



INVOICE DELIVERY

MULTI CHANNEL & COMPLIANT INVOICING IN THE CLOUD





PAPER INVOICE PROCESSING BY THE NUMBERS

50%

AR DEPARTMENT

STILL DELIVERS THEIR INVOICES
VIA POSTAL MAIL¹

-96%

AVERAGE RATE

OF LOSS OF PROCESSING
EFFICIENCY WITH MANUAL
INPUT

11€

AVERAGE COST

OF PAPER INVOICE COST²

E-INVOICING ADOPTION

THE MOST COMMON ISSUES BY THE NUMBERS



35-50 %

AVERAGE
E-INVOICING
ADOPTION RATE¹
FOR COMPANIES



90 %

MAXIMUM
TARGET FOR
ADOPTION RATE

ACME FRANCE
15 rue les Ulysses
69006 Lyon
FRANCE
Tel. : 04 78 03 78 07
Fax : 04 78 03 78 17

ACME
SAS au capital de 19.000.000 EUR
R.C.S. Troyes B 595 620 040
Siège Social : 76107 Rouen Cedex 1 / APE 524 R
N° Ident. TVA: FR 68 595 620 040

DATE 24/10/2016 **N° Client** 49777888

FACTURE N°4850004 Page 1/1

Conditions particulières de règlement :
CHEQUE 30 J FIN/MOIS
Date d'échéance : 24/11/2016

A votre service MARIE PIERRE 04 78 03 78 07
Numéro de la commande: 654654
Date de la commande: 24/09/2016

Facturé à MJ Complete Office Supply
333 East 9th St
New York NY 10013
USA

Livré à MJ Complete Office Supply
333 East 9th St
New York NY 10013
USA

| REF. | DESCRIPTION | QTE | UNIT | TVA | PRIX UNIT. | PRIX GLOBAL |
|-----------------|---|-----|------|-------|------------|-------------|
| Bl n° 130250 | 1840290 V/REF Lydie Adresse n°1 AGRAFEUSE S/SOCLE RAPIDE E26 | 3 | PC | 20,00 | 5,54 | 16,62 |
| 110044 | ADH TRANSPARENT 33MX19MM | 5 | PC | 20,00 | 0,27 | 1,35 |

TRANSITIONING TO E-INVOICE

THE MOST COMMON ISSUES



E-INVOICE ADOPTION

- How will you collect all email addresses and customer's e-invoicing agreement?
- What about the customers not willing to move to e-invoicing?



PREFERENCES

- How will you manage each customer preferences?



IT INVOLVEMENT

- Do you have IT resources to manage customer's specific requirements?



COMPLIANCE

- How will you ensure that your process remains compliant among all countries regulations?



ARCHIVE

- How can you ensure e-archiving of both supplier and customer's e-invoices during the required period?



INVOICE DELIVERY CHALLENGES





FREE UP YOUR AR DEPARTMENT
REMOVE TIME-CONSUMING PAPER HANDLING,
REDUCE DELIVERY TIME AND PROCESSING COSTS

AUTOMATE!



...and reduce your DSO

AUTOMATE ACCOUNTS RECEIVABLE

Improve
business
efficiency

Reduce
processing
costs

Ease adoption
of
e-invoicing

Accelerate
invoice
delivery

Reduce
DSO

Retrieve
archived
invoices
online

Comply with
e-invoicing
regulations



WHAT MAKES ESKER UNIQUE?



One unique
solution



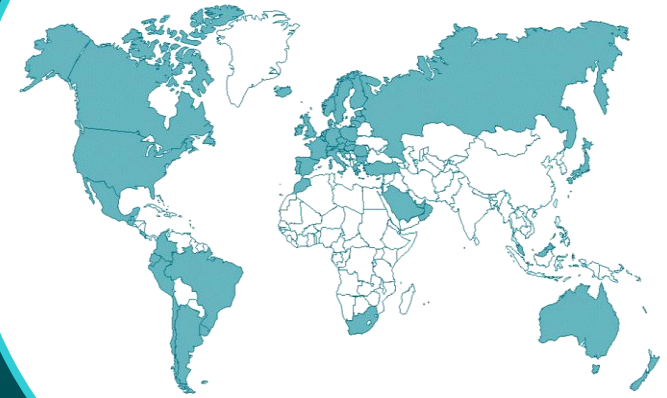
Transition from paper
to e-invoices



Less paper



Compliant in
60+ countries



DELIVER ORIGINAL INVOICES IN ANY FORMAT

Invoices can be sent via any delivery methods (e.g. postal mail, email, web portal, EDI) automatically and electronically.



