

## Kiewit Western Co. Builds Foundation for Document Efficiency

*Leading North American construction and engineering organization selects FlyDoc by Esker to automate the fax delivery of documents to subcontractors*

**Madison, WI – December 17, 2007** - Esker, the leader in document process automation solutions, announced today that Kiewit Western Company, a subsidiary of Kiewit Corporation, one of North America's largest and most respected construction and engineering organizations, has implemented FlyDoc by Esker to automatically fax project bid documents to its subcontractors.

When Kiewit takes on a new construction project, it puts together the project plan and cost estimates to then solicit bids from subcontractors to fulfill the requirements. Depending on the size and scope of the project, the requests could be sent to as few as a couple hundred companies or to as many as thousands of subcontractors. Kiewit had the entire list of fax numbers in an excel spreadsheet to be uploaded into Microsoft Outlook – however, the upload process created too many glitches and formatting issues. The company was spending a vast amount of time on simply trying to send faxes.

Kiewit began searching for a tool that would enable it to send faxes without the hassle of doing it manually. A search on Microsoft's Gold Partner website turned up FlyDoc. FlyDoc is an Esker on Demand service that enables organizations to send invoices and other business documents via fax, postal mail, email and SMS directly from user desktops and enterprise applications. FlyDoc also has online archiving, tracking capabilities and a user-friendly interface.

After implementation, the same task of faxing that had been taking up to two weeks was now completed in minutes, without the difficulties often encountered as a result of manual entry or formatting errors. FlyDoc also provides feedback on any incorrect or undeliverable fax numbers. Kiewit sends a batch of contract bids three times a month, on average. The volume depends upon the opportunity, but can range from 300 to 27,000.

"FlyDoc is affordable, user friendly, and incredibly reliable. I needed fax services – that's it, and FlyDoc came through," said Bob Pemberton, Kiewit's Business Development Coordinator. "Previously, there had been a few times when we missed out on contracts completely due to technology issues. I wasn't able to get the bids sent to the subcontractors in time. But now, with FlyDoc, I am fast, efficient and able to meet all the deadlines."

"Kiewit had a simple task that was causing its business tremendous pain," said Steve Smith, Esker Vice President of

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Sales and Marketing, Americas. “We see this a lot with organizations - time and money being wasted as people toil over sending faxes and postal mail. FlyDoc is the perfect solution to resolve these problems. It’s not complicated or cumbersome – the service handles the delivery of documents just as needed without all the bells and whistles or overhead expenses of a mailroom.”

### **About Kiewit Corporation**

Kiewit is one of North America’s largest and most respected construction and engineering organizations and is the successor to a construction business founded in 1884. Headquartered in Omaha, Nebraska, the employee-owned company operates through a network of subsidiaries in the United States and Canada. Kiewit offers construction and engineering services in a variety of sectors including transportation, buildings, water and power, underground facilities, industrial, oil and gas facilities, mining and offshore facilities. Kiewit’s workforce includes approximately 5,600 salaried and hourly staff along with more than 11,000 craft workers.

### **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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