

MCCAMISH SYSTEMS

Delivering a World of VPAS[®] Products and Services

Press Kit

January 20, 2004

MCCAMISH SYSTEMS

6425 Powers Ferry Rd, Third Floor

Atlanta, Georgia 30339

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Company Overview

When the McCamish Group was in the corporate life product business, they maintained a competitive advantage with the expertise of McCamish Systems. Thanks to this edge, McCamish issued over \$1.8 billion of annual premium corporate life insurance in fewer than five years. McCamish Systems began offering its products and expertise to the entire industry in late 1995. Now, over ten major institutions constitute the core of our client base.

This history distinguishes McCamish in market knowledge, administrative experience and sheer capacity. No one better understands the intricate details of providing service to this market and the high expectations of corporate buyers, brokers, agents and carriers.

McCamish has taken its expertise and applied it to annuities, non-qualified deferred compensation plans and variable universal life. McCamish's experience enables product manufacturers to stay ahead of the marketing and administrative demands of these sophisticated markets.

McCamish develops and markets three proprietary VPAS[®] (Variable Products Administration System) products:

- VPAS[®] Life
- VPAS[®] Benefit Plan Administration (BPA)
- PMACS[®] (Producer Management Accounting Compensation System)

The VPAS[®] and PMACS[®] product lines have exceedingly rich functionality, yet are flexible enough to customize cost efficiently. By translating its comprehensive market knowledge into system processing efficiencies, McCamish significantly reduces its clients' administration and overhead costs. The powerful combination of advanced technology and proven administrative experience can make the market difference for dynamic institutions. Innovative products create temporary excitement in the marketplace, but superior service sustains the competitive advantage.

For more information, please contact our Sales & Marketing group at solutions@mccamish.com or call 800.366.0819.

Corporate Boilerplate

The VPAS[®] (Variable Product Administration Systems) client/server product family, designed and built by McCamish Systems, includes VPAS[®] Life and VPAS[®] Benefit Plan Administration with relational databases. These systems are scalable, feature rich and are flexible enough to be customized to suit unique client requirements. McCamish provides solutions for BPO (Business Process Outsourcing), Remote or License environments.

VPAS[®] Life supports administration of variable and fixed annuities, variable and fixed universal life, private placement products, and corporate and bank owned life insurance programs (COLI and BOLI). VPAS[®] Benefit Plan Administration provides recordkeeping capabilities for SERP, Split Dollar and other non-qualified benefit plans. All VPAS[®] products are Internet enabled, enabling clients, sponsors, brokers, agents and participants access to policy and plan information. McCamish Systems is a privately held company based in Atlanta, Georgia. For more information about McCamish Systems, please contact Barbara Grissom or Steve Talnose at 800-366-0819 or 770-690-1500, solutions@mccamish.com, or visit our web site at <http://www.mccamish.com>.

The McCamish VPAS[®] family of products also includes the PMACS[®] (Producer Management Accounting Compensation System) application, which offers a single system to automate your sales force management and reward performance automatically by processing commissions on a timely basis. This fully integrated application manages every step of the process starting with the addition of a new insurance producer to scheduling license renewals. And you can process various forms of compensation, commissions and special items such as prizes or targeted bonus plans.

Executive Profiles

Henry F. ("Hank") McCamish, Jr., is founder and Chairman of the McCamish Group and McCamish Systems. Under his direction, the McCamish Group issued over \$1.8 billion of annual premium corporate life insurance totaling more than \$44 billion of face amount in less than 5 years. Before forming the McCamish Companies, Hank served as chairman of Management Compensation Group, Inc./Southeast, a national consulting firm that specializes in executive compensation, benefit planning and financing. Having been in the life insurance business for over 40 years, Hank is a former president of the Million Dollar Round Table and chairman of the C.L.U. Institute Board, and is a 1950 graduate of the Georgia Institute of Technology with Highest Honors. He was listed in the 1965 edition of Outstanding Young Men in America and subsequently in Who's Who in America. In November 1991, he was named a Paul Harris Fellow by the Rotary Foundation of Rotary International. Hank is currently chairman of the board of Leading the Way International, the Georgia Public Policy Foundation and the Children's Education Foundation. He serves as a member of the Board of Directors of Friends of Bermuda Aquarium, Ltd.; USBA Holdings, Ltd.; Noah's Ark Children's Care Home; Noah's Ark Rehabilitation Center and Stephen's Children Foundation, Inc.

J. Gordon Beckham, Jr., is President and Chief Executive Officer of McCamish Systems. Gordon joined the predecessor to McCamish Systems, Integrated Administration Services (IAS), in 1988 as Director of Marketing. In the next three years, the company issued approximately \$1.6 billion of annual premium corporate life insurance totaling in excess of \$39 billion of face amount. Before joining McCamish, Gordon was an international trade finance officer at a major regional southeastern bank, where he had middle and large corporate market responsibilities. In addition to his role with McCamish Systems, Gordon is President of JGB International, Inc., a registered broker/dealer and maintains his Series 7 General Securities Representative, Series 24 General Securities Principal and Series 63 Uniform Securities Agent State Law licenses. Gordon is a 1984 graduate of the University of South Carolina with a Bachelor of Arts in English. He obtained a master's degree in International Business from USC in 1986. Gordon's civic activities include serving on the board of Coach's Corner.

Samuel D. ("Sam") Thomas is Executive Vice President of McCamish Systems. Sam has over 30 years of concentrated experience in administration and information systems within the life insurance industry. Sam has responsibility for product development, strategic planning and corporate development. Before joining McCamish in 1988, Sam served as an officer of several insurance and software companies specializing in life insurance administration systems, including John Alden Life, where he had responsibility for systems and programming. Sam has also served as Senior Vice President of the Western Preferred Corporation, with responsibility for management information services and credit life insurance administration. Sam has a Bachelor of Science in mathematics from Angelo State University.

Michael A. ("Mike") Betts is Vice President and Chief Operations Officer of McCamish Systems. Mike has over 30 years of experience in the insurance and financial services industries. Before joining McCamish, Mike served as Senior Vice President of Enterprise Initiatives for American General Financial Group. In this role, Mike organized programs to reduce costs and improve service using web technology, business process optimization and organizational consolidation. Previously, Mike was Senior Vice President and CIO of American General Retirement Services, where he led the technology group for supporting annuity, retirement planning and corporate business functions. Mike also served as Senior Vice President and CIO of American General Life & Accident, where he led the technology group for the career agency life insurance operation supporting 500 district offices and 7,000 sales representatives. He also has a broad base of experience in operations and consulting. Mike has been active in fund raising and campaign support for the Interfaith Ministries in Houston, Texas, and the Juvenile Diabetes Foundation in Nashville, Tennessee. He attended Metro State College in Denver, Colorado, where he studied Business Administration and Architecture.

Carol K. ("Kay") Black is Vice President and Chief Financial Officer of McCamish Systems. Kay has over 20 years of accounting and financial experience in service-related industries. Prior to joining McCamish Systems, Kay was a Vice President and Southeast Regional Director of Finance and Administration with Alexander & Alexander, Inc. (now Aon Risk Services, Inc.) a global insurance brokerage firm. Kay's areas of responsibility at A&A included all aspects of the region budgeting and forecasting process, accounting and budgeting system conversions, financial and management reporting, cost-of-service analysis and day-to-day general ledger and premium accounting functions. Kay holds a Bachelor of Science in Accounting from Brenau

University and received her J.D. from Georgia State University. She is also a licensed Certified Public Accountant. Her degrees in law and accounting bring an added dimension of technical expertise to her role at McCamish. Kay is a member of the Georgia Bar Association.

Senior Management

John Geist, Vice President Client Services

David Christopher, Vice President and Account Manager

Jim Caskie, Vice President and Account Manager

Lisa Johnson, Vice President Production Services

Christina Stephenson, Vice President Human Resources

Press Releases

McCamish Systems Appoints Steve Talnose to Position of Business Development Manager

Tuesday January 20, 9:01 am ET

ATLANTA--(BUSINESS WIRE)--Jan. 20, 2004--McCamish Systems is pleased to announce that Steve Talnose has been appointed to the Business Development Manager position effective today. Mr. Talnose will join the sales group reporting to Dave Kerford and will be integrally involved in strategic and tactical sales development for the company. McCamish Systems is a leading provider of BPO and supporting services to the Life Insurance and Financial Services industry.

