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## Esker Showcases Life Sciences, On-demand Solutions at SAPPHIRE® NOW and the ASUG Annual Conference

By admin

Created 05/17/2010 - 6:00am

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Esker, a leader in document process automation solutions and an SAP® software solution partner, today announced its participation as a diamond-level exhibitor at SAPPHIRE® NOW and the ASUG Annual Conference, May 16–19 at the Orange County Convention Center in Orlando. These co-located events bring together SAP customers, partners and industry experts for knowledge sharing and networking to gain insight and drive business results.

In booth 2521 Esker is exhibiting solutions leveraging its platform certified for integration with SAP applications to automate processing of sales orders, customer invoices, purchase orders, vendor invoices and other documents. Esker will highlight specific benefits of automated sales order processing for companies in the life sciences industry, supported by a new white paper and a dedicated page on the Esker Web site ([www.esker.com/ls](http://www.esker.com/ls) [2]), where visitors will find links to

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additional resources, including Esker customer case studies of medical device manufacturing, pharmaceutical and biotech companies.

### New SaaS solution

Also featured at the Esker booth are software-as-a-service (SaaS) solutions, including the recently released solution for automated sales order processing. As an alternative to traditional software for cost-reduction and productivity improvement, this new solution complements existing Esker on Demand offerings for automated accounts receivable and accounts payable processing.

Esker has positioned itself as a leading developer of on-demand document process automation, and SaaS solutions now represent more than one-third of its business. "Many customers, like Whirlpool, the BASF Group and MEDRAD (Bayer Group), have automated sales order processing using Esker solutions," said Jean-Michel Bérard, CEO of Esker. "With our expertise and track record of success in the SaaS market, we are able to offer proven value to companies of all sizes in every industry through this new on-demand solution."

### Speaker participation

On Tues, May 18 at 1 p.m., Steve Smith, U.S. Chief Operating Officer of Esker, will present a session titled "Integrating a 'Quit Paper' Platform to Automate Any Document Process." The presentation will outline the ROI value of leveraging a single solution, either through the SaaS model or the on-premise model, to automate multiple processes and document formats including fax, mail, email, Web, EDI/IDoc and XML—with capabilities encompassing document capture, delivery and storage inside SAP applications.

In addition, Mark Morris of Ball Horticultural Company, an Esker customer in the wholesale distribution sector, will present an ASUG education session on Wed, May 19 at 3 p.m. (session code 3413). "Ball Horticultural Company: Cultivating Customer Satisfaction" will detail the company's use of Esker automation to address challenges of improving order management and helping customers go paperless.

### About Esker

Esker is a recognized leader in helping organizations reduce the use of paper, eliminate manual processes and simplify IT landscapes. With its comprehensive platform, Esker delivers the benefits of automated document processing as on-demand services (SaaS) and on-premise solutions. Customers achieve significant operational efficiencies, cost savings and ROI in as little as three to six months while gaining visibility and control within order-to-cash and procure-to-pay business processes ranging from sales order management and accounts receivable to purchasing and accounts payable. Founded in 1985, Esker operates globally with more than 80,000 customers and millions of licensed users worldwide. Esker has global headquarters in Lyon, France and U.S. headquarters in Madison, Wisconsin. For more information, visit [www.esker.com](http://www.esker.com) [3]. Follow Esker on Twitter and join the conversation at [twitter.com/eskerinc](https://twitter.com/eskerinc) [4].

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