

## Esker Demonstrates Solutions for Paper-Free Processes at SAP® TechEd 2009 Phoenix

*Document process automation leader highlights new packages for accounts receivable and sales order management to improve order-to-cash performance*

**Phoenix, Ariz. – October 13, 2009** – Esker, the leader in document process automation solutions, today announced its participation at SAP's premier educational event, SAP® TechEd 2009 Phoenix, taking place this week at the Phoenix Convention Center. At booth #307, Esker will demonstrate Software as a Service (SaaS) and server-based solutions proven to deliver cost savings and efficiency gains by eliminating manual processes within sales order management, customer billing, procurement and accounts payable.

Featured at this year's Esker booth will be newly released Esker on Demand packaged solutions for electronic accounts receivable invoice processing, including digital signature and certificate capabilities for compliance with European e-invoicing requirements, along with packages for automated sales order processing to be released later this year. These solutions follow the release of packages for accounts payable management earlier this year. For companies that want to reduce paper use in document management processes at low cost and low risk, each Esker package is offered at a fixed cost and is designed to provide all of the elements necessary for quick deployment and rapid ROI. These solutions combine technology with expertise to help organizations gain significant and immediate operational efficiencies as a result of quitting paper.

According to Catherine Dupuy, senior product manager at Esker, "These new offerings are another reinforcement of Esker's presence in the SAP ecosystem. We created the pre-packaged SaaS solutions to meet the needs of small and medium businesses for whom a large on-premise solution is not practical, as well as larger companies that want to optimize process efficiency but do not want more software to maintain."

In 2009 Esker has shared its automation expertise through an ongoing series of order-to-cash seminar events co-sponsored by SAP America, Inc. Each event features participation by Esker customers who present overviews of their order-to-cash automation project execution and outcomes. Highlights of results reported by Esker customers include:

- Two days DSO reduction, representing \$230,137 annual savings
- Nearly 50% reduction of cost per invoice
- \$1,252,402 total annual savings
- 99% reduction of paper costs
- 100% reduction of manual archiving costs

(continued)

“SAP TechEd is the ideal forum for us to show the functional capabilities of automated document processing that bring immediate additional value to businesses’ investments in SAP solutions,” said Steve Smith, U.S. chief operating officer at Esker. “With the economic situation that companies are continuing to deal with, we’re seeing that automation has never been more valuable. Every order and invoice counts, businesses need to make sure they are performing at the highest level, and the only way to do that is to get rid of the paper that slows down processes. We’re able to offer companies a platform to automate all of their order-to-cash or procure-to-pay document processing, and they can choose how to leverage it based on what works best for them — whether that’s the traditional server model or a SaaS approach.”

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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