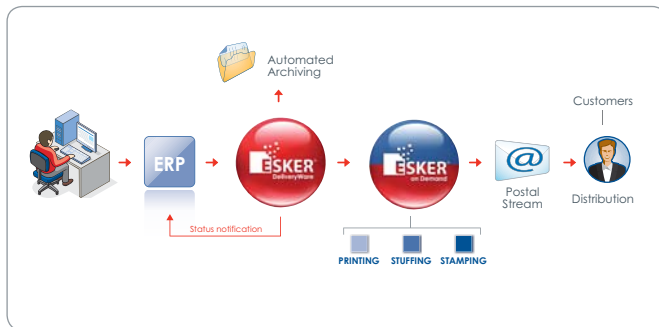




Mail on Demand: A better way to deliver Business Mail



Mail on Demand provides significant cost savings and streamlines business processes by enabling you to send physical mail directly from enterprise applications. Business documents are electronically delivered to an external mailroom that provides fast, high-quality, cost-effective mail processing services, effectively eliminating the need for an internal mailroom. Mail on Demand is part of the Esker on Demand delivery services that also includes Fax on Demand and Email on Demand.



How Mail on Demand works

Mail on Demand uses Esker DeliveryWare to directly and seamlessly integrate with leading enterprise applications including ERP, CRM, and others. There is no need to modify existing systems or processes. Esker DeliveryWare automatically receives raw data directly from core business applications and then formats the data into business documents. The documents are delivered electronically to an Esker on Demand production center where they are processed and added to the postal stream in less than 24 hours. Intelligent tracking guarantees that every document is delivered to the correct recipient.

Eliminate manual processing costs

Most businesses produce the bulk of their documents electronically. However, the majority is still delivering these time-critical documents through slow and costly methods such as manual mail and fax.

Spurred by the ever-present pressure to cut costs and increase productivity, many companies are doing away with manual processes and the associated costs (labour, paper, supplies, maintenance costs, mailroom equipment, and more). A low-risk and logical solution for many is Mail on Demand — sending mail electronically to an outsourced mail service for processing and distribution.

Cost Comparison: Manual vs. Automated Mail

MANUAL PROCESS

Cost per piece | € 1,10

AUTOMATED PROCESS

Cost per piece | € 0,60

45% Cost Savings with Mail on Demand

Maximise flexibility with Esker DeliveryWare

Individual letters, such as invoices or purchase orders, or batch mailings of any size, such as account statements, are dispatched immediately, without manual handling or internal process delays. The immediate result is reduced costs, accelerated accounts receivable and improved document tracking.

Mail on Demand benefits

Flexible billing options allow you to only pay for what you use on a pay-as-you-send basis, providing complete cost predictability and control. The benefits include:

- **The internal mailroom function can be eliminated**, resulting in significant cost savings (Mail on Demand enabled one organisation to save €3 000 000 per year)
- **Internal resources can be re-allocated** from mailrooms to more productive activities
- **Existing business systems can be leveraged** without reprogramming
- **Document can be customised** based on customer and business partner preferences
- **Additional time and postage cost savings** using the mailing service geographically closest to a letter's final destination

“Esker DeliveryWare allows us to optimise invoicing processes from end to end and improve our DSO. We now have total visibility of our invoicing processes; we can easily modify formatting as needed; and we have eliminated the need to store letter head paper. And all this has been accomplished without modifying our system or maintenance thanks to the simplicity of the solution installation.”

Alain Thevenelle ▪ Administrative and Finance Director
▪ Samsung Electronics France

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