



*Extending the Reach of Information*

Vertical Solutions an Esker Certified Partner

## **PRESS RELEASE**

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## **Esker Names Vertical Solutions Inc. an Esker Certified Partner**

*Partnership extends Esker's ability to deliver advanced document automation to small and medium-sized businesses in key verticals*

**Madison, WI, November 21, 2005**—Esker Software, a leading provider of intelligently automated document delivery solutions and services, today named as an Esker Certified Partner Vertical Solutions, a leading technology systems integrator specializing in network planning, security and application design for small and medium sized businesses. The relationship both enables Esker to extend its distribution channel and allows Vertical Solutions to provide automated and customized document delivery capabilities to its customers.

As an Esker Certified Partner, Vertical Solutions will offer Esker DeliveryWare, a comprehensive electronic document management platform that automates information delivery quickly and accurately to and from enterprise applications. By keeping documents electronic instead of printing physical documents, businesses are able to reduce costs, streamline business processes and IT infrastructure and increase productivity.

Vertical Solutions sells Network Solutions, IT products and services to customers across a wide range of vertical markets, with a particular focus on Title/Settlement, Legal, and Engineering. The partnership with Esker not only enables the company to answer specific requests from its customers for an automated faxing solution, but also allows it to furnish businesses with the ability to automate mail, email, print and archive processes. Because Vertical Solutions' team has completed a comprehensive training program, it can assist Esker in both selling the product and in helping its clients learn to custom-build Esker DeliveryWare Rules that fully leverage existing IT infrastructure.

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“Vertical Solutions has the firsthand experience necessary to work with small/medium businesses to enhance their IT systems in the ways that will bring them greatest return on investment,” said Jon Schmidt, Director of Channel Sales, Americas, at Esker Software. “Esker DeliveryWare provides the simple pathway to cost savings that small business owners always seek – in this case, the ability to keep information electronic, outsource large ‘projects’ and increase overall operational efficiency.”

“Offering Esker DeliveryWare will further extend the success of the IT system implementations for our customers,” said Jim Gatto, Director of Sales for Vertical Solutions. “We often begin talking to companies about Esker DeliveryWare because they want to overcome a single document delivery challenge, but we find that customers realize quickly it can be applied elsewhere within the organization to improve its entire business workflow process.”

### **About Esker Software**

Esker is the intelligent document delivery leader. With software and hosted delivery services to automate every phase and every type of document delivery, Esker helps organizations streamline manual, paper-intensive business processes and automate the flow of documents into, within and outside the organization. Customers gain significant and immediate operational efficiencies, cost savings and measurable ROI in as little as three to six months.

Esker intelligent document delivery solutions include **Esker DeliveryWare** – a single, universal information exchange platform that captures, formats, converts, routes and stores documents using patented, content-based delivery technology and **Esker on Demand** – document delivery services enabling physical mail, fax, email and SMS delivery from enterprise and desktop applications with no printers, mailroom equipment, fax machines, office supplies, etc.

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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