



HP Offers up to 300 Consulting Hours for Insurance Companies Through HP Exstream Competitive Switch Program

PALO ALTO, Calif., Nov. 3, 2009 – HP today announced the HP Exstream Competitive Switch Program for insurance companies looking for the right solution in customer communications.

As a number of insurance policy production software vendors plan to discontinue support for their products, customers can move to the proven HP Exstream solution used by seven of the top 10 U.S. Fortune 500 insurance carriers.⁽¹⁾ Moreover, companies that agree to migrate to HP Exstream enterprise document automation software by Dec. 31, 2009, will receive up to 300 hours of free consulting services.

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With so many policy production products coming to end of life or to a standstill with no further enhancements, the market has been flooded with conflicting messages about migration paths and which solutions are the best. HP Exstream is a trusted solution with more than 500 clients worldwide.

HP has a tested and proven migration path for insurance carriers including more than 30 leading insurance companies that have already chosen HP Exstream as a replacement for legacy policy production systems, such as Oracle's Documerge, InSystems' Calligo and EMC's Autograph installations.

"Gore Mutual is dedicated to providing our customers with the most comprehensive insurance offering in the industry coupled with the best customer experience," said Sean Christie, vice president of Strategic Projects at Gore Mutual Insurance, one of Canada's oldest federally licensed property and casualty insurers. "Unfortunately, our legacy solution could no longer support our communication goals; but, with HP Exstream, we converted our data without augmenting our current infrastructure. What we gained was a solution platform that not only enables streamlined policy production, enhanced collaboration and creates relevant, personalized communications – but a solution that can scale as our business evolves."

"HP Exstream provides customers with a single enterprise platform to handle all document and delivery needs, eliminating the need for costly, multiple point solutions," said Jerry Driscoll, sales director, Financial Services and Insurance Division, HP Exstream. "For insurance carriers, this includes everything from policies, quotes and proposals to claims, EOBs and ongoing customer correspondence."

For companies that want to explore options instead of tying mission-critical applications to products that will no longer be enhanced or supported, visit the

[HP Competitive Switch Program](#) Web site for:

- Competitive comparisons on how HP Exstream compares to Documerge, Calligo and Autograph;
- Best conversion practices podcast featuring industry-leading document composition experts, Ann O'Brien and Carol Butler; and
- Tools and utilities for quick conversions.

Additionally, HP Exstream has recently partnered with Elixir Technologies Corporation for a document conversion solution that specifically simplifies the migration from Oracle's Documerge to the HP Exstream enterprise document automation platform.

HP Exstream software continues to be recognized by press and analysts as the market leader and was recently recognized in the Forrester Wave Report as "#1 in Market Presence" and the overall leader in structured documents.⁽²⁾ Furthermore, HP Exstream has been named by Celent as the foremost enterprise platform in the insurance industry for document/content management for the past four consecutive years.⁽³⁾

More information about this program is available at www.hp.com/go/exstreamfreedom.

About HP

HP creates new possibilities for technology to have a meaningful impact on people, businesses, governments and society. The world's largest technology company, HP brings together a portfolio that spans printing, personal computing, software, services and IT infrastructure to solve customer problems. More information about HP (NYSE: HPQ) is available at <http://www.hp.com>.

⁽¹⁾ Fortune Magazine, May 2009.

⁽²⁾ Forrester Wave™: DOCCM Structured Output, Q2 2009.

⁽³⁾ Celent Insurance Software Deal Trends 2009, Life/Health Edition, June 5, 2009.

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