRE<sup>®</sup> 2009 Orlando and the ASUG Annual Conference, May 11–14 at the Orange County Convention Center in Orlando, Florida. As in recent years, these co-located events bring together SAP customers from around the world for customer-driven education, expert insights, peer exchange, and SAP engagement.

Esker will demonstrate solutions for automation of accounts payable management, sales order management, customer billing and procurement, along with its ROI calculation model, at booth 319. In addition, Emmanuel Olivier, Worldwide COO of Esker, will present an SAP<sup>®</sup> Partner Track session titled *Automated Accounts Payable and Sales Order Processing: Paper Out, Visibility In* on Wednesday, May 13 at 1:15 p.m. in the Discrete Manufacturing Industries Village. The presentation will include case study examples of results achieved by SAP customers who have implemented Esker solutions to automate vendor invoice and customer order processing.

As evidence of the savings it can offer, Esker points to a new commissioned Total Economic Impact<sup>™</sup> study conducted by Forrester Consulting on behalf of Esker. The study examines Esker DeliveryWare deployment by a \$20 billion multinational manufacturer to integrate automated sales order processing with the company's SAP solution. It found that the implementation achieved annual labor cost savings of \$5 million over three years in addition to cost savings as a result of consuming less paper and reducing off-site document storage. Recent results achieved by SAP customers using Esker solutions also include:

- Century Furniture LLC — reduced paper costs by 99% and eliminated manual archiving
- Kimball International — supported 20% growth with no increase in staff
- Visy Industries — reduced late payments by a minimum of 5 days

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“Even in a down economy, businesses running SAP solutions are actively pursuing tools to automate document processing,” said Steve Smith, U.S. Chief Operating Officer at Esker. “For many companies the value of quitting paper is higher now than ever before because the efficiencies they gain have a direct impact on critical success factors like cash conversion speed and credit rating. And with the SaaS solutions we have available, companies can realize ROI even faster since there’s no up-front investment.”

Esker offers customers the cost reduction and cash flow advantages of automated document processing either as an on-premise solution or as on-demand services. Esker DeliveryWare information and resources, including certification details, are available from the SAP EcoHub solution marketplace at <https://ecohub.sdn.sap.com/irj/ecohub/solutions/deliveryware>. Esker on Demand services are the result of applying the Software as a Service (SaaS) model to Esker DeliveryWare capabilities to make automation benefits easily accessible and quickly deployable.

### 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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**Corporate Contact:** Renee Thomas, Esker, Inc. – Tel: 608.828.6140 ▪ Email: [renee.thomas@esker.com](mailto:renee.thomas@esker.com)

**Investor Relations Contact:** Emmanuel Olivier, Esker S.A. – Tel: 33 (0)4 72 83 46 46 ▪ Email: [olivier@esker.fr](mailto:olivier@esker.fr)

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