

## Burns & Wilcox licenses Prima IBCS™ and Prima Repository™ to serve as the foundation for its multi-year IT transformation initiative.

**Chicago – April 8th, 2008** - Prima Solutions, provider of Prima IBCS™, the leading insurance object model and Prima Repository™, the only insurance-dedicated SOA platform, announced today that Burns & Wilcox has chosen its software foundation to jump start its multi-year IT transformation initiative.

**Alan Kaufman, Burns & Wilcox's, Chairman, Chief Executive Officer and President**, said: *«We needed a solid software foundation to serve as the backbone of our IT Transformation initiative; Prima IBCS™ and Prima Repository™ are proven products, which will help us jump start this very strategic project».*

He added: *«Our specialty insurance business is experiencing a number of very significant changes, and we are adapting quickly. We have selected Prima Solutions' tools and expertise to radically transform the way our company operates».*

*«We are delighted to add Burns & Wilcox to our portfolio of customers»*, adds **Hugues Delannoy, CEO of Prima Solutions**. *«Burns & Wilcox's decision illustrates the growing level of adoption of Prima Solutions' software framework and expertise by insurance stakeholders who embark upon strategic transformation projects».*

### About Prima Solutions

Prima Solutions provides a standards-based software foundation to support incremental transformation of existing Insurance IT systems into Service Oriented Applications. Together with an extensive Insurance Reference Model and a template-based code generation (Prima IBCS™), Prima Repository™, an innovative business service repository, complements existing infrastructure to enable a pragmatic approach to SOA transformation. Dedicated to the insurance industry, Prima Solutions offers new technology to promote Reusability and Business and Technical Agility.

Founded in 2000 Prima Solutions operates globally from offices in Paris and Chicago. Customers include Safeco, Kiln, Generali, Farm Bureau, RLI Corp., CNP Assurances, Swiss Life, La Reunion Aerieenne and Groupama. Projects implemented by these customers involve Property & Casualty, 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 ILOG and Sun Microsystems as well as selected delivery partners in its strategic operating markets. ILOG owns 33% of Prima Solutions.

Prima Solutions is a member of OMG and ACORD.

### About H.W. Kaufman Financial Group & Burns and Wilcox

The H.W. Kaufman Financial Group is the parent company of Burns & Wilcox, which is North America's largest managing general agent with 36 offices in 24 states. Founded in 1969 and based in Farmington Hills, Mich., Burns & Wilcox is nationally recognized for its insurance underwriting and brokerage expertise in specialty lines, professional and commercial liability, property and personal lines.

Burns and Wilcox recently expanded into the Canadian and European brokerage market by forming a joint venture with C.J. Coleman Company, a Lloyds of London broker. The new entity, Coleman & Kaufman Ltd., will support many classes of insurance placed in the London market that will give Burns & Wilcox increased writing capabilities for its clients

The depth and quality of Burns & Wilcox's underwriting and management talent is unsurpassed in the industry and affords the company the ability to adhere to the highest standards of service.

More information can be found at <http://www.burnsandwilcox.com>.

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