"McCamish Systems has been very deliberate and conservative as we have developed our business," said Dave Kerford, Vice President of Sales and Marketing for McCamish Systems. "We have been consistently focused on providing the highest possible quality service to our clients, and over the last few years we have been preparing our business to provide the expanded BPO solutions and services that the Life Insurance and Financial Services industry today demands. By design, we have grown the sales organization carefully and have looked for sales personnel who are knowledgeable business professionals with a depth of understanding and experience with the needs and issues of the industry we serve. As McCamish Systems now adds to the sales group, Steve Talnose is indeed the right professional to help us expand our presence in the marketplace. He brings to us 15+ years of business management and sales experience in the Financial Services Industry."

Continued Dave Kerford, "I had the pleasure of having Steve on my management staff while at The Leverage Group in Glastonbury, CT. As Vice President of Client Services, Steve was responsible for all account relationships. I watched him consistently deliver quality solutions and as a result, build a powerful, positive reputation in the marketplace among highest level executives for his industry knowledge and integrity. Steve builds long term relationships in lieu of short term deals, and I am delighted to have the opportunity to work with Steve again in his new role here at McCamish Systems," said Dave. "He is a terrific addition to an excellent team."

"I am truly excited about joining the team at McCamish Systems. In my short time thus far here at McCamish, I have been extremely impressed with the staff's industry knowledge, as well as the senior leadership of the company. Over the years I consistently heard that McCamish Clients were very dedicated to the company and their solutions. The fact that every client is referenceable, reinforces my past impressions about the quality of McCamish products and services," said Steve Talnose. "I look forward to being part of the McCamish family for many years to come."

Mr. Talnose comes to McCamish Systems from Portland, CT, and is native to that area. He will move to Atlanta in the next few months with his wife, Carol, and his three daughters Ashley, Brittany, and Gabby. He is a sports enthusiast, an amateur musician, and is very active in his community.

McCamish Systems, L.L.C.

McCamish Systems is a premier provider of BPO services to the Life Insurance Industry. McCamish Systems also provides Non-qualified Benefit Plan Administration to the Financial Services and Retirement Services industry. McCamish Systems also makes its solutions available via Remote Processing and in License form for company's preferring either of those arrangements.

VPAS® (Variable Product Administration Systems) product family includes VPAS® Life and VPAS® Benefit Plan Administration as client/server based, relational database systems, that are scalable, feature rich and are flexible enough to be customized to suit unique client requirements.

VPAS® Life supports administration of sophisticated variable products as well as traditional life insurance products and annuities. Specialty products are also supported including private placement products and corporate and bank owned life insurance programs (COLI and BOLI). VPAS® Benefit Plan Administration provides record keeping capabilities for SERP, Split Dollar and other non-qualified benefit plans. All VPAS® products are Internet enabled, allowing clients, sponsors, brokers, agents and participants access to policy and plan information.

PMACS® (Producer Management and Compensation System), a software product designed to streamline the administration processes related to managing insurance carrier field forces, agencies and brokers, has been proven not only to significantly reduce operational expenses, but also to improve quality related to agent/producer management services. This is accomplished through significant automation of processes required for managing producers. PMACS® also provides highly flexible capabilities for managing the complex management and compensation reporting hierarchies found in retail insurance producer groups for both Life and Property Casualty Insurance.

McCamish Systems is a privately held company based in Atlanta, Georgia. For more information about McCamish Systems, please contact Barbara Grissom, Steve Talnose, or Dave Kerford at 800-366-0819, Excellence@McCamish.com, or visit our web site at www.McCamish.com.

(BUSINESS WIRE)

McCamish Systems Appoints Ted Mackenzie Vice President of Business Process Outsourcing

ATLANTA--(BUSINESS WIRE)--June 3, 2003--McCamish Systems is pleased to announce that E. C. (Ted) Mackenzie has been appointed Vice President of Business Process Outsourcing effective May 13, 2003. Mr. Mackenzie will have responsibility over the Business Process Outsourcing unit which provides full service administration for the life insurance and non-qualified deferred compensation plan markets.

"The addition of Ted Mackenzie to our team further evidences McCamish's commitment to be best in the world in serving our markets. With his broad operations background, he is well suited to lead McCamish's growing BPO business. Most importantly, Ted shares our values and embraces our service commitment to our clients," said J. Gordon Beckham, Jr., President and CEO.

"I am very pleased to join McCamish Systems and be involved with the growth and development of the BPO unit. What attracted me to McCamish was the opportunity to apply my business experience and energy at an exciting growth-oriented company which values integrity and a commitment to deliver the highest quality service to our clients and their customers," said Ted Mackenzie. "All the McCamish leaders are consistent in their passion for exceeding client expectations. It's great to be part of the team."

Mr. Mackenzie joins McCamish after 27 years in the Life Insurance Industry, most recently with UnumProvident Corporation and Chubb Life Insurance Company. In addition to leadership roles for teams responsible for large blocks of traditional retail life insurance, he has experience with the hands-on management and coordination of the administration, systems, actuarial, claims, legal, and financial teams responsible for Special Market plans. His broad base of functional leadership experience in operations includes policyowner service, premium accounting, new business, claims, reinsurance administration, sales support, account management, licensing and commissions. Mr. Mackenzie holds multiple insurance and financial services designations including FLMI, CLU and ALHC and is a past president of the FLMI Society of Atlanta.

(BUSINESS WIRE)

McCamish Systems Announces Warren L. Reynolds Joins as a Strategic Technology Consultant

ATLANTA--(BUSINESS WIRE)--April 14, 2003--McCamish Systems is pleased to announce that Warren L. Reynolds has recently joined the company as a Strategic Technology Consultant. Warren's career has included more than 30 years of experience in the insurance industry, having held CIO positions in leading insurance companies such as Jefferson Pilot, Chubb Life and Allianz. The scope of his insurance operations knowledge also includes being responsible for Client Services and Account Management for a leading software vendor.

"Warren is well known in the insurance industry as an innovative IT executive. His CIO background and breadth of knowledge and experience, particularly with insurance systems for life and annuity products, will be of great benefit to McCamish Systems as it continues to position itself as the premier provider of systems and services to the insurance marketplace. We are excited that Warren has agreed to work with us," said David Kerford, Vice President of Sales and Marketing at McCamish.

Mr. Reynolds stated, "I am excited about being able to work with McCamish Systems, where personal integrity and quality of service are the primary drivers as we seek to deliver results which exceed our clients' expectations."

Warren's experience includes the design, development and implementation of a broad range of systems and process improvements including major administration systems. He has also contributed to the life insurance industry by holding leadership positions in LOMA, ASM and IASA.

(BUSINESS WIRE)

McCamish Systems Announces Executive Appointments

Carol Kay (Burns) Black, Senior Vice President and Chief Financial Officer

Michael A. Betts, Senior Vice President and Chief Operations Officer

ATLANTA--(BUSINESS WIRE)--January 14, 2003--McCamish Systems is pleased to announce the promotions of Carol Kay (Burns) Black and Michael A. Betts. Ms. Black has been appointed Senior Vice President and Chief Financial Officer and Mr. Betts has been named Senior Vice President and Chief Operations Officer, effective January 1, 2003.

"McCamish Systems is very fortunate to have seasoned professionals like Kay and Mike running such important aspects of our business," said J. Gordon Beckham, Jr., President and CEO of McCamish Systems, L.L.C. "Both of them are deeply passionate about McCamish's relentless pursuit to deliver products and services that exceed our clients' expectations and both are absolutely committed to McCamish's culture of excellence."

"It is a pleasure to work with such a talented group of people. Our culture at McCamish is unique and our commitment to give the highest quality service to our clients is part of what makes it such an exciting place to be. After many years in the insurance industry, I have come to truly appreciate the opportunity to be a part of the long-term success of a company that values its associates and its clients," said Kay Black.

Ms. Black joined McCamish Systems as Vice President Finance in 1998 and is responsible for all financial actions as well as contract management and negotiation. Her combined skills as attorney and CPA serve McCamish well. Prior to her tenure at McCamish, Ms. Black was Vice President and Southeast Regional Director of Finance and Administration with Alexander & Alexander, Inc. (now Aon Risk Services, Inc.) a global insurance brokerage firm.

Regarding his role at McCamish, Mike Betts said, "I joined the McCamish team believing that this young and growing company had everything going for them. During my time here, I have seen that McCamish Systems has top notch people, products and services, and a culture focused on excellence. In short, I made the right decision."

Mr. Betts is responsible for Business Process Outsourcing, Client Services and Production Administration. He joined McCamish in December, 2001, after 14 years with American General Financial Group in Houston. Most recently, he held the position of Senior Vice President of Enterprise Initiatives at American General directing the e-business, web technology and business process optimization.

