



PRESS RELEASE

Fusion5 discovers the missing link turning paper into e-business.

Sydney, Australia, 10 October 2005 – Fusion5 a leading provider of Enterprise Resource Planning (ERP) and Customer Relationship Management (CRM) Solutions in Australia and New Zealand, has signed an agreement to resell Esker's Software Solution *DeliveryWare* as a natural progression to their product portfolio enabling them to provide end to end business automation.

Through experience in the field of successfully deploying ERP solutions to automate and streamline business processes, Fusion5 found that most enterprises even after implementing an ERP system still relied on a huge amount of paper documents to drive their businesses. Documents like purchase orders, invoices, statements and pay advices were being manually data entered to then fax, post, work flow approval and archived to and from the ERP systems. This common scenario identified a large opportunity to offer enterprises huge cost cutting solutions through e-document automation.

Fusion5 is not new to providing solutions that automate paper based processes but until now they have had to provide a complex selection of multiple products from different vendors. With almost every business focusing of total cost of ownership this was very expensive and complex to support and integrate making full adoption rare. Esker's *DeliveryWare* Solution provides total document automation in a single platform allowing a true paperless office at the lowest possible total cost of ownership.

Rebecca Tohill, Fusion5's Director of Business Development said "Our decision to become an Esker Partner was very easy to make. Esker had an already proven track record in Australia and New Zealand with over sixty local reference sites, almost all of which enjoyed a sub six month complete return on investment. Being able to provide data entry, document composition, faxing, postal outsourcing, document formatting, workflow and archive/retrieval in a single solution now allows Fusion5 to fill the historic gap between paper and e-business."

James Elkington, Esker's Asia Pacific Managing Director adds "Esker is very excited about its new partnership with Fusion5; building on Esker's past successes in the high end SAP ERP Market with DeliveryWare, Fusion5 can now take this proven formula scaled to fit the JDE and Oracle world. Fusion5 complements Esker in every way especially with their local presence in New Zealand where Esker does not have a subsidiary but considers a key region."

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About Fusion 5

Fusion5 was established in 2002 specifically to provide affordable, high value Enterprise Resource Planning (ERP), Customer Relationship Management (CRM) and Human Resource Management System (HRMS) services to New Zealand and Australian businesses. Fusion5 focus on providing implementation services to customers about to implement a new ERP or CRM system as well as providing on going support and optimisation services for customers using these solutions.

Fusion5 fills the gap between the traditional 'Big 5' consulting firms and the contractor market. Fusion5 also provides a more service focussed approach than most vendors. Fusion5 recognise that businesses want experienced professionals with a team approach to delivery, responsiveness and flexibility, and a high degree of commitment to a lasting relationship. As a result, Fusion5 has found a niche and enjoyed rapid growth.

Fusion5's focus is mid range products – products that fit Australia and New Zealand businesses. The solutions and the vendors we have chosen to work with include:

- Oracle® / JD Edwards®
- Microsoft® Business Solutions, specifically Axapta and Navision, through our Joint Venture company, InterFusion
- Pivotal® Customer Relationship Management Solutions
- PayGlobal® People Management Solutions

About Esker Software

Esker is the intelligent document delivery leader. With software and hosted delivery services to automate every phase and every type of document delivery, Esker helps organisations streamline manual, paper intensive business processes and automate the flow of documents into, within and outside the organisation. Customers gain significant and immediate operational efficiencies, cost savings and measurable ROI in as little as three to six months.

Esker intelligent document delivery solutions include **Esker DeliveryWare** – a single, universal information exchange platform that captures, formats, converts, routes and stores documents using patented, content-based delivery technology and **Esker on Demand** – document delivery services enabling post, fax, email and SMS delivery from enterprise and desktop applications with no printers, mailroom equipment, fax machines, office supplies, etc.

Founded in 1985, Esker operates globally and has over 70,000 customers and millions of licensed users worldwide. Esker has global headquarters in Lyon, France and Asia Pacific headquarters in Sydney Australia. For more information visit www.esker.com.au or www.eskerondemand.com.

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