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Post Denmark Upgrades to Escher Group's Web-Based Distributed Messaging Solution for Internet Bulk Mails™ Application

-- WebRiposte™ provides a foundation for developing and deploying multi-channel applications in a secure, highly scalable, transaction-processing environment --

Cambridge, Mass. – October 14, 2002 – Escher Group Limited, a leading provider of peer-to-peer messaging and data management solutions, today announced that Post Denmark will be upgrading to the WebRiposte™ platform for its counter automation system. WebRiposte is Escher's Web-enabled, peer-to-peer, distributed messaging solution that includes content distribution and storage. Post Denmark will be using WebRiposte to develop an Internet-based Bulk Mails™ application. This new functionality can run seamlessly alongside existing Riposte® applications, but more importantly, it can be deployed over the Web for use by Post Denmark's 8,000 commercial customers.

“We selected WebRiposte for our Internet-based Bulk Mails system based on the success of our Riposte counter automation project, and in consideration of the additional benefits we stand to gain,” said Palle Rossil Hansen, service manager for Post Denmark. “The new WebRiposte application will enable our commercial customers to provide information over the Internet about impending bulk mail shipments, saving them a great deal of time at the postal counter. Furthermore, the WebRiposte platform offers extended functionality, enhanced performance, and the ability to develop and deploy e-commerce solutions over the Internet, which will provide a solid foundation for future multi-channel automation projects. We are committed to implementing the latest technologies to provide the best possible service to our customers.”

WebRiposte is built upon the core-messaging infrastructure that has been deployed in the Riposte product line. With WebRiposte, customers maintain the benefits of a high-volume, fault-tolerant, distributed, transaction-processing platform while gaining support for Internet standards and a full set of XML-messaging and content delivery services.

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The Internet-based Bulk Mails application will enable Post Denmark's commercial customers to register bulk mail lots—for example, newspapers, magazines, and advertising circulars—online, which will drastically reduce the amount of time these customers need to spend in the post office. Instead of having to complete time-consuming paperwork at the postal counter, customers can go online to fill out and submit the necessary forms. When they bring the bulk mail lots to the post office, the postal clerk simply retrieves the customer's information on the counter system, verifies that the mail lot is correct, and accepts the shipment for delivery.

In addition to making the bulk mailing process faster and more convenient for customers and counter clerks, the program also offers important benefits to the postal distribution centers. The Bulk Mails project will allow customers to enter bulk mail orders into the system up to 12 months in advance, which will enable the distribution centers to plan for large shipments and allocate resources ahead of time. The distribution centers can then alert the mail carriers to the timing and quantities of publications to be delivered along each route.

Post Denmark became a customer of Escher Group in October 1997, when the organization chose Escher's flagship messaging product, Riposte, to automate over 1,200 counter positions in 357 postal outlets. Within nine months of signing the contract, Post Denmark launched its pilot program. The countrywide rollout was completed on schedule in 1999, dramatically improving the organization's operating efficiency with a highly reliable, secure, easy-to-use, and cost-effective counter automation solution.

“We are proud to have played a key role in Post Denmark's successful counter automation project, and we are confident that WebRiposte will help them to achieve new levels of organizational efficiency and customer service,” said Michael J. Murphy, president and CEO of Escher Group. “WebRiposte's full support for Internet standards and XML will allow Post Denmark to take advantage of the latest technologies to develop new business applications and processes, enabling them to remain at the forefront of an increasingly competitive market.”

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About Escher Group Limited

Escher Group Limited is a leading provider of peer-to-peer messaging and data management solutions and services. The company offers a business-to-business, XML-based transaction management environment that is used in thousands of locations worldwide. Escher introduced Riposte — its flagship peer-to-peer messaging solution — in 1993, and later extended the product’s functionality with support for Internet-based applications when it launched WebRiposte in 2000. Today, the Riposte family of products has established Escher as the market leader in post office counter automation. The company is a proud sponsor of the MIT Media Lab’s “Things That Think Consortium,” which researches advances in information technologies. In addition to its headquarters in Cambridge, Massachusetts, Escher has offices in Dublin, London, and Singapore.

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