PAPER

Paper invoices produced in real time from Esker-owned mail facilities.



E-INVOICE

E-invoices delivered and archived in full compliance with regulations and accessible from a convenient web portal.

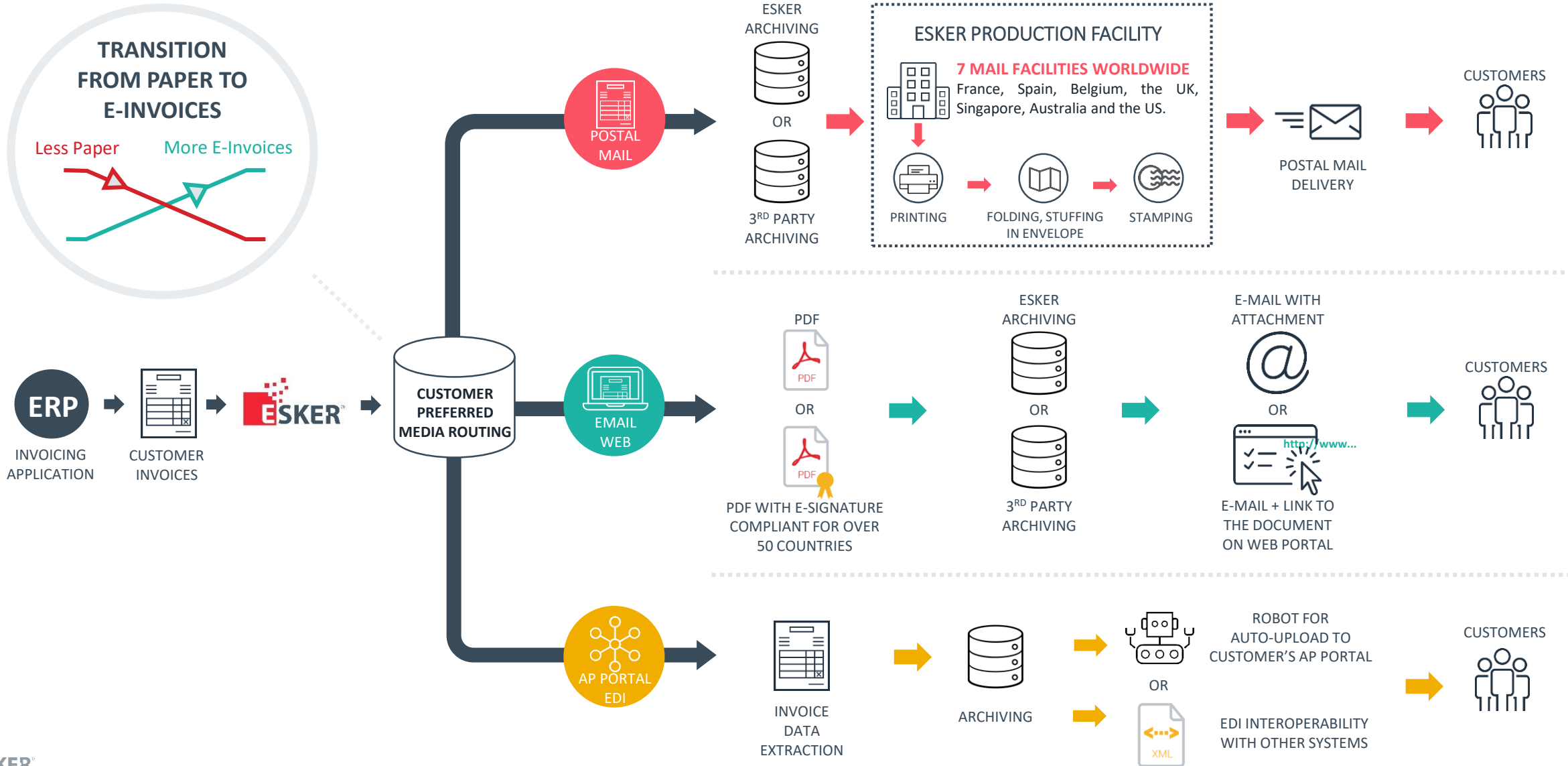


EDI

EDI files formatted and transported to any platform.