(BUSINESS WIRE)

McCamish Systems Announces the Release of Version 2.1 of VPAS® Benefit Plan Administration

ATLANTA--(BUSINESS WIRE)--October 7, 2002--McCamish Systems is pleased to release Version 2.1 of VPAS® Benefit Plan Administration to the non-qualified benefit plan market this Friday, October 11, 2002.

The major features of this release are enhancements to the online enrollment system which enables participants in non-qualified executive benefit plans to enroll remotely using an Internet browser. The most significant enhancement is the integration of additional plan rules that control the election options available to participants throughout the enrollment process.

"McCamish's VPAS® Benefit Plan Administration clients are among the most advanced and sophisticated distributors of executive benefit plans in the country. Since October is traditionally the beginning of enrollment season, the timing of Version 2.1, which offers dynamic capabilities for each plan's unique participant enrollment requirements, is ideal.

This release reinforces McCamish Systems' commitment to maintaining its leadership position in the executive benefit non-qualified market," said Edwin Edwards, Product Manager for VPAS® Benefit Plan Administration.

These enhancements guide participants through the enrollment process using an Internet browser. Plan sponsors have the flexibility to define required information based on options selected and participant category. Plan sponsors are also able to communicate plan specific information directly to participants during the enrollment process.

In addition to the expanded enrollment functionality, VPAS® Benefit Plan Administration Version 2.1 expands Internet inquiry and transaction capabilities, as well as participant initiated requests for statements and reports. This release also provides participants with the ability to request statements of account and other reports that are specific to each plan.

(BUSINESS WIRE)--

McCamish Systems Announces David E. Ferguson Joins as a Strategic Technology Consultant

ATLANTA--(BUSINESS WIRE)--September 30, 2002--McCamish Systems is pleased to announce that David E. Ferguson has recently joined the company as a Strategic Technology Consultant. David has more than 30 years of experience in developing information and control systems for the insurance industry. The scope of his insurance operations knowledge includes life and annuities, as well as health and property/casualty.

"David understands the issues and needs of the insurance industry today in a way that few people can. His wealth of knowledge and experience, particularly with insurance systems for life and annuity products, will be of great benefit to McCamish Systems, as it continues to position itself as the premier provider of systems and services to the insurance marketplace. We are excited that David has agreed to work with us," said David Kerford, Vice President of Sales and Marketing at McCamish.

Mr. Ferguson stated, "I am very impressed with McCamish's technology, people and reputation for delivering quality service to its clients. I look forward to helping them continue and expand that tradition."

Over the past 20 years, Mr. Ferguson's experience has focused on the insurance industry either as the National Director of Insurance Industry Consulting with Ernst and Young or as an officer in various insurance companies performing business reengineering and developing systems.

Prior to joining McCamish, David served as Vice Chairman, Chief Technology and Chief Operating Officer for Inviva, Inc., a company which he helped found in 1999. He was Executive Vice President and CTO for ARM Financial Group, the holding company for Integrity Life Insurance and National Integrity Life Insurance companies. He holds several insurance and technology professional designations and a Bachelor of Industrial Engineering and a Master of Science from Georgia Institute of Technology.

(BUSINESS WIRE)

McCamish Systems Announces Deployment of New Principal Executive VUL Product

This VPAS[®] Life implementation illustrates the effectiveness with which McCamish delivers admin solutions for new product launches

ATLANTA--(BUSINESS WIRE)--August 20, 2002--McCamish Systems is pleased to announce it has deployed the recently launched Principal Executive Variable Universal Life (VUL) product by the Principal Financial Group[®] into its proprietary VPAS[®] Life administration platform Business Process Outsourcing facility.

"McCamish Systems has proven itself to be a true collaborative partner in bringing our Principal Executive VUL product to market on time and within budget," said Greg Linde, vice president of Product Management and Services, the Principal Financial Group. "The service and expertise McCamish contributed to this project was invaluable to its success."

After a market search to identify an enterprise administration solution, The Principal[®] chose to outsource its policy administration to McCamish Systems, which uses its proprietary VPAS[®] Life administration platform to support products designed for the executive benefits market place as well as a variety of additional life and annuity products.

"It is not often that one has the opportunity to do business with one of the largest financial institutions in the United States. Given the quality of the people with whom we worked, it is no secret how or why the Principal Financial Group is as successful as it is," said J. Gordon Beckham, Jr., president and chief executive officer of McCamish Systems. "It is an absolute privilege to be working with the talented team at The Principal."

VPAS[®] Life is a state-of-the-art administration platform that provides the broadest market support for life insurance products available today. From the most sophisticated private placement product for the affluent market to the most basic universal life product for the retail market, McCamish supports the entire market space with a single platform, VPAS[®] Life. The system itself has a component-based architecture that is designed for rapid deployment of life and annuity insurance products.

The Principal Financial Group

The Principal Financial Group[®] (The Principal[®])¹ is a leader in offering businesses, individuals and institutional clients a wide range of financial products and services, including retirement and investment services, life and health insurance and mortgage banking through its diverse family of financial services companies. More employers choose the Principal Financial Group for their 401(k) plans than any other bank, mutual fund, or insurance company in the United States². A member of the Fortune 500, the Principal Financial Group has \$119.6 billion in assets under management³ and serves some 13 million customers worldwide from offices in Asia, Australia, Europe, Latin America and the United States. Principal Financial Group, Inc. is traded on the New York Stock Exchange under the ticker symbol PFG. For more information, visit www.principal.com.

(BUSINESS WIRE)

McCamish Systems Announces Canada Life - U.S. Division as New VPAS® Life Customer

Canada Life to use Release 3.2 of VPAS® Life to expand presence in variable universal life insurance marketplace

ATLANTA--(BUSINESS WIRE)--August 5, 2002--Canada Life - U.S. Division has joined the growing list of companies to select McCamish Systems' VPAS® Life. Canada Life will initially implement three variable universal life insurance products on VPAS® Life before the end of 2002. Plans are already underway to implement up to three additional products during 2003. Canada Life has an option to license the product, but will initially access VPAS® Life via a remote connection to McCamish Systems, which is literally just down the street from Canada Life's U.S. Division headquarters.

"We are pleased to do business with McCamish systems. We explored several options and selected McCamish Systems' VPAS® Life. This system will offer us the support we need for our existing products and the flexibility to continue to develop new products. We believe the VPAS® Life platform will deliver desired results and meet our aggressive schedule," said Ron Beettam, Vice President and Director, Canada Life - U.S. Division.

"McCamish Systems is extremely pleased to have the opportunity to do business with Canada Life," said Sam Thomas, Executive Vice President, McCamish Systems. "They have an excellent reputation as a leader in the industry. Selection by Canada Life is further evidence of the unparalleled breadth of market functionality delivered by VPAS® Life."

VPAS® Life is a robust, client/server based system that provides a full range of life and annuity processing for fixed and variable products serving the individual and corporate markets. McCamish Systems is serving six of the ten largest life insurance groups in the United States (based on A.M. Best's ranking of Life/Health Groups by Net Premiums Written - 2000).

About Canada Life

The Canada Life Assurance Company, Canada's first domestic life insurance company, founded in 1847, has total assets under administration in excess of \$43 billion. Headquartered in Toronto, the Company operates in Canada, the United States, the United Kingdom, the Republic of Ireland, Germany, Brazil, the Caribbean and Hong Kong.

Canada Life Assurance Company sold its first policy to a U.S. resident in 1849, and opened its first branch office in the United States in 1889. Canada Life's United States Division was created to more effectively serve the needs of our U.S. policyholders. Today the U.S. Division, located in Atlanta, GA, is an autonomous business unit offering products that help protect you, your family and your retirement. We also offer products that protect groups and employees. For more information on Canada Life's U.S. Division please contact 800-333-2542 or visit our web site at www.canadalifeus.com.

Technology Decisions – June 19, 2002

case in point

Farmers New World Life/McCamish Systems

When it decided to break into variable annuities, Farmers found a lot of work waiting for it

For some companies, a roadblock is the market's way of telling them to forget trying something new. For others, roadblocks offer challenges to test their ability and acumen—once past those barriers, the effort seems worthwhile. For Farmers Life, a division of Farmers Insurance Group, there were two "huge barriers of entry" into the variable annuity market, according to Harris Mortensen, director of annuities and variable products. The company needed both a distribution system and an administration system.

Its network of captive agencies would have to get out their textbooks to study for the SEC license to solve the first barrier, but the second one, well, that would take some effort by the company.

"We've been a safe, secure, whole-life company since 1910," Mortensen said. "We had been wanting to get into the variable market for a while. It's the fastest-growing segment of the life market."

