# A Better Way to Deliver Business Mail

Invoicing keeps vital cash flowing through an organization. Optimizing cash flow depends on effective communication with trading partners to ensure timely billing and payment. But the best efforts of billing departments are often limited by "document drag" inefficient manual fax or mail delivery of the invoices, reminders, sales orders, acknowledgements, account statements, and other critical business documents that drive the process.



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 cloud production facility 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 are 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 (e.g., labor, paper, supplies, maintenance costs, mail room equipment, etc.) A low-risk and logical solution for many is Mail Services — sending mail electronically to an outsourced mail service for processing and distribution.

## Maximize flexibility with Esker DeliveryWare

### Cost Comparison: Manual vs. Automated Mail

| MANUAL PROCESS | AUTOMATED PROCESS |
|---|---|
| Cost per piece  $1.10 | Cost per piece  $0.60 |

**45% Cost Savings with Mail Services**

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.

## How Mail Services work

Mail Services use Esker DeliveryWare to directly and seamlessly integrate with leading enterprise applications

## Mail Services 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 mail room function can be eliminated,** resulting in significant cost savings (Mail Services enabled one organization 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 customized** 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 optimize 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 letterhead 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**

**ESKER** ®
Document Process Automation

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