



*Extending the Reach of Information*

Esker Records New Partnership with RPM

## **PRESS RELEASE**

Corporate Contact:  
Renee Thomas  
Esker, Inc.  
renee.thomas@esker.com  
608-828-6140  
<http://www.esker.com>

Investor Relations Contact:  
Emmanuel Olivier  
Esker S.A.  
olivier@esker.fr  
+33 (0)4 72 83 46 46  
<http://www.esker.com>

## **Esker Records New Partnership with RPM**

*Record Preservation & Management Company to deliver benefits of Esker document automation offerings to Bay Area SMBs as Certified Partner*

**Madison, WI, January 17, 2006**—Esker Software, a leading provider of intelligently automated document delivery solutions and services, today named as a certified partner Record Preservation & Management Company (RPM), a premier service provider of business records management, storage, destruction, and process consulting in the Bay Area. The relationship expands Esker's distribution channel for companies in Northern California seeking more efficient methods of storing and managing business documents. Esker's platform DeliveryWare, when combined with RPM's experience in record management delivers the power of document process automation without requiring a major overhaul of existing systems.

As an Esker Certified Partner, RPM will offer Esker DeliveryWare, a comprehensive electronic document management platform that automates information delivery quickly and accurately, to and from enterprise applications. By keeping their documents electronic, instead of storing physical records, RPM's customers are able to achieve significant cost and time savings through the use of DeliveryWare to scan, archive and retrieve electronic documents. In addition, there is a broad range of other opportunities for process improvement that Esker DeliveryWare can provide through the automation of mailing, faxing, emailing and printing tasks. In all, businesses are able to use DeliveryWare to reduce costs, increase productivity, and streamline business processes and the IT infrastructure.

RPM works with small and medium-sized businesses, as well as global organizations that are required to collect and retain large amounts of paper documents. These include organizations in the healthcare, legal, architecture, accounting and real estate markets. RPM realized, as boxes of paper began to pile up, that more and more of its customers were facing paper flow issues.

(more)

“Our goal was to create an electronic management system that would eliminate the cumbersome and time consuming tasks of archiving and retrieving physical business documents. After three years of extensive research and even an attempt to customize a solution, we decided Esker DeliveryWare was clearly the best option,” said Dennis Thompkins, President & CEO of RPM. “Not only does Esker DeliveryWare allow our customers to automatically scan, store and retrieve documents, but it’s also a universal offering that can be applied elsewhere within their organizations to improve other business processes. Being able to offer to our customers such a robust solution provides an obvious advantage over our competitors.”

“We think this partnership is particularly significant because it shows that even those whose businesses have relied in the past on physical record preservation are recognizing the value of keeping documents electronic within their organizations,” said Jon Schmidt, Director of Channel Sales, Americas, at Esker. “Together, Esker and RPM have illuminated a path for companies seeking to comply with regulations that doesn’t involve transporting boxes, slow retrieval or sacrificing office space.”

#### **About Record Preservation & Management Company**

Record Preservation & Management (RPM) is privately owned and operated. RPM is the premier service provider of business records management, storage, destruction, and process consulting providing exceptional personalized service, exacting attention to detail, and cost efficiency for clients. In addition, RPM provides a full range of data and document management solutions to keep irreplaceable documents and other informational assets safe, secure, and quickly retrievable. RPM also provides consulting services to enhance the storage and retrieval processes for in-house records program. For more information, visit [www.rpmco.biz](http://www.rpmco.biz)

#### **About Esker Software**

Esker is a recognized leader in helping organizations streamline manual, paper-intensive process 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)

###