The policy administration system that Farmers had used for its whole life business worked fine for 20 years "as long as we didn't change it," Mortensen said. But variable products involve lots of transactions compared to whole life products. So the company was faced with three options: "We could buy a system, build our own, or outsource it," he said.

Farmers formed a task force to make a risk analysis of those choices and came up with four factors that had to be dealt with: time to market, the ability to handle two products simultaneously, the quality and stableness of the system, and (obviously) cost. But Mortensen said the key factor was speed—buying a system would take time that the company didn't want to waste. So the company determined that outsourcing would be the quickest way to go. It identified three vendors that could handle their needs, but not all of them were in as big a hurry as Farmers. "One company was going to make us wait for a year because of commitments it had with other customers," Mortensen said. Farmer's settled on McCamish Systems, signed an agreement in early 1999, and the race was on to bring the company to market. Implementation was begun in August 1999; Mortensen said he promised the agents the system would be ready to go by the first quarter of 2000, "and I wasn't going to go back on that promise." Amazingly, the two sides were able to complete the project in six months, but not without a lot of time and energy. "It was painful," Mortensen admitted of the installation. "I qualify that with the fact that we met our target date. In this case, I think the ends justified the means." Mortensen said that one of the problems was that McCamish was new to the retail market. "Their perspective was different, but we were not experienced with outsourcing. This was the first big outsourcing initiative in the 90-year history of our company," he said. "The project was bigger than we had identified, but we weren't going to give in on the target date," Mortensen said. "There was a lot of overtime, a lot of extra work." The thrill of getting the product delivered on time was tempered by the fact that a lot of work still had to be done. "The 'day two' stuff took us about a year," he said.

Four years ago, when Farmers Life first contemplated the move to the variable market, none of its agents were licensed by the SEC. Today, 4,000 have their license. "Everyone told us that getting into the market would be painful," Mortensen said. "We underestimated the effort, but we got to market when we wanted and we're creating volume to cover our costs. The only thing that would make our agents happier is a better market."

But as much as he would like to, Mortensen is not going to guarantee that's going to happen in the next six months.

—Robert Regis Hyle

The Problem: Entering the variable annuities market in a very short period of time.

The Company: Farmers New World Life

Lines: P&C, life, annuities

Net Income: \$169.6 million

Web site: www.farmersinsurance.com

The Solution: McCamish Systems' VPAS® Life

Web site: www.mccamish.com

For more information, please contact our Sales & Marketing group at solutions@mccamish.com or call 800-366-0819.

BUSINESS WIRE

McCamish Systems Appoints David P. Kerford Vice President of Sales and Marketing

ATLANTA--(BUSINESS WIRE)--June 17, 2002--McCamish Systems is pleased to announce that David P. Kerford has been appointed Vice President of Sales and Marketing effective today. Mr. Kerford has responsibility for Sales and Marketing and to strategically develop and position the company.

"McCamish Systems has been very deliberate and conservative as we have developed our business," said J. Gordon Beckham, Jr., President and CEO of McCamish. "Our primary objective to date has been to build the requisite foundation that enables us to deliver superior service to our clients. By design, we have never had a seasoned professional leading our sales and marketing efforts, yet we are doing business with six of the largest ten life insurers in the country, among other marquee carriers. Given our success to date without a sales executive, I can't say how excited we are to have a person like Dave Kerford on board to help McCamish move to the next level. With his commitment to building long-term relationships in lieu of short-term deals, he fits our culture beautifully."

"I am very excited about joining McCamish Systems. I have been impressed with both the employees' deep industry experience as well as the leadership of the company. The fact that every client is willing to serve as a reference for McCamish is testimony to the quality of its products and services," said Dave Kerford. "The ethical standard to which McCamish adheres is the foundation of that level of quality and service, and I am thrilled to have the opportunity to serve McCamish Systems."

Mr. Kerford joins McCamish Systems after 20 plus years of experience in insurance. Of particular note, Mr. Kerford served as Senior Vice President of Cybertek and as Chief Operating Officer of the Leverage Group, formerly PMSC companies that have since been acquired by CSC. He led Cybertek's acquisition due diligence team and managed full business operations, including sales, professional services, product development, human resources and office management.

Mr. Kerford is a native of South Carolina and is a graduate of Clemson University. He has been active in several civic and community organizations such as Bear Valley Community Church and the Grapevine/Colleyville Independent School District in Texas.

BUSINESS WIRE

McCamish Systems Announces New Major Systems Enhancements To VPAS® Life

The new Release 3.1 of VPAS® Life enhances policy administration capabilities in support of expanded markets

ATLANTA--(BUSINESS WIRE)--April 8, 2002--VPAS® Life, Release 3.1, extends the benefits of rapid product deployment, flexible business object development and technological superiority to the retail marketplace. Release 3.1 of VPAS® Life builds upon the success of last fall's Release 3.0, which for the first time combined the processing necessary to handle the rigorous requirements of the retail market with the diverse requirements of the executive benefit and affluent market. With a single system, insurers can now administer products across all markets, from the simplest retail (individual) annuity product to the most complex private placement life insurance product to large corporate cases.

"We believe that VPAS® Life now has the broadest market support of any administration application available today and that no one is better positioned to help insurers grow their asset base than McCamish Systems," said Gordon Beckham, President and Chief Executive Officer.

Built on a client/server, relational database platform, VPAS® Life not only provides a substantially faster and less expensive path for product development, but also incorporates substantial functionality advancements.

Markets supported:

- Retail/Individual
- Survivorship
- Private Placement
- Corporate Owned
- Bank Owned
- Group
- Employer Sponsored

Products supported:

- Fixed and variable universal life
- Fixed and variable annuities
- Qualified annuities
- Term life

Enhanced web access for brokers, agents, owners and policyholders such as:

- Policy values
- Transaction history
- Ad hoc reporting

Enhanced processing functionality:

- Systematic withdrawal processing

- Additional surrender processing options
- MEC and non-MEC processing
- Expanded loan processing options

Currently doing business with six of the top ten life insurers in the United States, McCamish Systems has on numerous occasions proven the effectiveness of their capabilities with the rapid deployment of complex products. McCamish's Value Engineering product development process enables implementation of complex variable products with little or no custom modifications. Value Engineering is an attractive option for companies whose traditional product deployment cycle has grown too long and/or too expensive. McCamish can often implement VPAS® Life and a brand new product for less time and money than would be expended on modifications to existing administration system platforms.

Technology Decisions – March 13, 2002
Leaving Your Legacy

With chip prices falling, desktops more powerful than ever, and new systems taking advantage of technology inconceivable in the 1970s, the days of the mainframe may be numbered. Are you ready to move on?

Ten years ago, we were reading articles about why insurers should migrate from mainframe to client/server architecture. Today, we still are. The arguments for migration have, however, changed. Before, some selling points were GUIs and more flexible front-end tools—you know, touchy-feely stuff. But over time, better analytic applications have become available for mainframe systems, and presentation layers have been offered to dress up even the ugliest green-screen system.

Today's discussions about replacement of insurers' legacy systems—both mainframe and first-generation client/server—have distilled to more objective analyses. Of course, the best reason for replacement still is "It doesn't run any more," something we didn't think we'd hear so soon after completing Y2K-driven remediation efforts on decades-old systems.

"Most of these [legacy] systems are patchwork quilts— islands jerry-rigged together," said Cal Braunstein, chairman/CEO and executive director of research of the Robert Frances Group. He added that this trend was, in some cases, exacerbated by companies who rushed to install some first-generation client/server systems as point departmental or line-of-business solutions. "You need...to find an architecture that can meet future business needs." Meeting those needs was the motivation that started the current and ongoing migration at Anthem Blue Cross and Blue Shield's Midwest Division. Mergers, acquisitions, and technology components spread across three states had resulted in nine different core processing systems servicing the Midwest Division's business. This hodgepodge seriously restricted its ability to provide effective multi-state service, create new products, and distribute workloads among staff.

Anthem first looked at choosing one of its several mainframe systems to handle the entire business load, but decided none was suitable. "Some were beginning to fail, others didn't have the functionality we needed to deliver across the three states, and others weren't scalable," said Shirlee Cassidy, vice president of Anthem Midwest's business and information systems.

Anthem selected Facets by Erisco (now TriZetto), and began implementation in 1999. The two-tiered client/server system runs on a series of RS/6000 boxes. To date, Anthem has completed the migration of one million members to the new platform, has retired mainframes in Kentucky, will soon complete migration in Indiana, and recently began the process in Ohio.

