

## Prima Solutions Signs Global Strategic Partnership Agreement with HCL Technologies and licenses its insurance business model Prima IBCS™ to serve as the foundation of HCL Technologies' insurance related developments and future product lines

*Partnership designed to maximize business value of SOA investments in the Insurance industry*

**Chicago, IL — October 15<sup>th</sup>, 2007:** Prima Solutions, the leading provider of SOA solutions to the insurance industry today announced the signing of a global strategic partnership agreement with HCL Technologies Ltd. (“HCL”), India’s leading global IT services company. As part of this agreement Prima Solutions also announced that HCL has chosen Prima IBCS™, the leading insurance business reference model, to serve as the foundation for its insurance software developments worldwide.

Prima IBCS™ provides a complete set of standard objects, services and business processes in UML format, as well as an MDA tooling to accelerate SOA application development. It covers life, non-life, reinsurance for personal and commercial lines.

Through the partnership, the two companies will provide tailored Prima-based services and products, enabling insurers to cost effectively accelerate the deployment of new Service Oriented Architecture (SOA) applications. The two companies have already successfully designed a solution for a leading insurance company in the United States based on Prima’s technology.

“Prima Solutions is thrilled to have HCL as a strategic partner in providing tailored applications to insurance carriers across the world,” said Hugues Delannoy, CEO, Prima Solutions. “HCL’s choice in selecting Prima Solutions not only reinforces our understanding of SOA, but also further demonstrates that our Prima IBCS™ model is now considered as one of the most comprehensive reference models for the insurance industry.”

“We are delighted to partner with Prima Solutions, the premier provider of required tools for Insurance SOA initiatives,” said Prasanna Satpathy, Senior Vice President, Banking, Financial Services & Insurance Group, HCL Technologies. “Combining our strengths in a manner that reduces costs, risks and saves time, will truly maximize the business value of SOA investment in the industry.”

For more information on the Prima Solutions SOA products, please visit [www.prima-solutions.com](http://www.prima-solutions.com).



## 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, Farm Bureau, RLI Corporation, CNP Assurances, Generali, Swiss Life 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 BEA Systems, ILOG, Sun Microsystems as well as selected delivery partners in its strategic operating markets. ILOG owns 33% of Prima Solutions. More information about Prima Solutions can be found at [www.prima-solutions.com](http://www.prima-solutions.com).

Prima Solutions is a member of OMG and ACORD.

## About HCL's Banking, Financial Services and Insurance Group

HCL Technologies' Banking, Financial Services and Insurance Group is built on domain competencies spanning Retail and Corporate Banking, Capital Markets and Insurance. Partnering with this large financial institution, HCL has delivered significant transformational projects that go beyond cost reduction, offering value additions through productivity gains and value multiplication through redesigned and reengineered processes. HCL's Retail and Corporate Banking Services practice is aligned on the basis of the expertise and capabilities the company has acquired in the various micro-verticals of core banking, loans and mortgages, treasury and cash, trade finance, cards, multi-channel and private banking.

The company's Global Insurance Practice, driven through a dedicated Insurance Service Development Centre, has proven delivery capabilities in Life Insurance and Pension, Property and Casualty Insurance (Non-life insurance) and Reinsurance. For more information please visit <http://www.hcltech.com/IndustrySolutions/FinancialServices>

## About HCL Technologies Ltd.

HCL Technologies is one of India's leading global IT Services companies, providing software-led IT solutions, remote infrastructure management services and BPO. Having made a foray into the global IT landscape in 1999 after its IPO, HCL Technologies focuses on Transformational Outsourcing, working with clients in areas that impact and re-define the core of their business. The company leverages an extensive global offshore infrastructure and its global network of offices in 17 countries to deliver solutions across select verticals including Financial Services, Retail & Consumer, Life Sciences & Healthcare, Hi-Tech & Manufacturing, Telecom and Media & Entertainment (M&E). For the quarter ended 31st March 2007, HCL Technologies, along with its subsidiaries had last twelve months (LTM) revenue of US \$ 1.27 billion (Rs. 5,675 crores) and employed 40,149 professionals. For more information, please visit [www.hcltech.com](http://www.hcltech.com)

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## About HCL Enterprise

HCL Enterprise is a leading Global Technology and IT enterprise that comprises two companies listed in India - HCL Technologies & HCL Infosystems. The 3-decade-old enterprise, founded in 1976, is one of India's original IT garage start-ups. Its range of offerings spans Product Engineering, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products. The HCL team comprises approximately 45,000 professionals of diverse nationalities, who operate from 17 countries including 360 points of presence in India. HCL has global partnerships with several leading Fortune 1000 firms, including leading IT and Technology firms. For more information, please visit [www.hcl.in](http://www.hcl.in)

## Forward Looking Statements

*Certain statements in this release are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies/ entities in which we have made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.*

*Other product or service names mentioned herein are the trademarks of their respective owners*

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