



PRESS RELEASE

Esker Celebrates 20th Anniversary, CEO Highlights Momentum in Automated Document Delivery

DeliveryWare leader marks two decades of customer love

Sydney, NSW, Australia – Feb. 14, 2005 – Esker Software, a leading provider of solutions to eliminate manual paper processes via automated document delivery, celebrates its 20-year anniversary this month. With two decades' experience working with enterprises to increase business process efficiency, control IT costs, boost productivity, and improve profitability, Esker's passion to streamline business information exchange is stronger than ever.

"Esker began in 1985 as a software consultancy, so problem-solving and strong customer-listening skills have always been core attributes of our company," said Jean-Michel Bérard, co-founder and CEO of Esker. "We're proud of our history and the reputation we've established around the world — first as a host access pioneer, then a leader in fax server solutions, and now an expert in automated document delivery. As we celebrate this important milestone in Esker history, we're ready for an exciting future and poised to deliver for our customers and partners."

A recent Amplitude Research survey commissioned by Esker notes that while companies have implemented software solutions to reduce the amount of paper in business processes, they have not adequately addressed the area of document delivery. Almost 70% of those surveyed noted that their lack of an automated document delivery solution for fax delivery negatively impacts their organisation's competitiveness. The survey findings also state that half of the enterprises plan to, by the second quarter of 2005, purchase or upgrade an automated document delivery solution.

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According to Bérard. "Esker is very well positioned to meet the needs of enterprises wanting to blend content management with business processes management. Thanks to the contributions of Esker employees, customers, and business partners, we have the technology, the expertise, and the distribution channel presence to satisfy the demand of enterprises that need better ways to exchange business information cost-effectively and without complications. These resources will help Esker continue to grow and move forward."

Bérard cited a number of indicators that bode well for Esker's continued success throughout 2005:

- Ø Sales of Esker DeliveryWare automated document delivery software increased 79% during 2004.
- Ø Esker now offers its software as a service, considered by many analysts as the next "hot" technology. Its unique and visionary Esker on Demand hosted document delivery solution, introduced in 2004, has already reached 2.5 million pages of traffic.
- Ø As an SAP Software Partner with certified integration, Esker has provided numerous large enterprises with heightened capability to manage content and deliver documents directly from their SAP solutions. As a result, Esker DeliveryWare is recognised as the document delivery solution of choice among SAP customers.
- Ø In January 2005, the Software & Information Industry Association (SIIA) notified the company that Esker DeliveryWare was chosen as one of five finalists in the "Best Document Management Product or Service"

Software Category for the 20th annual Codie Awards. Codie Award winners will be announced at a special gala event in Universal City, California, in May of 2005.

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About Esker

Esker enables organisations to realise all the business advantages and financial benefits of effective document management **through intelligent delivery of vital business information**. Esker's customers benefit from streamlined business processes, reduced costs, simplified IT infrastructure, enhanced customer satisfaction, and quality assurance. Esker solutions include:

- ◆ Esker DeliveryWare Platform
- ◆ Esker Fax™, Esker Fax for Notes, and Esker VSI-FAX
- ◆ Esker Host Access, Persona® by Esker, SmarTerm® by Esker, and Tun® Plus by Esker.

With over 70,000 customers worldwide, Esker solutions are used by market leaders in every field, such as EMI Music Australia Pty. Ltd., Queensland Department of Emergency Services, Australian Environmental Protection Agency, Redeal New Zealand, Sony Australia, Starbucks Coffee Company Australia Pty. Ltd., TAB Limited, Travelex Australia, and Winstone Wallboards New Zealand.

Founded in 1985, Esker's global operations span North America, South America, Europe, and Asia/Pacific with millions of licensed users worldwide. Esker's Asia Pacific headquarters based in Australia were established in 1997. For more information, visit <http://www.esker.com.au>

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