A patchwork can affect viability of systems beyond the pure operational level as well. "At another level, working better with agents, having better information about the client, being able to service them better—those are really the key issues," said Christine Ingold, vice president of global financial service at PeopleSoft. "How to bring customer information forward so insurers have a complete view of the customer and understand the relationships among the different channels," is a challenge for carriers faced with

systems with a transactional focus or with individual systems supporting different customer touchpoints.

Finding Your Center

Insurers are looking to their IT departments to “develop systems and strategies that develop customer-centric packages, and that’s not how they were developed; they were line-of-business packages,” Braunstein said. And the problems with bringing siloed systems together to develop any sort of three-dimensional customer view are many. There are different databases with different field names of different lengths, as well as combinations of relational databases, hierarchical databases, and flat-file formats that may maintain key information in miscellaneous fields. “[This] becomes very frustrating to an IT executive who said, ‘I’ve got all the damn data, let’s bring it together and use it,’ and IT is saying, ‘You can’t,’” Braunstein said. “And you don’t want to start creating other shadow databases and synchronizing them on an ongoing basis. These are problems that make somebody finally turn around and say, I need [a new] architecture—I’ve had my fill of this.” That’s exactly what happened at Grange Insurance, headquartered in Seattle. The company had been using TFG from the Freedom Group and Encore from the (nowdefunct) Heritage Computer Corporation on IBM 390 architecture, running VM and VSE.

“We need to be able to generate reports quickly, to slice and dice the data, and take different views and assess where the business is going,” said Ralph Carlile, Grange’s vice president of information technology. For the mainframe, there are some tools that allow some acceleration, but they’re expensive, and the mainframe environment is just too difficult.”

“The other driver was, as we develop and procure applications, we want to have standardized interfaces, being able to revolve around standard data schema like XML.” In a mainframe environment, “no one seems to be able to master how to standardize interfaces for a complete range of technologies,” said Carlile.

For other insurers, the key motivator behind migration to client/server is the inability of their legacy mainframe system to quickly respond to new marketing opportunities and to expand to meet the growth goals of the enterprise. Denver-based COPIC Insurance was faced with those issues in its homegrown administration systems that resided on their HP3000.

“We dominate the Colorado medical malpractice market...so our intention is to expand into other states and broaden our product line,” said Bill Donohue, COPIC’s CIO and vice president of information technology. Additionally, “The support for the operating system was being withdrawn by HP, so we would have had to do a migration at some point, probably this year.”

COPIC completed its migration to Delphi Technology’s Oasis system in December 2001. Oasis handles policy, claims, financial, and risk management for COPIC, runs on Sun Solaris servers, and leverages the insurer’s existing database investments in and experience with Oracle.

“We Can Always Throw Iron at It”

Regardless of where insurers fall on the spectrum of reasons for legacy system

replacement—from the necessary to the purely desirable—each faces tremendous risks in the migration process. The greatest risk is putting in systems that don't work, or at least don't work as well as those being replaced. That's one reason why some insurers, such as Prudential, are maintaining functioning legacy systems for existing business, while bringing in client/server systems only for new business. A degradation of performance that follows the replacement of existing systems is the biggest fear of Ron Belmont, vice president of information systems in Prudential's life insurance division. "Not necessarily in response time, because we can always throw iron at it, but in terms of work we get done for each technology dollar spent. What is my run rate? That's our biggest technology challenge."

Prudential is therefore maintaining its homegrown mainframe application for its pre-demutualization book of traditional and variable life as well as a Vantage mainframe system by CSC for any new variable life. However, for its post-demutualization book of new business term life, the company uses LifePro by Professional Data Management

Again, which it installed about eighteen months ago on an IBM system running AIX. "Our investment has been in building what we call goal-oriented transactions, which is a layer above the admin engines to make business-oriented transactions look the same regardless of what platform you are accessing our services from," Belmont said.

"Essentially [it's] a 'surround' strategy. That benefits our customer service people, and as we push out self-service to the Web, it allows us to port those functions to the Web space. That's where we're making our most significant investment in client/server as it relates to the admin platforms."

In deciding what to do with their mainframe systems, life insurance companies are also limited—or, perhaps, aided—by the nature of their business. "A policy sold in 1958 stays the same between 1958 and 2001," said Bill Ball, vice president of information technology services at John Hancock. "In property/casualty, the policy renews every year, so you can have a conversion strategy where you put renewing policies on a new system."

Like Prudential, John Hancock is retaining its in-house developed mainframe-based systems, and is not converting the data on them. It did convert a legacy client/server application from Trimark to McCamish Systems' VPAS. Additionally, it installed PolicyLink, a client/server system from Leverage (now CSC) in 1998.

"Conversion is costly and difficult to make a strong compelling business case, particularly when the systems we have runs pretty well," Ball explained. "And if you're saying, 'I'm not putting any more product on them, I'm just going to enhance the functionality,' it becomes a less expensive alternative to investing \$5 million to convert them to another platform."

Ball's energies are therefore focused on front-end technologies to provide access and operational efficiencies. "Your high-volume, call-center-type transactions, those are the ones you want to front end," he said. "You want people to be able to process the most common and least complex transactions quickly. Unlike property/casualty, we're not worried as much about the efficiency of claims systems in life." Instead, he explained, Hancock is using Internet technologies to build the front end, eliminating multi-system

issues from the perspective of the end users, distributors, and customers.

The other reported problem for insurers the size of John Hancock and Prudential is a dearth of systems and vendors on the market with the power to support their operations. “Particularly with an existing customer base like Prudential has, there aren’t that many products out there that are built to accommodate us,” Belmont said. “We’re the 800-pound gorilla. There are specific volume concerns that are not shared by all our competitors.”

Insurers of any size face other, well-documented risks involved in any system migration: data quality issues, cost overruns and delays, inability of the vendor to deliver. And particularly when it comes to core administration systems, the typical length of the project itself poses its own problem.

“The thing to be leery of with anything that represents a multi-year project is not to create a single multi-year project,” said RFG’s Braunstein. “The longer the project, the greater the risk of failure. The other piece is [that] technology will change as you work your way through the process, so you’ve got to try to look at where it will be in a few years, and to make sure that what you’re putting in won’t be obsolete.”

The means to mitigate migration problems aren’t revolutionary. Provide intermittent deliverables. Vet the vendor. Cleanse the data. “The more cleaning you can do before you’re trying to migrate, the better you’ll be,” said Chris Mears, vice president of development at Delphi Technology. “If you try to clean when you migrate, you can’t tell if the problem is in the migration, if the new system has a bug, or whatever.”

Reality Checklist

But how should insurers turn these system-integration truisms into real-world solutions? Consider the actual problems faced by the insurers who’ve undertaken the migration process. Among the many risks that COPIC identified for their installation, the two that stood out were vendor stability and user buy-in. “I’m not a genius, but I’ve been doing this for 30- some-odd years, so I was able to anticipate most of the potential problems,” said Donohue. “But [choosing] a small vendor was a risk.”

At the time COPIC was evaluating Delphi Technology, the vendor had a track record of successful installations at other medical malpractice insurers who had similar needs for multi-state, multi-line capability. COPIC negotiated penalties and bonuses that were tied to the delivery date of the software; that addressed one level of concern. But another issue COPIC identified and confirmed via references was the high level of configuration that would be required to make the system match its existing business rules.

Although there are plenty of advantages of working with a smaller technology company, there are some disadvantages as well, Donohue said. “[The software] is not plug and play, so you’re dependent to a large extent on the vendor.” In Donohue’s case, his staff had to do a lot of customization to the off-the-shelf product, so to help ensure successful configuration—as well as address user concerns—COPIC’s IT department turned to its business unit for high-level support. “We were also able to get the business to give us a full-time, management-level person for twelve months of the project,” Donohue said. “We never let the business [people] go away for more than three weeks before we brought them back for some purpose, whether it be training or testing. That’s important because

people in the business forget quickly what project problems are all about, because they have their own day-to-day business to deal with.”

Secondly, the insurer also invested heavily in in-house testing of software and kept their on-staff “Oracle guru” happy by putting him in control of the conversion planning. (Normally, the vendor would have been responsible for that conversion, Donohue explained.) Donohue is pleased with the results. “Maybe I’m still stuck in the euphoria of having installed a system in just thirteen and a half months, but from a strategic perspective and in giving the business ownership of the project, it was a home run.”

Grange identified two key areas of risk: cultural, involving training IT staff in new skills and users in new workflows and processes; and technological, involving moving, cleansing, and reformatting data. The first area is being addressed via regular assessment of the Diamond project among Carlile, his staff, and the users. The foundation for addressing data issues began when Grange installed a SQL2000 enterprise database that serves as the main storage point for all data in the enterprise as the insurer migrates from the mainframe to the new client/server system.

