

Fenwick Selects Esker to Automate the Delivery of Invoices Generated by SAP Applications

Madison, WI – June 26, 2007 - Fenwick, the industrial materials handling leader in France, has chosen Esker, the leader in document process automation solutions, to automate the delivery of 300,000 client invoices generated by SAP each year. Esker DeliveryWare automates the billing process by reconciling paper and electronic invoicing.

With a combined network of 13 agencies and 12 franchises in France, Fenwick wanted to lighten the load on its network and head office of cumbersome and costly invoicing tasks in order to concentrate on its core business.

"Automating and securing financial flows is becoming an important challenge for companies wanting to simplify administrative management and increase quality. With clients ranging from very small companies to key accounts, we wanted to find a solution that could automate our invoicing process while reconciling paper and electronic invoicing. Actually, we work with many very small companies which in most cases are not ready for electronic invoicing. We wanted to be able to adapt our invoicing method to the circumstances of each of our clients," explains Pierre-Yves Marée, Cash Manager at Fenwick.

Having reviewed the various offerings on the market, Fenwick opted for Esker DeliveryWare, which will enable it to:

- **Automate and outsource how paper invoices are sent:** Invoices will be sent directly from SAP to the Esker production center for printing, stuffing into envelopes, metering and mailing.
- **Offer electronic invoicing to clients as an option:** This solution electronically signs and archives invoices in compliance with current government regulations.
- **Electronically archive documents:** Esker DeliveryWare includes an archiving module.

A Return on Investment estimated at 6 months

A preliminary study enabled Fenwick to estimate a return on investment of six months from the time of the Esker DeliveryWare installation, which is mainly due to:

- **Significant time savings and productivity gains:** From the SAP session, the user is able to send monthly invoices with a simple click, whereas before various people spent an average total of five man-days per month per agency.

(continued)

- **Increased security:** The move from a manual process to an automated process guarantees the completeness and traceability of the transmitted documents.

“Esker DeliveryWare proved to be the most flexible and versatile solution. In fact, besides our flow of invoices, it will enable us to automate a large number of other flows such as the sending of invoice statements, order receipt confirmations or even the archiving of our contracts. The simplicity of implementing the solution was also a key factor in our decision; during the rollout of SAP in our agency network, we needed a solution that required little involvement on the part of our IT department,” concludes Marée.

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.

Corporate Contact: Renee Thomas, Esker, Inc. – Tel: 608.828.6140 ▪ Email: renee.thomas@esker.com
Investor Relations Contact: Emmanuel Olivier, Esker S.A. – Tel: 33 (0)4 72 83 46 46 ▪ Email: olivier@esker.fr

© 2007 Esker S.A. All rights reserved. Esker and the Esker logo are trademarks of Esker S.A. in the United States and other countries. SAP is a registered trademark of SAP AG. All other trademarks are the property of their respective owners.