

ESKER SPONSOR MARKET-LEADING RESEARCH INTO E-INVOICING

Derby, UK – March, 2012 Document process automation specialists Esker have sponsored the latest market-leading research into the future of e-invoicing and e-billing and the opportunities it presents in today's challenging market environment.

The research, carried out by international market analyst Bruno Koch from Billentis, aims to support those invoice issuers and recipients looking to replace their existing costly paper-based invoice management system with automated solutions.

The report is based on publicly available information gathered from thousands of sources; market research carried out by third parties (representing 15,000+ enterprises and 10,000+ consumers); verification of important figures by customer/provider visits and/or calls, coupled with the author's own in-depth experience from more than 150 customer consulting projects across 40 countries.

It includes all the relevant information for succeeding with an e-invoicing project, as well as qualitative views, evaluation and details about the products offered by many providers.

Commenting on the report, Stephen Wynne Jones, technical director at Esker Northern Europe said:

"E-invoicing (used for the B2B and B2G sectors) and e-billing (covering the electronic bills from B2C), is an evolving technology and a large number of providers offer solutions and services in this area. For many years, strong purchasing organisations in the retail, automotive and healthcare sectors have been pushing their suppliers towards electronic exchange of messages along the supply chain.

"Until recently the focus was on large suppliers, who generated the highest volume and were the only ones able to integrate their environment in a VAT compliant way at reasonable cost. Since 2004, e-invoices have been legally accepted in EU member states and in most other countries, and this coupled with an extensive range of solutions and services, has enabled smaller companies to process invoices electronically.

"Electronic and automated invoice processes can make it possible to reduce costs by 60-80% compared to traditional paper-based processes. Projects typically result in a payback period of 6 to 18 months.

"Many companies are already using electronic processes. According to the Billentis research, over 350 billion bills/invoices globally (200 billion consumer and 150 billion business and government) and around 33 billion invoices in Europe (17 billion consumer and 16 billion businesses and government) are likely to be sent and archived paper-free in 2012.

"This equates to an estimated 5% of total volume globally, with 12% consumer and 18% business and government across Europe. The estimated annual volume increase of electronic invoices is 20% globally and 55% across Europe (25% consumer and 30% business and government).

“More and more customers expect invoices from their suppliers in electronic form. Therefore, sustainable rates of growth of 20-30% are expected for the electronic invoice market in the coming years.

“If electronic invoices replaced a major proportion of paper invoices, the savings potential in Europe’s public sector alone could be at least 40 billion Euros (for inbound and outbound invoices). Today, less than 10% of these savings are currently being exploited.

“Because of the attractiveness of the market, several hundred service providers and software houses offer solutions and services for E-Invoicing. As a result, end users are now looking for all-encompassing information on the topic. With this in mind, it is important to have up-to-date information and guidance on selecting the right solution and provider. This new report, sponsored by Esker, provides help for companies looking to choose the best model for themselves and find a suitable solution.

“The report supports invoice senders and receivers who want to replace expensive paper-bound invoice processes with modern and automated processes.

“It includes the most important numbers and information about the market – and as well as facts about market development and relevant initiatives (standards, laws), the reader will also find qualitative analyses and information about the latest solutions offers.

“Document process automation specialists Esker are market leaders in the field of e-invoicing and e-billing and our solutions are employed by public and private sector organisations across the globe.

“We are delighted to have been able to get support the production of the report, which is set to benefit public and private sector organisations worldwide,” added Wynne.

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.

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

Corporate Contact: Renee Thomas, Esker, Inc. – Tel: 608.828.6140 □ Email: renee.thomas@esker.com

Investor Relations Contact: Emmanuel Olivier, Esker S.A. – Tel: 33 (0)4 72 83 46 46 □ Email: olivier@esker.fr

© 2012 Esker S.A. All rights reserved. Esker and the Esker logo are trademarks, registered trademarks or service marks of Esker S.A. in the United States and other countries. SAP and SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world. All other trademarks are the property of their respective owners.