“Diamond replicates its information back into the database as its data changes. The information that’s still on the mainframe is moved into the enterprise database at some replication frequency. That’s why we put that [database] in place; it’s the hub of the wheel. And these different systems that provide updated information and data, due to their transactions, we’re going to synchronize or replicate on a regular basis,” said Carlile. Grange hopes this strategy will address the impending difficulty of generating reports from multiple data sources. “That was a primary concern, and [the enterprise database] starts to simplify the reporting process and hopefully over time will minimize the effort in this transition from a data point of view.”

Finally, at Anthem, technology challenges have been minor compared to the business issues addressed before and during the migration. “We made the decision that we wanted to consolidate our business model at the same time we were migrating our platform, so that meant we need to reach agreement on a number of tri-state issues that were all handled differently,” Cassidy explained. “Having a process whereby associates can work through those issues and analyze potential impact has been important. We’ve done that through multiple levels of oversight and governance.”

Some would say that, in the end, the biggest risk for insurers is staying with a legacy system that meets short-term needs, but which is inadequate to support the future of the business. “The more data you put into an older system, the harder it will be to convert them,” said Jon A. Loveless, director of sales support at Delphi Technology. But perhaps the most direct advice for insurers looking to approach client/server installation or migration comes from John Hancock’s Bill Ball: “Spend less time getting it right and more time getting it. We spend a lot of time making sure it’s the right choice, but none of them are really right. They’re all ugly, all complex. So pick one, and start solving the problems associated with implementing it. Have some organizational stomach for the concept of ‘We’re just doing this.’ Nothing is infallible. The only thing that’s guaranteed is that somebody will screw something up somewhere.”

Web-Native: Return of the (Ultra) Thin Client

The ubiquity and flexibility of PCs drive many insurers to a client/server architecture—not

only for their administration systems, but even in the systems that touch only limited points in the enterprise. Yet one of the concepts of “old” mainframe applications—performing all the processing on the server—is part of the theory behind the newest Web-native applications. While insurers are reluctant to turn over their core administration functions to a Webbased outsourcer, solution providers are betting that this model will take off for nonmission-critical functions such as CRM, illustration, and analytics.

“Consider an insurer still using dumb terminals to access multiple systems in the background,” said Christine Ingold, vice president of global financial service at PeopleSoft. Using a Web-native application “should really be an easy migration, because all that terminal needs is a Web browser. There’s no processing that needs to take place on the client, and nothing to be installed.” A cheap PC with a browser for the Web-based system and a terminal emulator for the mainframe back-end would do the trick.

But how to first connect the back-end systems at the insurer to these Web-native applications? PeopleSoft pushes a portal strategy with pre-architected models to minimize conversion issues and with, as Ingold said, “the connectors to plug into insurers’ systems without having to convert their technology.”

Will it and other vendors deliver on that promise, or will the challenge of exposing components and applying wrappers fall on insurers’ IT departments? We’ll see. —MPV

Mainframe Redux?

In 2001, IBM’s mainframe business grew for the first time since 1989, while “slow PC sales” helped contribute to an “overall revenue decline.”

(Source: IBM press release, January 17, 2002)

Links

Anthem Blue Cross and Blue Shield

John Hancock

McCamish Systems

COPIC Insurance

Grange Insurance

Prudential

Computer Science Corporation

Delphi Technology

The Freedom Group

IBM

PeopleSoft

Professional Data Management Again

Robert Frances Group

TriZetto

For more information, please contact our Sales & Marketing group at solutions@mccamish.com or call 800-366-0819.

BUSINESS WIRE**S1 Interface VPAS® Systems Enables Institutions to Offer Variable Annuities, Life Insurance Products and Non-Qualified Employee Benefit Plans via the Web S1 Corporation and McCamish Systems Forge Strategic Alliance to Deliver Transactional Online Insurance Solutions**

ATLANTA--(BUSINESS WIRE)--November 26, 2001--S1 Corporation, a leading global provider of Enterprise eFinance solutions, today announced that it has forged a strategic alliance with McCamish Systems, L.L.C., a premier provider of business systems and services for the administration of life insurance, annuities and non-qualified employee benefit plans.

As part of this agreement, S1 and McCamish are building interfaces between S1 Insurance and McCamish's Variable Products Administration Systems (VPAS® Life and VPAS® Benefit Plan Administration) to extend personalized self-service and transaction processing capabilities to insurance companies, their policyholders and agents. The companies also are enabling banks to sell and service private-label insurance products online, empowering them to extend their service offerings to enhance customer relationships.

"To combat industry changes, leading insurance carriers will begin to build an e-finance foundation that leverages preexisting internal systems and offers widespread access to internal and external users," said Kimberly Harris, senior analyst of Gartner. "The establishment of such a framework will ultimately provide competitive differentiation and help the organization to achieve their e-business and CRM goals."

Hank McCamish, founder and chairman of McCamish Systems noted, "Through S1 Insurance, we are creating a bridge between legacy back-end systems and our VPAS® products, enabling financial services companies to leverage cutting-edge insurance applications and obtain a consolidated view of their customers' accounts. This translates into superior service for their customers and increased revenue opportunity, all for a total lower cost of ownership."

Through S1 Insurance, agents and policyholders of McCamish client companies are able to review a wide range of policy details and change transactions via the Web, such as: coverage and rider information; loan and beneficiary information; policy value and transaction history; premium history; fund allocations and changes and death benefits, among others. In a collaborative effort, S1 and McCamish also enable McCamish customers to offer online processing capabilities for investment transactions and policy changes.

"With S1 Insurance as the technology umbrella that facilitates communication between McCamish and any in-house or third party back-end system, financial services companies are able to present traditional and non-traditional insurance products easily and execute transactions for customers via the Web," said Gordon Sanders, vice president of global insurance at S1 Corporation. "As a result, financial services providers can reduce costs, increase revenues and strengthen customer loyalty."

McCamish Systems evolved from the McCamish Group, a corporate life product company that issued more than \$1.8 billion in recurring premium life insurance in the five

years from its inception. McCamish Systems has applied this expertise to the development of the VPAS® product line, currently utilized by many of the largest insurance companies in the United States.

S1 Insurance leverages an open architecture to empower financial services companies to deliver comprehensive annuities, life, property and casualty insurance services to their customers via the Web. At a reduced cost, financial service companies can allow consumers to obtain insurance quotes, purchase policies, submit claims, view current policies and make policy changes online. The product helps companies achieve greater customer satisfaction, expand its relationships with existing customers by cross-selling additional products and generate revenue by increasing leads and conversion rates.

About S1 Corporation

S1 is a leading global provider to more than 2,600 banks, credit unions, insurance providers, and investment firms of enterprise software solutions that turn customer interactions into profits. S1's Enterprise eFinance solutions deliver a transactionable, customer-centric view across all delivery channels, resulting in a more compelling experience for the customers and a more profitable relationship for the financial institution. S1 is the only eFinance provider with the proven experience, breadth of products, and financial strength to empower financial services companies' Enterprise eFinance strategy. Additional information about S1 is available at www.s1.com.

Forward Looking Statements

This press release contains forward-looking statements relating to results of operations, product features and availability, benefits of certain programs, market penetration and market strategies. Such statements are made based on management's beliefs as well as assumptions made by, and information currently available to, management, pursuant to "safe-harbor" provisions of the Private Securities Litigation Reform Act of 1995. While these statements reflect our best judgment, they are subject to risks and uncertainties that could cause a change in focus and direction. A discussion of certain risk factors that may cause actual results to differ from these forward-looking statements can be found in S1's Annual Report on Form 10-K for the period ended December 31, 2000, on file with the SEC.

BUSINESS WIRE

McCamish Systems Announces Implementation of MTL Insurance Private Placement Product in Only 90 Days

This implementation illustrates the speed with which McCamish delivers administration solutions for new product launches

ATLANTA--(BUSINESS WIRE)--November 6, 2001--MTL Insurance (MTL), a member of the Mutual Trust Family of companies, and McCamish Systems are pleased to announce that MTL's first private placement variable universal life insurance product has been deployed into McCamish's production facility in record time.

In only 90 days, MTL and McCamish worked together to implement the product to meet MTL's market requirements. Most importantly, the implementation was delivered on time and under budget.

"This project met all of our goals," said Gary Eisenbarth, CEO of MTL Insurance Company. "Like similar projects, it was complex and involved significant communication and coordination challenges. I attribute much of our success to the ability, hard work and dedication of the McCamish team. They were able to improvise and quickly solve any problems that arose."

