

## Esker SaaS Solutions Grow 66% in 2008

*Document automation pioneer remains ahead of the curve as the SaaS / On Demand market continues to grow*

**Madison, WI – March 9, 2009** –[Esker](#), the leader in document process automation solutions, today announced revenue growth of 66% for its on demand services in 2008. This growth strengthens Esker's position in the Software as a Service (SaaS) market, which is estimated at \$6.4 billion in 2008 and likely to double by 2012, according to a study by Gartner Group released on October 27, 2008.

With [Esker on Demand](#) and [FlyDoc](#) service offerings available worldwide, Esker has positioned itself since 2005 as one of the leading developers of on demand document delivery solutions. In 2008, Esker SaaS business was significantly strengthened. Highlights include:

- 66% growth over 2007
- \$9.25 million in sales revenue, representing 26% of its total revenue
- 60 million pages sent annually by mail from its worldwide production facilities
- More than 2000 new Esker on Demand [customers](#), including 1-800 Flowers.com, Alcan Composites, Inc., BainUltra, Euler Hermes, Fenwick, Manpower, Microsoft, Samsung, State Industrial Products and many more
- Numerous partners integrating Esker on Demand services directly into their applications, including Cegid for its business solutions, Inforsistem in Spain, the Belgian Post, Pitney Bowes Asterion in France and Skype.

"This growth reinforces our positioning as a leader in on demand document automation solutions and SaaS," said [Jean-Michel Bérard, CEO of Esker](#). "The SaaS model has been at the heart of our strategy for several years following the success of Salesforce.com, and our goal is to achieve, by 2010, more than 50% of our sales revenue via our on demand offerings."

Designed as on demand document delivery services, Esker on Demand and FlyDoc allow enterprises, entrepreneurs, institutions and individuals to automate the sending of mail, fax, email and SMS directly from the desktop or from business applications (office applications, ERP and CRM systems, etc.) and outsource the infrastructure hosting to Esker. Documents sent over the Internet are received by Esker production facilities for processing and delivery. For mail, the processing includes printing, folding, stamping and delivery to the postal service.

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With Esker on Demand and FlyDoc services, customers only pay for what they use and there is no need to invest in infrastructure such as fax machines, printers, copiers, metering machines and folding machines — or the labor, consumables and maintenance to keep that infrastructure running.

To make its on demand services available on a worldwide scale, Esker secured two loans totaling 1 million euros from OSEO, the French company that provides financial support to enterprises in startup, innovation, development and other life cycle phases. This financing will assist Esker in providing a global on demand offering that spans automated processing of incoming documents such as sales orders and supplier invoices, as well as outgoing documents such as customer invoices and purchase orders.

### 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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