



## SEG Software and PilotFish Technology announce Strategic Partnership

*Partnership launches a new era of insurance software to help insurers overcome hurdles of legacy replacement*

**Glastonbury & Middleton, CT, October 25, 2006**—SEG Software (SEG) and PilotFish Technology today announced a strategic partnership designed to combine their respective core competencies to offer insurers a new era of software solutions by utilizing PilotFish's XCS eiPlatform and eiConsole to provide quick and easy integration and interfaces for SEG's policy administration system.

The SEG / PilotFish partnership addresses two major hurdles that insurers face when looking to transform their out-of-date technology legacy environments: (1) consolidating multiple and disparate policy administration systems and (2) building the necessary integration and interfaces to other internal systems as well as external systems and services.

Ric Young, SEG's Senior Vice President, Sales and Marketing, commented, "With SEG's policy administration system, life and annuity insurers already have the ability to implement one, single platform for all lines of business. But, our offering is that much more attractive when complemented by PilotFish and their ability to offer quick development of interfaces and integration."

Young continued, "This marriage of two IBM PartnerWorld Network members (SEG and PilotFish) signals a new era of software solutions – one where the heavy lifting typically associated with development and implementation is now primarily accomplished through software and automation rather than endless man hours spent developing code and interfaces."

Neil Schappert, President of PilotFish added, "Not only is SEG's software a good fit for our product offerings, but our two companies have a good cultural fit. We are both committed to finally changing the face of insurance software solutions and to making it an easy transition for insurers. Much of the industry has been watching from the sidelines when it comes to legacy replacement efforts, largely due to the time, cost and perceived risk involved. With our combination of two proven solutions and organizations working together, we believe we have an unbeatable, low risk, high value solution; making for an attractive legacy replacement option for insurers."

### **About PilotFish Technology**

Based in Middletown, CT, PilotFish Technology provides comprehensive software and services to enable the integration of disparate systems using ACORD XML standards in 1/20th the time previously possible. To learn more about PilotFish Technology, please visit the website at [www.pilotfishtechnology.com](http://www.pilotfishtechnology.com) or call 860-632-9900 Ext. 305

### **About SEG Software**

Glastonbury, Connecticut based SEG Software (SEG) is a provider of industrial strength policy administration software to the life insurance and annuity industries. With the industry's need for robust software solutions, SEG's product suite is built on J2EE and developed in Java, providing the industry the modern technologies and a rules-engine that offer life and annuity insurers the flexibility, performance and scalability to finally consolidate and replace their legacy environment.

#### **SEG Software**

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#### **PilotFish Technology**

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