

Prima Solutions announces its first client in the London market

Kiln, plc, a leading player on the Lloyd's Market, selects Prima Solutions' Foundation for Service Oriented Insurance Applications™ to automate key transactions and processes.

London, UK--March 16th, 2006--Prima Solutions, provider of Prima Platform™, the Foundation for Service Oriented Insurance Applications, announced today that Kiln, plc, a leading player on the Lloyd's market has chosen its flagship software, Prima Platform™ and started to implement new service oriented insurance applications to replace and leverage its IT legacy assets.

Kiln was looking for a platform to allow them to develop their next generation underwriting applications. The platform had to have the flexibility required to allow rapid Time to Market, but with the stability inherent within a mature product. The framework that comprises the Prima Platform provides these key features coupled with the ability to quickly build applications comprised of discrete components that can be reused across multiple processes within the organisation and accessed via multiple channels.

Chris Locke, Head of IT of Kiln, plc, said, *"The key message of Kiln's architecture strategy is to move to a service centric platform (SOA); by that, we mean an environment where all data and software services are abstracted from the underlying technology allowing us to rapidly assemble and configure new applications as opposed to continually building and re-building. Key to this is separation of application logic, business rules, process definition and the ability to initiate and access processes from any desired channel, i.e. UI driven or B2B."*


The Prima Platform was proven within Kiln during an extensive Proof of Concept project that tested all facets of the target architecture, including BPM (Business Process Modelling), Service development & Orchestration and end to end legacy integration. From initial process definition through to final deployment, the framework proved to be both flexible and simple to extend and manage, key facets that will allow Kiln to move forward with its strategic programme in 2006 and deliver key benefits across the business.

"We are delighted to have been chosen to provide Kiln, plc with our standard-based insurance service oriented platform," said **Christian Frisch, VP Marketing, Prima Solutions**. *"As a charter customer, Kiln are a progressive company that understand the importance of an industrial approach to Service Oriented Architecture transformation in delivering premium service to their customers."*

About Prima Solutions

Prima Solutions provides a standards-based software foundation to design, develop, deploy, manage, monitor and maintain Service Oriented Insurance Applications. Built around an extensive Insurance Reference Model (Prima IBCS™) and a service repository, Prima Platform™ supports rules-based business process automation, their real-time integration with legacy systems and deployment in a portal infrastructure. Prima Platform™ and Prima IBCS™ enable insurance organizations to improve enterprise agility, to incrementally transform their legacy systems, and eventually to dramatically increase business results.

Founded in 1999 Prima Solutions operates globally from offices in Paris, Chicago and Munich. Customers include Farm Bureau, B2V, CNP, Swiss Life, Erisa IARD, Groupama / Gan and AGPM. Projects implemented by these customers involve General, Health, Life and Pension Insurance products for core distribution, underwriting, policy administration and claims processing. Prima



Solutions is supported by global alliances with key technology partners including IBM, BEA Systems, Ilog, Sun Microsystems as well as selected delivery partners in its strategic operating markets.

Prima Solutions is a member of ACORD.

About Kiln plc

Kiln is an international insurance and reinsurance underwriting group that specialises in complex, unusual risk. Kiln plc is listed on the London Stock Exchange. Its operating subsidiary, R J Kiln & Co Limited has £803 million of capacity under management for the 2006 year of account, making it one of the largest agencies trading in the Lloyd's of London insurance market.

Kiln is a recognised leader in each of the five main business areas in which it operates: reinsurance, accident and health, aviation, marine and special risks, and property. In these and other fields, Kiln helps customers to manage their risk, and provide them with financial protection in the event of disasters and catastrophes. Kiln takes pride in addressing difficult, complex and unusual risks, using a combination of flair and sound judgement. From quotation to claim, and from new business to renewal, Kiln maintains high standards of service and operates in a way that encourages customers and brokers to do business with it.

As a Lloyd's agency, Kiln enjoys a security rating of 'A' (Strong) assigned to Lloyd's by Standard and Poor's; its Combined Syndicate 510 has an 'A' (Excellent) rating in its own right from A M Best.