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# **Esker helps Protect Aearo from Paper Poisoning its Profits**

## Background

Aearo Technologies manufactures and sells technologically advanced hearing protection devices, communication headsets, non-prescription and prescription safety eyewear, face shields, reusable and disposable respirators, fall protection equipment and hard hats through industrial distributors, as well as into the consumer, military and construction channels and directly to industrial companies.

## Objectives

Like all organisations, Aearo's businesses, processes inevitably generate an enormous number of documents – with the attendant processing, printing and distribution costs. In the UK alone Aearo was sending around 42,000 invoices, 6,600 purchase orders, 21,000 order acknowledgements, 6,000 statements and 1,500 remittance advices. That's over 77,000 paper-based documents in total that is handled manually.

## Strategy

Esker has a SAP certified solution that allows organisations running SAP to be liberated from paper. Freeing organisations like Aearo from their paper-based documents has brought huge

benefits such as speeding up revenue cycles, improving customer satisfaction, and increasing profitability by providing a comprehensive solution spanning multiple business processes in the cash conversion cycle: Procurement, Supply Chain Management, Accounts Payable, Inventory, Order Processing, Accounts Receivable (invoicing/collections), Ongoing Customer and Partner Communications.

Most organisations have not realised the potential savings that automating their paper-based processes can bring. They simply can't see the wood for the trees or are too busy cutting down the trees to sharpen the saw. To help organisations who suffer from this paper addiction, Esker, the document process automation specialists, provide an easy way for companies to assess their current situation and discover the potential savings that could be made by conducting a full Business Process Analysis.

“In many cases, we have found that organisations do not have the time or resources to commit to a full analysis of their current paper-based processes and may be losing out on improving business performance as a result. With our Business Process Analysis of an organisation's paper-based document usage, we aim to take the pain away from having to do this themselves and simply provide the end results and benefits to be gained”. commented James Elkington, Managing Director, Esker Northern Europe.

## 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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### **For further details contact:**

Georgina Kershaw, PR Contact, Esker, T: +44 (0)1332 548181

