

Esker Announces Partnership with Optima ECM Consulting to Expand Revenue Opportunities and Accelerate Delivery of Cloud Solutions

Alliance is designed to accommodate Esker's growth while enhancing solutions offered by Optima

MIDDLETON, Wis. — January 9, 2018 — [Esker](#), a worldwide leader in [document process automation solutions](#) and pioneer in cloud computing, announced today its partnership with [Optima](#), a global implementation organization. The relationship is aimed to benefit the customers of both companies by providing a more holistic set of offerings that complement the evolving nature of digital transformation.

Esker's exponential revenue growth and increased consumer demand for cloud-based solutions is predicted to continue into 2018. In order to accommodate such rapid growth while maintaining excellent customer service, Esker entered into a partnership with Optima to help create efficiencies and better implement its solutions.

"As the demand for our solutions grows, we continue to look toward trusted partners to help us scale while identifying new revenue opportunities," said Steve Smith, U.S. chief operating officer at Esker. "Because Optima has a reputation for unparalleled expertise in purchase-to-pay (P2P) and order-to-cash (O2C), it was a natural fit for us."

Optima turned to Esker to help capture the mid-size market and to expand its business service capabilities to include a cloud solution.

"Esker is a known entity in the cloud space with a superb reputation for integrity and excellent customer service," said Alex Nadesan, founding partner and chief operations officer of Optima. "Our customers are looking to the cloud and, in Esker, we know we have found the technological and cultural fit we were searching for."

Now that the two brands have forged a synergistic partnership, they will begin offering integrated solutions to current and future customers in 2018.

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About Optima ECM Consulting

Optima ECM Consulting is a global implementation organization that specializes in the strategy, design and implementation of Enterprise Information Management (EIM) solutions for Compliance, Optimization, Revenue Enhancement and Collaboration. Optima's unparalleled experience in strategy, design, implementation and management of EIM solutions such as Purchase to Pay, Sales Order Management, and Enterprise Content Management solutions enables companies to achieve both their strategic and business objectives as they look to execute their digital transformation. With more than 60 consultants and offices in USA, Mexico and Spain, Optima is uniquely suited to ensure businesses rapidly recognize expected ROI and drive immediate value across their organization. For more information on Optima and its solutions, visit www.optimaecm.com.

About Esker

Esker is a worldwide leader in cloud-based document process automation software. Esker solutions, including the acquisition of the TermSync accounts receivable solution in 2015, help organizations of all sizes to improve efficiencies, accuracy, visibility and costs associated with business processes. Esker provides on-demand and on-premises software to automate accounts payable, order processing, accounts receivable, purchasing and more.

Founded in 1985, Esker operates in North America, Latin America, Europe and Asia Pacific with global headquarters in Lyon, France and U.S. headquarters in Madison, Wisconsin. In 2016, Esker generated 66 million euros in total sales revenue. For more information on Esker and its solutions, visit www.esker.com. Follow Esker on Twitter [@EskerInc](https://twitter.com/EskerInc) and join the conversation on the Esker blog at blog.esker.com.

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1850 Deming Way, Suite 150
Middleton, WI 53562 USA
Tel: (608) 828-6000
www.esker.com | info@esker.com

Press Contact: Gina Leranth

Tel: (608) 828-6141 – gina.leranth@esker.com

Investor Relations Contact: Emmanuel Olivier

Tel: +33 (0)4 72 83 46 46 – olivier@esker.fr

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