

## Esker Strengthens its Presence in the Pharmaceutical and Medical Equipment Industry

**Derby, UK, July 8, 2010** – Esker, the leader in document process automation solutions, announced today that several prominent players in the pharmaceutical and medical equipment industry — including Bayer, Biomnis, Fresenius Medical Care, MEDRAD and Roche Italia — have chosen Esker solutions to automate the processing of business documents, and sales orders in particular. With its expertise, Esker strengthens its position in this market with the release of its latest white paper — “Finding the Cure for Order Processing Pain in the Life Sciences Industry.”

“Healthcare cost controls, tighter regulations, expired patents and the growth of generic drugs are some of the many constraints that companies are facing in this industry at a time when they need to cut costs without compromising on the level of service offered to the patients. Automating business document processes, and particularly purchase orders, helps companies reduce their costs,” said Emmanuel Olivier, COO of Esker.

Organisations in the pharmaceutical and medical equipment industry receive thousands of sales orders daily from hospitals, clinics, pharmacies and doctors who use fax or postal mail to send their purchase orders. These sales orders must be entered and processed manually. The disadvantages of this method are no traceability, no quality control tracking, no priority management, a higher risk of error.

Esker solutions address this set of issues by automating the entire purchase order management process and reducing the error rate, which represents an important challenge for organisations specialised in healthcare activities. In concrete terms, the solution automates the reception of purchase orders, routes them according to predefined criteria (customer, product, geographic area, etc.), captures data, checks their consistency, integrates them to information systems, archives the documents and provides traceability and reporting.

### **Esker releases the white paper “Finding the Cure for Order Processing Pain in the Life Sciences Industry”**

In this new white paper Esker summarises the unique challenges organisations face when processing sales orders in the medical equipment and pharmaceutical industry. Based on the experience Esker has gained over the years through project implementations worldwide, this white paper provides a strategic outlook on the issues faced, and covers solutions implemented for industry leaders.

### **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 and U.S. headquarters in Madison, Wisconsin.

For more information, visit [www.esker.co.uk](http://www.esker.co.uk).

**North Europe Contact:** Sam Townsend, Esker Ltd. – Tel: +44 (0)1332 548181, ☐ Email: [samt@esker.co.uk](mailto:samt@esker.co.uk)

**Corporate Contact:** Renee Thomas, Esker, Inc. – Tel: 608.828.6140 ☐ Email: [renee.thomas@esker.com](mailto:renee.thomas@esker.com)

**Investor Relations Contact:** Emmanuel Olivier, Esker S.A. – Tel: 33 (0)4 72 83 46 46 ☐ Email: [livier@esker.fr](mailto:livier@esker.fr)

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