

## Esker Signs Agreement Valued at Over AUD 670,000 with Malaysia Airlines

**Sydney, Australia – April 9, 2013** – Esker, a worldwide leader in document process automation solutions and SAP® software solution and technology partner, announced today that it has signed an agreement worth over AUD 670,000 with Malaysia Airlines, Malaysia's national flag airline carrier, to automate vendor invoices into the company's new SAP® system via the Esker automated Accounts Payable (AP) solution.

Following its recent implementation of SAP, Malaysia Airlines pursued a solution that could automate the processing of its vendor invoices. With over 28,000 monthly invoices (increasing at approximately 5 percent annually), the ultimate goal of the initiative was to reduce operational costs, improve visibility and efficiency, and eliminate late payments.

The solution required by Malaysia Airlines first had to meet a number of stringent requirements, including: the capacity to handle its growing global invoicing needs, and the ability to seamlessly integrate with its future plans of setting up a shared services centre. Impressed by Esker's flexible workflow functions outside SAP, as well as its on-demand and on-premise global deployment, Malaysia Airlines signed a five-year contract and will begin implementing the Esker solution immediately, with project delivery slated for mid-2013.

"We are extremely pleased to have been selected to provide end-to-end vendor invoice automation for such a significant and pioneering company," said Jean-Michel Bérard, CEO at Esker. "By implementing our AP automation solution, Malaysia Airlines can expect to benefit from numerous strategic business advantages, including: better integration to financial systems, stronger financial controls, strengthened supplier relations and improved cash flow visibility."

"In this fast-paced global environment, it is important for us to rely on the best solution so that our internal or external customer will have a seamless operation/transaction," said Malaysia Airlines' Director of Corporate Services, Mohd Sukri Husin. "We are delighted to partner with Esker to automate and streamline our invoice processing function. We firmly believe that Esker can integrate in enhancing speed and accuracy in invoice automation and addressing our business goals."

### About Malaysia Airlines

Malaysia Airlines, which is also celebrating its 40th birthday this year, serves more than 60 destinations in almost 30 countries across Asia, Australasia, Middle East, Europe, and North America, including oneworld hubs Hong Kong, London Heathrow, Los Angeles, Sydney and Tokyo Narita. Its present fleet of 88 aircraft – including its flagship Airbus A380s – operates more than 250 departures a day. It boarded 13 million passengers in 2011, generating revenues of

MYR 13.6 billion (US\$ 4.5 billion). Malaysia Airlines describes its distinctive brand as an extension of the special culture of warmth and friendliness unique to Malaysians. This inimitable Malaysian sense of graciousness is branded as “Malaysian Hospitality” and symbolised by the acronym MH, which is also the airline’s flight code.

Both Malaysia Airlines and its Kuala Lumpur hub are among the industry’s most frequent winners of awards for quality service. Malaysia Airlines itself has won the World’s Best Cabin Crew title from the Skytrax airline quality rating agency in seven of the past 11 years. Malaysia Airlines had recently marked the entry of its first A380 into the airline’s fleet by having its Five-Star Airline status renewed by Skytrax – as the airline embarked on a series of improvements to repositioning it as a premium carrier. For more information, visit [www.malaysiaairlines.com](http://www.malaysiaairlines.com).

## 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](http://www.esker.com.au), follow us at [twitter.com/eskerinc](https://twitter.com/eskerinc) and read our blog on [www.quitpaper.com](http://www.quitpaper.com).

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