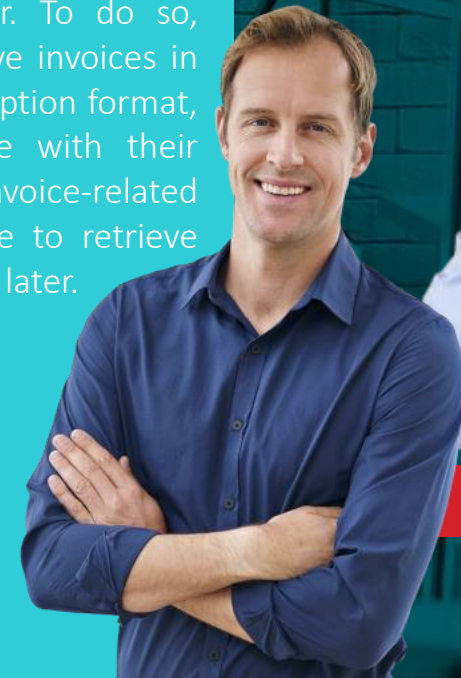


DELIVER ORIGINAL INVOICES VIA ANY MEDIA



MAKE COLLABORATION EASY FOR ALL STAKEHOLDERS!

*On-board your customers
in your e-invoicing initiative!*



CUSTOMER

Cut AP processing time

Customers need to process supplier invoices in an efficient and timely manner. To do so, they want to receive invoices in their preferred reception format, easily communicate with their supplier on any invoice-related matter and be able to retrieve invoices, even years later.

E-INVOICING PROJECT MANAGER

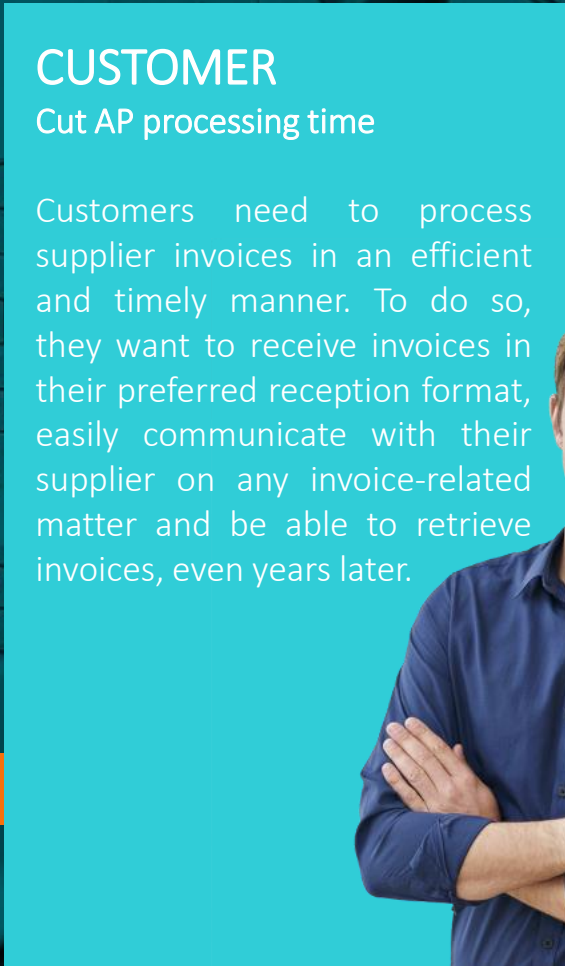
Make e-invoicing easy
and 100% compliant

