

Esker, Inc. Acquires TermSync and Enhances Its U.S. Capabilities for Accounts Receivable Automation

Derby, UK — January 29, 2015 — [Esker](#), a worldwide leader in [document process automation solutions](#) and pioneer in [cloud computing](#), today announces the acquisition of [TermSync™](#), a Madison, Wisconsin-based company that offers a cloud-based accounts receivable (AR) automation platform.

Esker's [Accounts Receivable](#) solution is the first software as a service (SaaS) solution to automate the sending and archiving of electronic and paper invoices — the latter through the use of [Esker Mail Services](#), a worldwide network of mail production facilities. By allowing invoices to be delivered according to any format preference and from any ERP/business application, Esker enables suppliers to implement e-invoicing immediately while their customers can adapt at their own pace.

Once the invoice is delivered, TermSync provides easy-to-use tools for B2B companies that allow post-sale customer interactions (AR and customer support) to be streamlined, automated and modernised as much as possible. TermSync's product solutions are designed to benefit both vendors and their business customers alike. Vendors use TermSync to manage their entire receivables workflow, much like a sales team uses a CRM solution to manage the sales activities. Their customers are given access to a portal called Invoice Assist, where they can make free online payments, view invoice information, ask questions, apply credits and more. Companies using TermSync benefit in a number of ways including:

- **Improved customer relations** — 72% of people prefer an online self-service 24/7 option compared to email or phone support alone
- **Increased administrative efficiency** — the average AR rep can manage over twice as many customer accounts when using AR automation
- **Faster customer payments** — the average TermSync client achieves a 29% reduction in DSO after only six months of use

A Mutually Beneficial Acquisition

Esker believes the acquisition of TermSync will not only complement and enhance its existing AR solution offering in the U.S., but provide significant opportunities for future growth. "We're very excited by this acquisition and what it means for companies seeking to modernise the whole of their AR processes," said Steve Smith, U.S. Chief Operating Officer at Esker. "TermSync brings a number of sophisticated capabilities to the table, from collections forecasting to dispute resolution, which we are confident will add a more dynamic dimension to our current AR solution offering."

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“It was clear to me from the first day we started talking with Esker that this would be a great fit,” said Mark Wilson, founder and CEO at TermSync. “Our products obviously complement each other in an area that is ripe for innovation and disruption, but it goes beyond that. The people, culture and vision are also aligned. I look forward to what the future will bring for all involved.”

About TermSync

TermSync currently connects over 350,000 companies through our intuitive, cloud-based platform. Our technology operates in tandem with existing workflows and systems, can be up and running in less than a week, and receives rave reviews from our clients and their customers. Through TermSync, clients are able to improve customer relations, reduce administrative costs and get paid faster. We are committed to finally bringing AR into the 21st century! TermSync is located in Madison, Wisconsin. Learn more at www.termsync.com.

About Esker

Esker is a worldwide leader in document process automation solutions. Addressing all types of business processes, from accounts payable and accounts receivable to order processing and procurement, Esker cloud computing solutions enable companies to automate the reception, processing and sending of any business document with one platform. Esker helps over 80,000 companies around the world to reduce the use of paper and eliminate manual processes while improving their productivity, efficiency and environmental impact.

With 46.2 million euros in sales revenue in 2014, Esker operates in North America, Latin America, Europe and Asia Pacific with global headquarters in Lyon, France, and U.S. headquarters in Madison, Wisconsin. Esker is listed on the NYSE Alternext in Paris (Code ISIN FR0000035818).

For more information, visit www.esker.co.uk, Follow Esker on LinkedIn at [Esker – Northern Europe](#), or on Twitter at [@EskerNEurope](#) and join the conversation on the [Esker blog](#).

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