

## FAST Wins £13,000 in Settlements for Esker

**Derby, UK – 27 April 2010, The Federation Against Software Theft (FAST) has negotiated a £13,000 settlement on behalf of software vendor Esker, from an NHS hospital based in Sheffield.**

Negotiations focused on the under-licensing of the Esker SmarTerm 2009 terminal emulation software and the case was initiated following a report made to FAST by a former employee.

FAST opened communications with the Trust following an initial investigation by Trading Standards and supported both parties throughout negotiations.

Alistair Nicholas, Esker's Northern European Sales Manager, stated: "For any software company, the goal has to be to protect intellectual property and defend software integrity, in order to fund ongoing support and development for our customers. Since we joined FAST it has been instrumental in the recovery of revenue at a number of sites, mostly to do with under licensing. There is no doubt in my mind that working in conjunction with FAST greatly enhanced our ability to protect the interests of the Esker solutions."

Esker is a recognised leader in helping organisations reduce the use of paper, eliminate manual processes and simplify IT landscapes delivering automated document processing as on-demand services and on-premise solutions. Founded in 1985, Esker operates globally with more than 80,000 customers and millions of licensed users worldwide.

John Lovelock, FAST Chief Executive, added: "Anyone who thinks that FAST is an organisation without clout needs to think again. This case came to us as a direct result of our recent whistle-blowing campaign and we worked with Sheffield Trading Standards to investigate the claim. The Trust itself worked with us closely to ensure that it rapidly resolved its under licensing issue and paid the outstanding amount in full.. It's important for users to utilise those with the knowledge such as our members or the vendor to manage their estates in the right way before getting caught doing it wrong and sometimes illegally."

"This is a great example of how when an organisation is made aware of an under licensing issue FAST will work with them and the vendor to resolve it. This was a win-win for all parties," he concluded.

David Whitham, Informatics Director at Sheffield Teaching Hospitals NHS Foundation Trust said: "We take our obligations very seriously and we would never knowingly use unlicensed software This was a genuine error which we resolved very quickly as soon as we became aware of the situation."

## 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).

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