SALES ADMIN

Speed up cash
collection cycles

CFO

Do more with less



TAX AUDITOR

Audit invoices

INVOICE DELIVERY AUTOMATION IN THE CLOUD

Metrics that matter to each user

Invoices to validate

Undelivered invoices

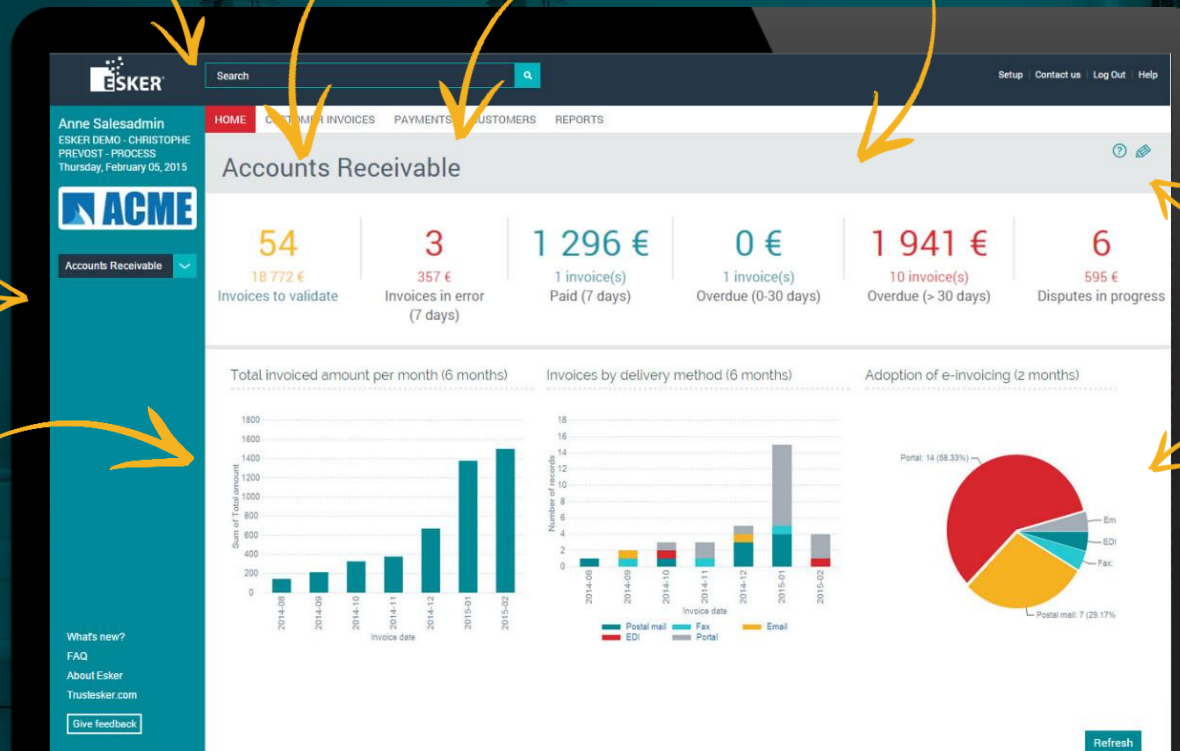
Overdue invoices

User workspace

Click & customize your dashboard

Real-time business trends with charts & reports

Monitor e-invoicing adoption



COLLABORATE VIA THE ONLINE CUSTOMER PORTAL

WHAT'S IN IT FOR YOU?

- 100% visibility on invoices delivery and payment status
- Collect cash faster by speeding up invoice delivery
- Save time and costs
- Get visibility on disputed invoices

FOR YOUR CUSTOMERS

- Easily choose your invoice delivery method
- Get visibility on invoice status (overdue, disputed, etc.)
- Eliminate time spent making invoice related inquiries
- Comply with e-invoicing regulations for online archiving
- Retrieve archived invoices



Hello. The unit price does not match what was negotiated

Apologies, we will follow-up with your account manager

Thank you !



CUSTOMER SUCCESS

Accounts Receivable Automation

Adevinta

50,000

CUSTOMERS LEVERAGING PORTAL

98%

INVOICES AVAILABLE ON PORTAL

“Esker automatically selects the delivery method: by portal, PDF or via FAcE. We greatly appreciate the efficiency it has brought the invoicing process, and our customers find it much more convenient and transparent.”