After a market search to identify an enterprise administration solution, MTL chose to outsource their policy administration to McCamish Systems, which uses its proprietary VPAS® Life administration platform for the support of sophisticated private placement products, as well as a whole range of additional separate and general account products. "Obviously, this was a very successful project from McCamish's perspective," said Gordon Beckham, Vice Chairman. "Taking a brand new client like MTL from scratch to market in 90 days illustrates McCamish's unwavering commitment to our clients' business imperatives and the strength of McCamish's people, processes and systems. We delivered on time as promised which, in turn, enabled MTL to meet its market commitments. The fact that we were able to do it under budget is just as much a testament to MTL's focus and management as it is to ours. They were a fabulous client to work with who knew what they wanted when we started and never vacillated from their original vision."

VPAS® Life is a state-of-the-art administration platform that even makes complicated PPVUL product implementations look routine. The system itself has a component-based architecture that is designed for rapid deployment of life and annuity insurance products which enabled McCamish to begin unit testing for MTL's product within the first two weeks of the implementation project.

MTL Insurance Company

MTL Insurance Company is a 97-year-old member of the Mutual Trust Family of Companies. The company specializes in PPGA distribution of permanent life insurance. The core goals of the company involve providing superior value to customers. This is accomplished through its partnership with the field and the superior service that its associates deliver.

BUSINESS WIRE

McCamish Systems Announces the Release of Version 2.0 of VPAS® Benefit Plan Administration

ATLANTA--(BUSINESS WIRE)--October 11, 2001--McCamish Systems is pleased to announce substantial enhancements to its VPAS® Benefit Plan Administration capabilities for the non-qualified benefit plan market with release 2.0 of VPAS® Benefit Plan Administration, available immediately.

The major component of this release is online participant enrollment, which allows participants in non-qualified executive benefit plans to perform the plan enrollment process via their Internet browser. Information that can be input by the participant includes participant indicative data, eligibility requirements, deferral amounts and percentages, source of fund options, and distribution options per account. Each of these options is edited against plan-level rules, requirements, and parameters contained within the recordkeeping system.

In addition, this release adds significant plan design flexibility to this dynamic nonqualified plan administration system. For example, the system architecture was enhanced to allow business objects to be customized and easily implemented for vesting and interest crediting methods. Plans may be established with multiple vesting and interest crediting objects at the plan level, but individual rules may also be set at the participant account level. This permits multiple rules to be in effect for a single plan.

Release 2.0 also contains automation for periodic withdrawals. Withdrawal rules defined at the plan level and selected at the account level will control the calculation and processing of installment withdrawals. Processing rules are in place so that plan administrators can control the withdrawal creation process at a plan level, ensuring that all necessary steps are complete prior to the withdrawal records being processed.

BUSINESS WIRE

McCamish Systems Announces Enhancements to Non-Qualified Benefit Plan Internet Capabilities

ATLANTA--(BUSINESS WIRE)--September 25, 2001--McCamish Systems, L.L.C. is pleased to release substantial enhancements to its Internet support capabilities for the non-qualified benefit plan market. McCamish Systems' customizable benefit plan web sites, NQBenefits for participants and BPA Online for administrators/sponsors, have been expanded.

Enhancements to the NQBenefits participant site include:

- An internal rate of return calculator for expected growth of future contributions
- Current information on accrued income-to-date for money market and bond funds
- Printable plan-specific forms available for download by participants

These new features complement one of the most advanced and complete non-qualified benefit plan administration sites in operation. All these features can be viewed online at www.nqbenefits.com.

To assist plan sponsors and administrators, McCamish Systems also offers BPA Online, which allows plan sponsors and remote administrators to request, view and print all plan-related reports and forms. BPA Online now also provides access for security-cleared designees of the plan sponsor to view and transact business on behalf of participants. All these features can be viewed online at www.bpaonline.com. McCamish customers can also look forward to a significant number of new Internet capabilities over the next 12 months, including online participant enrollment later this year.

BUSINESS WIRE**Progress Software and McCamish Systems Extend Financial and Insurance Applications to Equitable Life Insurance
Top Insurance and Benefit Plan Administrator Deploys ASP Application for Client Tracking and Reporting**

BEDFORD, Mass. --(BUSINESS WIRE)--September 11, 2000--Progress Software Corporation, a leading supplier of technology for building E-Business solutions, today announced another Application Service Provider (ASP) customer success with McCamish Systems, a leading provider of state-of-the-art administrative services and enterprise software for financial institutions. An early member of Progress Software's ASPEN™ Program, McCamish developed a Progress®-based financial tracking application and has made it available through the ASP model. It is currently being implemented by The Equitable Life Assurance Society of the United States, a respected leader in the insurance and annuity industry.

"McCamish is proving that the ASP model is an effective way to deploy high-end financial applications to customers quickly and easily. Their success validates the strength of Progress Software's ASPEN Program, which provides independent software vendors (ISVs), such as McCamish, with the technology and business resources they need to quickly and cost-effectively ASP-enable their applications," said Robert Palumbo, vice president of ASP Market Development for Progress Software. "By offering its leading-edge financial application over the Internet on a subscription basis, McCamish is able to leverage the ASP model with large customers such as The Equitable and generate incremental revenue."

McCamish hosts the Variable Products Administration System (VPAS®), a sophisticated Progress-based financial tracking application, for its customers. The VPAS software is designed specifically to accommodate the unique requirements of variable annuities, life insurance products and non-qualified employee benefit plans. The Equitable is currently using the VPAS Benefit Plan Administrator product to track investment transactions and provide electronic confirmations.

"Our customers are demonstrating that they are willing to use the Internet as a reporting tool for their accounts," said Bill DiMuzio, vice president at Equitable. "Our relationship with McCamish offers us the opportunity to expand products and services to our client base without having to expand our IT operations. Their expertise and delivery of Progress Software's sophisticated product offerings allow us to focus on our core competencies and devote the necessary resources to servicing our clients."

"Progress Software and the ASPEN Program provide us with a solid platform to offer business solutions quickly to our customers," said Tom Fricano, director of Systems Architecture for McCamish. "Progress Software continues to be the technology platform of choice here at McCamish because of its ease of use, quickness of development and growing acceptance in the market."

McCamish began its relationship with Progress Software in 1989 by building its application on Progress version 7.3. Since joining the Progress Software ASPEN program in late 1999, McCamish has leveraged Progress Software's expertise in the ASP market to deploy their applications via the Internet. A channel pioneer, Progress Software has long been recognized for its ability to give ISVs the technology and

services they need to meet the rigorous requirements of middle market, resource-constrained environments and to deliver industry-specific solutions more quickly, more tightly integrated and at a low total cost of ownership. With its strategy, the company is now at the forefront of the ASP market, providing and established infrastructure for bringing 2,000+ ISVs and their more than 5,000 Progress-based applications to this new distribution channel.

Progress Software's ASPEN Program offers business planning assistance, technology, services, partnerships and industry recognition to help ISVs quickly and easily transform Progress-based applications into ASP-enabled applications. These new applications, available on a subscription basis and accessed over the Internet rather than purchased, allow organizations to more quickly and economically gain access to application functionality previously unavailable to them. ASP-enabled applications reduce traditional IT infrastructure costs because they are developed and maintained by service providers rather than an internal IT staff.

Progress Software's ASPEN Program now boasts a worldwide membership of more than 150 partners, from 20 different countries around the world, representing the leading edge of the ASP wave and the world's largest network of ASPs and related strategic partners. The program consists of more than 60,000 end-user seats including organizations such as General Mills, Beirsdorf and The Equitable, that rely on Progress-based ASP applications for improved profitability and competitive advantage. For more information about the ASPEN Program please visit www.ASPconnections.com.

About Progress Software

Progress Software Corporation is a global supplier of software products and services for developing, deploying and managing business applications moving to the Internet. We offer messaging servers, application servers, databases, and application development and management products. Our partners include more than 2,000 application service providers and independent software vendors who supply annually over \$5 billion in Progress®-based applications and related services. Our products are used by over 10,000 organizations across 100 countries worldwide, including 60% of Fortune 100 companies. For more information, visit www.progress.com or call 1-781-280-4000. Progress is a registered trademark and ASPEN is a trademark of Progress Software Corporation. VPAS® is a registered trademark of McCamish Systems, L.L.C. Any other trademarks and/or service marks contained herein are the property of their respective owners.

