

# Esker Implements Procure-to-Pay Solution for Global Leader in Dialysis Services and Products

**Derby, UK — October 5, 2011** — [Esker](#), a worldwide leader in [document process automation solutions](#), announced today it has been selected by Fresenius Medical Care, the world's largest provider of products and services for individuals undergoing renal dialysis, for its procure-to-pay solution.

Given the critical nature of the Fresenius Medical Care operation and the geographical spread of its sites, it is essential that its back office procurement system operates at optimum efficiency. Enter Esker, which has implemented an innovative procure-to-pay solution that has increased visibility, improved efficiency and resulted in significant cost savings for Fresenius Medical Care.

Its traditional procure-to-pay process was potentially fraught with errors and ran the risk of exposing its supply chain to unnecessary risks. With no over-arching structure in place, there was a general lack of control over purchases being made, as well as time and resources lost in chasing paper. The whole procurement process could involve as many as eight manual touch points — from requisitioning, purchase order and order fulfilment through to invoice, statement, payment reconciliation and compliance reporting. Purchase orders were received via phone/fax or email and by different personnel, which meant that there was no real co-ordination or process visibility between departments.

Along with creating a bottleneck, the accounts team didn't have the level of information it needed to make accurate and well informed decisions about suppliers in the chain. And while Fresenius Medical Care needed to demonstrate that every cost was approved before the commitment to spend was made, the whole procedure was time consuming and costly as well as being open to errors.

"We felt confident that Esker understood our requirements and had both the levels of experience and expertise required to turn our vision into a reality," said Richard Shipley, Finance Director at Fresenius Medical Care.

The ability to receive and authorise invoices automatically has enabled Fresenius Medical Care to improve accounts payable (AP) efficiency and increase process control. The new Esker solution has optimised the whole process of entering vendor invoices and getting the necessary approvals. It has cut vendor invoice processing time significantly and reduced errors resulting from manual keystroke entry and hand-matching. On a secondary level, it has also enabled Fresenius Medical Care to gain direct cash benefits as a result of paying vendors faster and earning early payment discounts.

*(continued)*

“The Esker solution has revolutionised our business; there is scope for tweaking here and there, but the return on investment really is incalculable based on the depth of information that is now available. The new system has enabled us to make more meaningful business decisions, which has resulted in cost savings. Already it has saved two full-time posts, which have been deployed elsewhere within the business. We are currently talking to Esker about our Sales Order Processing operation and methods of incorporating expenses on to our existing system,” added Shipley.

Commenting on the benefits of an AP solution for a business like Fresenius Medical Care, Emmanuel Olivier, Chief Operating Officer at Esker said ““For many organisations, the lack of a process automation strategy and visibility into the procure-to-pay cycle can have a major impact on the bottom line. Automating procure-to-pay document processes delivers business advantages through increased efficiency and cost control and gives companies like Fresenius Medical Care a competitive advantage by tightening integration and collaboration with vendors. We look forward to working with the company going forward,”

## About Fresenius Medical Care

Fresenius Medical Care (NYSE: FMS) is the world’s leading company devoted to patient-oriented renal therapy. Through over 2,700 clinics kidney dialysis clinics in North America, Europe, Latin America, Asia-Pacific and Africa, we provide 32 million life-saving dialysis treatment to more than 215,000 patients worldwide. We are also the world’s pre-eminent provider of dialysis products such as hemodialysis machines, dialysers and related disposable products. Chronic kidney failure is a condition that affects about 2 million individuals worldwide. Fresenius Medical Care’s 2010 revenues exceeded \$12 billion.

## About Esker

Esker is a worldwide leader in document process automation solutions. Addressing all types of business processes, from accounts payable and accounts receivable to order processing and procurement, Esker cloud computing solutions enable companies to automate the reception, processing and sending of any business document with one platform. Esker helps over 80,000 companies around the world to reduce the use of paper and eliminate manual processes while improving their productivity, efficiency and environmental impact.

Founded in 1985, Esker operates in North America, Europe and Asia Pacific with global headquarters in Lyon, France, and U.S. headquarters in Madison, Wisconsin. For more information, visit [www.esker.co.uk](http://www.esker.co.uk).

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