

Achieve revenue success through a strategic partnership.



P r o f i t a b i l i t y

L e a d e r s h i p

S o l u t i o n s

O p p o r t u n i t y

R e v e n u e

S t r a t e g y

T r a i n i n g

S u p p o r t

S e r v i c e

E x p e r i e n c e



Building strategic partnerships for mutual success.

Solutions Trust Loyalty
Discounts Innov



Esker maintains relationships with more than 1,000 companies around the world ranging from small regional organizations to global firms. This diverse network of partners allows Esker solutions and services to reach customers in over 50 countries. Since the early 1990s, Esker and its partners have combined their resources and expertise to deliver comprehensive solutions to large and small businesses in many industries.

Esker actively seeks partnerships with companies offering complementary products and applications that can benefit from our technologies. The Esker Partner Program offers a variety of opportunities to incorporate its product technologies as components of Original Equipment Manufacturer (OEM), independent software vendor (ISV), and integrator solutions — as well as relicensing, rebranding, bundling, and distribution opportunities.

“Esker’s technical support of their partners quickly eliminates any issues arising during the implementation and connection to backend systems.”

—David Barberra
e-Global PAPERFREE!, Spain

Providing the tools for success.

The Esker Partner Program creates new business opportunities through joint offerings, and enables access to a broad and growing customer base. To help companies reap the full benefits of the partnership, Esker offers a wealth of marketing opportunities, training options, and technical resources. In addition, Esker partners have access to a partner portal on Esker’s web site, offering current product marketing and technical information, as well as other partner news.

Realizing the profit potential of Esker solutions.

Tremendous opportunity exists in the market Esker has defined as Intelligent Information Delivery™. Esker research shows that a single paper-based invoice costs an average of \$5.00 to create and deliver. A business that creates and delivers 18,000 documents per month spends more than \$1 million per year on invoices alone.

"For almost 10 years, we have partnered with Esker on multiple levels and products. Whether we are dealing with their sales, technical, or operational [staff], it's really Esker's consistent, knowledgeable, and dedicated people that have made such an enduring and mutually prosperous relationship possible."

—Rob Wadzinski, CEO, Merkur Group, United States

Margin Success
Automation Capabilities Value

Nearly all documents start out as electronic files, yet most organizations are still wasting time, resources, and money by printing and manually faxing or mailing their documents. Even interoffice mail and overnight courierservices are slow and costly ways to deliver information.



With solutions ranging from desktop fax to high-volume electronic document delivery, Esker enables organizations to save up to 90 percent on document delivery costs — using the systems they already have. Automation offers a better way, and Esker's Intelligent Information Delivery solutions make it happen.

Benefit from the experience of a proven market leader.

Esker partners are leaders in their industries and have helped us become a leader in ours. Around the world, participants in the Esker Partner Program capitalize on profitable opportunities in a dynamic market.

By delivering added value for their customers while reaching sales volume and revenue objectives, our partners increase profits, customer satisfaction, customer loyalty, and enjoy follow-on revenue from related services and products.

With nine offices delivering sales, marketing and technical services, to over two million customers worldwide — Esker is the leading supplier of multi-channel and fax delivery solutions. For nearly two decades, Esker has provided innovative, flexible solutions that extend the reach of enterprise technologies and shorten the distance between people and information.

"Esker offered the most flexible solution, including multiple means of distribution — not just faxing — for a reasonable price."

—Dan Quigg, President & CEO, RIS Logic, Inc., United States

Esker Partner Program details may vary from region to region. For more information on the Esker Partner Program in your area, contact a channel representative at the Esker office nearest you, or email info@esker.com.

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Derbyshire, UK

- *Organizations around the world use Esker solutions to open new channels of communication, achieve business objectives with new levels of speed and efficiency, and shorten the distance between people and information. Founded in 1985, Esker is listed on Euronext — Paris (Euroclear: 3581). Esker's global operations span North America, South America, Europe, and Asia/Pacific with hundreds of employees and millions of licensed users worldwide.*

www.esker.com

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Extending the Reach of Information