BUSINESS WIRE

McCamish Systems Releases BPAOnline.com, Offering Benefit Plan Information for Clients and Plan Sponsors

ATLANTA--(BUSINESS WIRE)--September 5, 2000--McCamish Systems, a leading independent provider of business-to-business administration services and benefit plan recordkeeping solutions for the financial services industry, is pleased to announce the deployment of another addition to their suite of online capabilities. The new Internet capability at www.bpaonline.com enables McCamish's clients and their plan sponsors to access their Non-qualified Benefit Plan Administration (BPA) records online.

The award-winning web site provides access through a highly sophisticated Internet application using secure data encryption. Clients and sponsors can log in to the main site or to a site customized specifically for the client, to execute a wide variety of transactions and requests over the Internet.

BPA Online.com enables users to access critical plan information online, such as base system reports, custom data extracts and downloadable forms. The user needs are satisfied in real time, without reliance on clerical processing or human intervention. Upcoming enhancements to BPA Online.com include an online policy asset administration feature that enables remote data load and update functions.

BUSINESS WIRE

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ATLANTA--(BUSINESS WIRE)--August 29, 2000--McCamish Systems, a leading independent provider of business-to-business administration services and benefit plan recordkeeping solutions for the financial services industry, is pleased to announce the deployment of another addition to their suite of online capabilities. The new Internet capability at www.bpaonline.com enables McCamish's clients and their plan sponsors to access their Non-qualified Benefit Plan Administration (BPA) records online.

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Upcoming enhancements to BPA Online.com include an online policy asset administration feature that enables remote data load and update functions. McCamish Systems' VPAS® (Variable Products Administration Systems) business solutions deliver rapid deployment and client-specific functionality for the administration of their clients' unique product lines. McCamish clients use these administration solutions through remote, leased or BPO (Business Process Outsourcing) environments.

The VPAS® family of products currently provides rapid customization of administration support software for new and existing clients desiring to market Corporate-owned Life (COLI), Bank-owned Life (BOLI), Variable Annuities (VA), Variable Universal Life (VUL), Private Placement Life and Annuities or the newest Non-Qualified Benefit Plans. Empowering McCamish clients with the time saving value of direct online access reduces the potential for human error and enables McCamish customers to maintain a position on the leading edge of administrative services. McCamish is one of the first of its kind to implement direct, real time access through the Internet for financial services clients and their plan sponsors.

For more information about McCamish Systems, please contact our Sales & Marketing group at solutions@mccamish.com or call 800-366-0819.

BUSINESS WIRE

McCamish Systems Extends Customer Service for Corporate Owned Life Insurance onto the Internet

ATLANTA--(BUSINESS WIRE)--August 23, 2000--McCamish Systems, a leading independent provider of business-to-business administration services and benefit plan recordkeeping solutions for the financial services industry, is pleased to announce the deployment of another addition to their suite of online capabilities. The new Internet capability at www.colionline.com enables McCamish's clients and their brokers, agents and sponsors to access their Corporate Owned Life Insurance (COLI) policy information online.

This web site provides access through a highly sophisticated Internet application using secure data encryption. Clients, brokers, agents and sponsors can log in to the main site or to a site customized specifically for the client, to execute a wide variety of transactions and requests over the Internet.

COLI Online.com enables users to access critical policy information online, including base system reports, custom data extracts and downloadable forms. The user needs are satisfied in real time, without reliance on clerical processing or human intervention. Upcoming enhancements to COLI Online.com include policy quotation, transaction history, fund price history and fund prospectus information for the policy holders. McCamish Systems' VPAS® (Variable Products Administration Systems) business solutions deliver rapid deployment and client-specific functionality for the administration of their clients' unique product lines. McCamish clients utilize these administration solutions through remote, leased or BPO (Business Process Outsourcing) environments.

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BUSINESS WIRE

McCamish Systems Forms New Business Unit for Benefit Plan Services and Appoints New Director

ATLANTA--(BUSINESS WIRE)--August 2, 2000--McCamish Systems, L.L.C., headquartered in Atlanta, GA, has formed a new Strategic Business Unit preceding the launch of their new VPAS® Benefit Plan Administration product. The VPAS® Benefit Plan Administration product is client/server based and supports the transactional delivery, maintenance and reporting of Non-Qualified Benefit Plans, SERP Plans and Split Dollar Plans. This new addition to the McCamish VPAS® (Variable Product Administration Systems) product family has been developed to support the often complex and client-specific record keeping demands of this sophisticated market. "Our systems are designed around rules and business-based objects, and developed using 4th generation component and utilities packages. This enables our clients to highly customize their products, and deploy their products rapidly while reducing development and on-going support costs," explains the new Director of the SBU, Ed Edwards.

Ed Edwards, named the Director of the new SBU, has spent the last three years as a Project Manager specializing in Benefit Plan Administration for McCamish. Prior to that he concentrated in daily-defined contribution plans as the Operations Manager of NationsBank and Client Relationship Manager of First Data Corp. He holds an MBA in Information Systems from Georgia State. Edwards' immediate goal is to create a staff of Business Process Outsourcing (BPO) business analysts, software engineers and quality assurance professionals to support this newly emerging market of corporate-driven benefit plans.

Gordon Beckham, Vice-Chairman of McCamish Systems concludes, "Executive management is convinced that this bold move is necessary to position McCamish for the phenomenal growth we believe can be achieved in the forefront of this rapidly evolving market."

Technology Decisions—July 7, 2000
tech update

Easier Variable Product Administration

McCamish Systems released its VPAS® (Variable Products Administration Systems) Life, a rules- and objects-based suite of products that allow insurance carriers to easily create and manage new products, including variable annuities, COLI (corporate owned life insurance), private placement, and universal life. "It's like a framework that components are linked to," said Tom Fricano, director of systems architecture.

VPAS® Life offers a generic library of rules, which clients select to easily and quickly develop new products. For example, users customize products by choosing pricing elements, compliance rules, and transfer rules. It also has state-specific and business edits, Fricano said. "You don't have to change the base rules to release a new product," he said. "We don't attempt to be everything to everybody. Instead we offer an ever increasing library of those rules," Fricano said.

According to Robert Creasy, vice president of sales and marketing, VPAS® can be delivered in three ways with all pricing structures based on transactions: outsourcing, remote processing, or software leasing in five-year increments. It runs in most client/server environments.

For more information about McCamish Systems, please contact our Sales & Marketing group at solutions@mccamish.com or call 800-366-0819.

BUSINESS WIRE**A New Variable Products Administration System Specializes in Addressing the Unique Requirements of Variable Annuities, COLI, Private Placement and Universal Life Products**

ATLANTA--(BUSINESS WIRE)--April 3, 2000--The data collection of back-office administration and record-keeping tools, designed specifically for segments of the financial services community delivering variable annuities and life insurance products, has recently been transformed with the advent of sophisticated, built-in solutions complete with client-specified customization.

McCamish Systems' VPAS® Life (Variable Products Administration Systems) product family is structured to meet the needs of clients requiring more than just a turnkey administration toolset. VPAS® Life's deployment flexibility makes McCamish's product line unique. "The increasing need for tools that accommodate the rapid deployment and customized administration requirements of newly emerging VA and VUL products is the reason VPAS® Life is generating so much interest," said Sam Thomas, Senior Vice President of McCamish Systems.

The company's VPAS® Life product family provides technologically-advanced business solutions designed around Rules and Business Objects, enabling clients to support highly customized products that require rapid development and deployment. VPAS® Life is targeted to insurance companies and banking institutions seeking software solutions that meet the ever-escalating demands of variable products and the services required to support them.

VPAS® Life service offerings are available through Business Process Outsourcing (BPO), Remote Access, and Lease environments to effectively handle individualized client and economic requirements. These delivery options allow McCamish clients to migrate from one offering to another while effortlessly maintaining their customized product and delivery requirements. McCamish Systems' administration tools are fully customizable, scalable to any size insurance, brokerage, or banking environment, and easy to integrate with both existing and new applications.

Jim Spencer, President and COO, explains the current market focus of McCamish Systems, "Responsiveness, flexibility and time-to-market are currently our clients' highest priorities. VPAS® Life has been launched as the most unique and effectively deployable administrative solution that addresses these emerging market concerns. Our goal for VPAS® Life is to rapidly deploy client solutions that meet these requirements, while maintaining quality, service, and value as the foundation."

The McCamish executive team responsible for the development and launch of VPAS® Life combines over 125 years of cumulative insurance industry expertise with their highly sophisticated proprietary software and administration capabilities. VPAS® Life supports variable universal life and annuities on a relational, client/server platform that is both highly scalable and flexible enough to meet the changing requirements of today's product delivery environment. VPAS® Life enables rapid conversion, development, modification, and product deployment complete with on-line help, Internet and VRU capabilities.

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