

Esker SaaS Solutions Grow 66% in 2008

Document automation pioneer drives the SaaS / On Demand market worldwide and in Australia.

Sydney, Australia – March 9, 2009 – Esker, the leader in document process automation solutions, today announced revenue growth of 66% for its on demand services in 2008. This growth strengthens Esker's position in the Software as a Service (SaaS) market, which is estimated at A\$10 billion in 2008 and likely to double by 2012, according to a study by Gartner Group released on October 27, 2008.

With Esker on Demand and FlyDoc service offerings available worldwide, Esker has positioned itself since 2005 as one of the leading developers of on demand document delivery solutions. In 2008, Esker SaaS business was significantly strengthened. Highlights include:

- 66% growth over 2007.
- A\$15 million in sales revenue, representing 26% of its total revenue.
- 60 million pages sent annually by mail from its worldwide production facilities (Lyon-France, Madison-USA, Sydney-Australia).
- More than 2,000 new Esker on Demand customers, including Citroën, Manpower, Microsoft, Samsung, Sharp, James Hardie, Orica, Bunnings, etc.
- Key partners integrating Esker on Demand services directly into their applications, include Cegid (French ERP), Inforsistem in Spain, the Belgian Post, Pitney Bowes Asterion in France and Skype.

'This growth reinforces our positioning as a pioneer company in on demand document automation solutions and SaaS,' said Jean-Michel Bérard, CEO of Esker. "The SaaS model has been at the heart of our strategy for several years following the success of Salesforce.com, and our goal is to achieve, by 2010, more than 50% of our sales revenue via our on demand offerings."

In Australia, ex-Microsoft Christophe DuMonet, Managing Director – Esker ANZ – says 'with over 100 customers already using Esker SaaS services, Esker is well placed to assist SMB and corporate organisations reduce operational costs of back office processes'. 'It is time to shift resources to higher value tasks such as customer service, customer care and customer acquisition' DuMonet adds.

Designed as on demand document delivery services, Esker on Demand and FlyDoc allow businesses, entrepreneurs, societies and individuals to automate the sending of mail, fax, email and SMS directly from the desktop or from business applications (office applications, ERP and CRM systems, etc.) and outsource the infrastructure hosting to Esker. Documents sent over the Internet are received by Esker production facilities for processing and delivery. For mail, the processing includes printing, folding, stamping and delivery to the postal service.

With Esker on Demand and FlyDoc services, customers only pay for what they use and there is no need to invest in infrastructure such as fax machines, printers, copiers, metering machines and folding machines — or the labor, consumables and maintenance to keep that infrastructure running.

About Esker

Esker is a recognised leader in helping organisations 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 organisation. 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, U.S. headquarters in Madison, Wisconsin and ANZ headquarters in Sydney since 1997. For more information, visit www.esker.com.au.

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