FERNANDO GABÁS, ERP MANAGER

CUSTOMER SUCCESS

Accounts Receivable Automation

arkadin®
CLOUD COMMUNICATIONS

2/3

INVOICE PROCESSING TIME
REDUCED BY 2/3

“With the rapid development and growth of our company, our IT strategy is to invest in solutions which enable us to streamline processes and reduce costs. Our invoicing process was a key element of this strategy.”

EMMANUEL DE MONTERNO,
DIRECTOR OF INFORMATION SYSTEMS

CUSTOMER SUCCESS

Accounts Receivable Automation



A MEDIA COMPANY

“We were spending millions on paper and postage costs [...]. Pursuing a robust and dynamic automation solution like Esker’s was the logical next step.”

FINANCE PROCESS OWNER

✓ 100%
COMPLIANCE

WITH E-INVOICING
REQUIREMENTS

1
MILLION
EUROS

SAVINGS IN PROCESSING
COSTS

CUSTOMER SUCCESS

Accounts Receivable Automation



DELIVERY TIME 50%
FASTER (FROM 4 TO 2
DAYS)



SIGNIFICANT COST SAVINGS,
AS LESS MANPOWER IS
REQUIRED

“Outsourcing the processing and delivery of our paper invoices to Esker’s mail production facility was definitely the right decision.”

DAWN OH, DIRECTOR, ADMINISTRATION AND FINANCE



CUSTOMER SUCCESS

Accounts Receivable Automation

TOSHIBA
Leading Innovation >>>

1
DAY

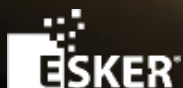
ONE-DAY REDUCTION
IN DSO

\$342,000
ROI

ROI OF \$342,000 SINCE
IMPLEMENTING ESKER

“Since implementing Esker, we’ve seen a 1-day reduction in DSO and \$342,000 ROI. Those are big benefits and something we would not be able to achieve without Esker.”

TODD KIRKHAM, DIRECTOR OF OPERATIONS AND ACQUISITIONS



THEY TRUST ESKER!



OUR CUSTOMER SUCCESS COMMITMENT :

HELP YOU BOOST YOUR PRODUCTIVITY & EFFICIENCY



THE BEST CUSTOMER EXPERIENCE
FROM DAY 1 AND ALL ALONG

ESKER'S EXPERIENCE

7

DAYS

REDUCE DSO
BY AS MUCH AS
7 DAYS

700+
COMPANIES

AUTOMATING AR
WITH ESKER

65M+
INVOICES

AUTOMATED
EACH YEAR

1B

transactions
a year

120+

OCR languages

60+

Countries supported
for e-invoicing
compliance

16

years as a
cloud pioneer

6 000+

SAAS customers WW



HAEMONETICS®

TOSHIBA



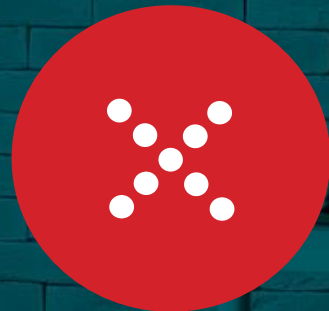
INVOICE DELIVERY AUTOMATION IN THE CLOUD



7 MAIL
FACILITIES



5 DATA
CENTERS



MULTITENANT
PLATFORM



HIPAA/HITECH
COMPLIANCE



SSAE 16 AND
ISAE 3402
COMPLIANCE



PAY
AS-YOU-GO

INTERESTED IN INVOICE DELIVERY AUTOMATION?



Contact
Esker



Learn more



Request
a demo



FUJIFILM
Value from Innovation

Australia xxxxxxxx.com.au
China xxxxxxxx.com.cn

Hong Kong xxxxxxxx.com.hk

Korea xxxxxxxx.co.kr
Malaysia xxxxxxxx.com.my

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Tel: 400-820-5146
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Tel: 1544 8988
Tel: 1300 88 5880

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Thailand xxxxxxxx.co.th
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