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## Two Esker Executives Named Salesforce.com "Heroes"

*Esker Software VP of Americas Sales Michael J. Wenzel and Director of IT Nicolas Bragard awarded accolades for innovation from CRM leader*

**DREAMFORCE '05, SAN FRANCISCO, CA – September 13, 2005** – Two executives from Esker Software, the leading provider of automated document delivery solutions and services, were honored today as "Customer Heroes" by salesforce.com at the CRM leader's annual user and developer conference. Salesforce.com recognized Esker vice president for Americas sales, Mike Wenzel and its director of IT Nicolas Bragard, for their innovative use of the salesforce.com offering and contribution to development of best practices for customer relationship management.

The Customer Hero designation was given to approximately 200 of salesforce.com's 308,000-strong subscriber base to highlight innovative customers and recognize them for the CRM Best Practices they have implemented to inspire and motivate the salesforce.com user community.

Wenzel, who heads up Americas sales for Esker, was recognized as a Customer Hero for his efforts in the development and sharing of best practices for sales productivity and customer relationship management. Wenzel was a major driver of Esker's move to Salesforce and has been especially influential in promoting the worldwide adoption and maximization of the technology within its sales teams worldwide.

"We are proud to join salesforce.com in recognizing Mike as a true innovator when it comes to developing best practices for the sales process," said Emmanuel Olivier, Chief Operating Officer for Esker. "Not only has Mike's leadership resulted in the improved performance and processes surrounding our own sales program, but his efforts to share learnings have also helped the industry on the whole make the most out of Salesforce."

(more)

As top IT executive for Esker, Bragard has been instrumental since Esker's 2003 implementation of Salesforce across its worldwide sales teams in leading integration projects that extended the functionality of both Esker systems and of Salesforce itself. In working closely with salesforce.com, Bragard helped build the foundation for what has become a closer strategic relationship between the two companies. Esker announced yesterday, its offering for the CRM leader's AppExchange, called Esker on Demand for AppExchange, which is a solution that enables users to seamlessly communicate with customers and prospects via fax, email, SMS and even postal mail, directly from Salesforce.

"We have come to count on Nicolas as someone who finds ways to creatively apply technology in order to help our customers achieve competitive advantage," said Esker CEO Jean-Michel Berard. "The recognition of Nicolas as a Customer Hero is well-deserved, as his technological leadership has been critical to both how we use Salesforce as well as to enabling the close partnership we've developed with the CRM leader."

Esker is available for comment and demonstrations of its product in booth #913 at Dreamforce, held at the Moscone Center this week.

#### **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 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](http://www.esker.com) or [www.eskerondemand.com](http://www.eskerondemand.com).

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