

PRESS RELEASE

SEG SOFTWARE

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UnionLaborLife

**ULLICO Chooses SEG Software's Policy Administration System to Support Group Life and Medical Stop Loss Business on a Single System**

*ULLICO decision proves that legacy replacement during tough economic times can make sense*

**Glastonbury, CT, April 22, 2009**—SEG Software (SEG), a provider of industrial strength policy administration software to the life insurance and annuity industries, today announced that The Union Labor Life Insurance Company (ULLICO) has selected SEG's policy administration system to support ULLICO's Group Life and Medical Stop Loss lines of business. The implementation will be completed in two phases with the first phase targeted for early July. The remaining phase will bring both lines of business completely onto the system, and is planned for production by end of this year.

With the SEG implementation, ULLICO will take advantage of the cost- and process-efficiencies offered with SEG's modern technology and the system's rules-engine flexibility to bring previously outsourced processes back in house. ULLICO's goal is to support these lines of business on a single system improving efficiency and reducing operating costs while continuing to provide exceptional service to its policyholders. With the new web-based system, all key stakeholders will have easy and immediate system access whenever and wherever needed.

"Importantly," the President of Union Labor Life, Gary L. Burke, adds, "we believe that the selection of SEG's system and the enhancements it brings, will provide us with a competitive advantage in the markets we serve to help us deliver new products faster and more efficiently."

One factor in ULLICO's decision was the Proof of Production evaluation with SEG as well as the flexibility and configurability offered by the system's rules-engine. The use of the latest Web 2.0 technologies such as Adobe Flex, allows for easy customization of the graphical user interface to reflect ULLICO's vernacular, yet with no changes required to SEG's core system.

Chris Tosney, ULLICO's Vice President of Group Operations, commented, "We've outsourced some of our operational functions for years. However, with the acquisition of the SEG software, we now had the opportunity to re-evaluate those

decisions and potentially bring back in-house those functions. Combined with SEG's speed of implementation and proven capabilities, this became an easy decision for us."

Tosney continued, "This new technology will make the annual group reenrollment process much simpler for all the users of the system. It will also improve the timeliness and overall quality of quotes and proposals."

SEG's Senior Vice President Sales and Marketing Ric Young said, "We thank ULLICO for selecting our solution and find it especially gratifying during these tough economic times. While many insurers are taking a wait-and-see attitude and putting technology decisions on hold, ULLICO recognized that even today's challenging economy can serve as a catalyst for technology and operational change."

### **About ULLICO**

*ULLICO Inc., with \$5.3 billion\* in total assets under management, is an insurance and financial services holding company. ULLICO Inc.'s subsidiary companies include The Union Labor Life Insurance Company; ULLICO Investment Advisors, Inc.; ULLICO Investment Company, ULLICO Casualty Company, and ULLICO Casualty Group. Since 1927, the ULLICO Family of Companies has offered quality insurance and investment products and services. For additional information, visit [www.ullico.com](http://www.ullico.com).* \*Source: 2007 ULLICO Inc. Annual Report

### **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.

For additional information, visit the SEG website at [www.segsoftware.com](http://www.segsoftware.com).