

Legoueix Automates Its Order-to-Cash Cycle with Esker

Sydney, Australia – July 23, 2013 – Esker, a worldwide leader in document process automation solutions, announced today that it has been selected by Legoueix, a leading French distributor of professional water and energy equipment, to automate its order-to-cash cycle — from the reception of customer orders to the sending of customer invoices and their archiving. Thanks to Esker, Legoueix has optimised its order and invoicing processes, made productivity gains and enabled its teams to focus on delivering top quality customer service.

An Esker customer since 2009, Legoueix automates and outsources up to 4,500 customer invoices monthly. Today, Legoueix has extended the use of Esker solutions to include the automation of customer orders and the delivery and archiving of electronic invoices to meet customer needs. The implementation of multiple Esker solutions has also allowed Legoueix to put customer service at the heart of its organisation.

“We realised we needed to focus on our core business and expertise in order to continue evolving as a company. Automating the time-consuming manual processes, such as order processing and invoice delivery, would result in major productivity gains,” said Sabrina Hauchecorne, Quality and Process Manager at Legoueix. “Following our successful collaboration already in place, it was only natural that we entrust Esker with the automation of our entire order to cash cycle — customer orders, invoicing and archiving.”

Legoueix is now using Esker solutions to:

- Automate the processing of over 50,000 orders per year
- Automate and outsource the sending of up to 4,500 customer invoices per month
- Send customer e-invoices
- Archive customer documents

Esker has helped Legoueix increase productivity throughout its order-to-cash cycle and gain a number of benefits, including:

- **Increased** productivity in the management of customer orders and invoices, which are now processed automatically
- **Decreased** processing time and shipping of customer orders
- **Reduced** postage costs thanks to the ability to group invoices for the same recipient in a single envelope

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- **Optimised** traceability and customer database management thanks to advanced tracking and undelivered mail capabilities
- **Better** follow-up and customer service thanks to electronic document archiving
- **Improved** customer service by freeing up the sales teams from low-value administrative tasks

About Legoueix

A family firm established in 1862, Legoueix specialises in the distribution of tools and accessories for professionals in the energy and water industry (plumbing, climate control, heating and electricity). With vast experience and expertise in the water and energy business, Legoueix helps contribute to its customers' operational performance and competitiveness with over 8,000 brands among the biggest manufacturers (e.g., Bosch, Facom, Tubesca, Virax, Ridgid, Chauvin Arnoux, Fluke, Karcher, Fischer, Plombelec). Legoueix's customers include SMBs (e.g., UTB, Balas, etc.), large national companies (e.g., Dalkia, Cofely, Johnson Control, Sodexo, Vinci, etc.) and independent professional groups. Legoueix has been a member of the SOCODA network since 1998 — France's number one network of independent distributors in the building and industrial sectors. In 2012, Legoueix achieved sales revenue of 20 million euros and delivered 30,000 construction sites.

About Esker

Esker is the worldwide leader in document process automation solutions. Addressing all types of business processes from accounts payable and accounts receivable to sales order processing and procurement, Esker cloud computing solutions enable companies to automate the reception, processing and sending of any business document with one platform. Esker helps over 80,000 companies across the world to reduce the use of paper and eliminate manual processes while improving their productivity, efficiency and environmental impact.

Esker has global headquarters in Lyon, France, U.S. headquarters in Madison, Wisconsin and ANZ headquarters in Sydney since 1997. Over 1,800 companies in Australia and New Zealand rely on Esker solutions to run their business.

For more information, visit www.esker.com.au, follow us at twitter.com/eskerinc and read our blog on www.quitpaper.com.

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