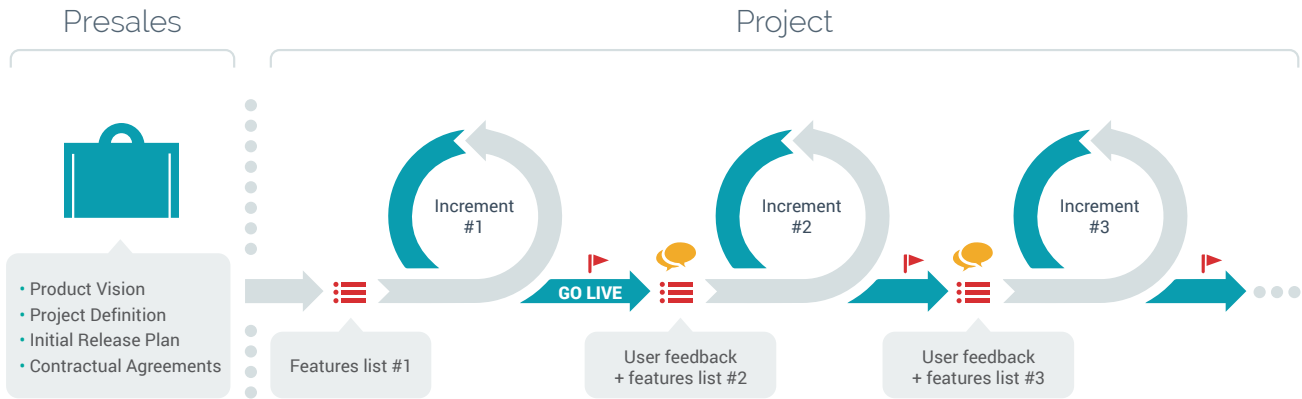


# ESKER'S AGILE APPROACH TO SOLUTION DELIVERY

Esker's successful adoption of the agile methodology by our Product Development teams and Professional Services engagements ensures that our customers, business partners and their key stakeholders are able to achieve maximum value throughout every phase of solution delivery.



## How the Agile Approach Works

Agile methodology promotes a project environment of adaptation, teamwork, self-organization, rapid delivery and customer focus. Versus “traditional” methods, the agile approach values:

- Customer collaboration over contract negotiation
- Responding to change over following a plan
- Working solutions over documentation
- Highest business value in the shortest amount of time over deferred business value via longer delivery time

## How It Benefits Esker Customers

Esker solution requirements are more thoroughly understood when users get hands-on experience early in the process. Here are some of the most common customer benefits:

- Solution benefits received more rapidly with faster ROI
- Resources invested in the most value-added features
- Reduced risks and lower overall implementation costs
- Decisions and modifications made with context
- Features received to test and use in a short amount of time
- Greater process insight as customers are actively involved

## How It Benefits Product Development

In addition to the benefits that agile methodology has on the outcome and delivery of customer projects, it also allows Esker to improve its own internal development. Following the principles of the agile approach allows Esker to focus more on areas of Research & Development in order to continuously enhance the performance of Esker solutions and roll out product improvements on a timely basis.



Esker gave us the product we were looking for – no server or software, minimum configuration effort, and rapid solution delivery. In a short period of time, we negotiated, configured, and had both Dow SAP-ECC and Esker environments connected and working.

Dow Chemical Company



When the sales cycle process started, there were certain things we knew we needed (archive, etc.). But when the implementation process ended, we realized there was so much more we could benefit from that the Esker team had provided us.

Austin Powder

### Esker Customers Who Have Utilized Agile



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