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## FOR IMMEDIATE RELEASE

### **Progressive Deploys SSP Insurance Solution for Australia Launch *SSP Technology Drives New Market Entry***

**Denver, CO – February 23, 2010** – SSP, a leading global provider of solutions to property/casualty carriers, today announced that The Progressive Group of Insurance Companies, one of the largest automobile insurers in the United States, has recently gone live with SSP's S4i insurance solution to support its entry in to the Australian car insurance market. Progressive's goal was to launch a streamlined, Internet-only car insurance business in Australia in less than a year.

"In Australia personal lines products, and particularly car insurance, are primarily sold direct through call centers. Our research suggests there is a market for an online only product. We wanted a cost-effective, best-of-breed package that would deliver straight-through processing," said Tom King, head of international operations at Progressive. "SSP and S4i enabled us to get our Australia program off the ground quickly and within budget."

In under twelve months SSP developed and implemented an entire insurance solution encompassing a fully customized Web front-end and the configuration and implementation of the S4i back-office application for the Australian market. It used S4i's Product Builder to execute Progressive's complex pricing model.

Commenting on the implementation, King said, "S4i has lived up to its reputation. Its flexibility and core capabilities were a key factor in ensuring we completed this project on time and on budget. The combination of SSP's experience in transacting car insurance and their knowledge of the Australian insurance market increased our speed to market."

SSP's S4i is a highly-flexible, end-to-end policy administration system for all lines of business, with modules including product development, policy administration and claims management. A fully scalable, Web-enabled solution, S4i provides a modern platform for property/casualty carriers to manage the entire business lifecycle from a single system. With rich functionality, S4i delivers self-sufficiency and provides a rapid return on investment.

"Across the world we are seeing strong growth in the number of consumers that expect more than just an online quote, they want to buy and manage their policy 100% online," commented Andy Lovett, SVP, Americas at SSP. "This solution allows Progressive to provide its Australian customers with competitive prices and a fast, hassle-free self-service experience. Customers can manage their policies in a streamlined and secure Internet environment backed by 24/7 online support. We are delighted to have been able to meet Progressive's aggressive timescales for this project which is a testament to the hard work of both teams and the capabilities of the S4i solution."

Phil Race, insurer director at SSP, commented, "SSP has immense experience of eCommerce within the insurance arena, and a market leading solution in S4i, which is now at the heart of over 50 insurers worldwide. It is great to be able to project this expertise globally. I would like to congratulate the SSP and Progressive teams who have worked very effectively to deliver this complex and successful project."

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#### **About SSP**

SSP is the international expert with the broadest spectrum of knowledge, talent and technology for insurance and financial services, dedicated to long-term business advantage through complete solutions. Supporting over 45,000 insurance and

financial services professionals in over 50 countries, SSP offers brokers, MGAs, carriers and financial advisers of all sizes the benefits and security of a global business with the flexibility of a local provider. With over 25 years experience in insurance and financial services and 800+ of the most talented IT professionals, SSP is placed perfectly to offer the widest choice of solutions across multiple IT platforms from IBM, Microsoft or Oracle. SSP has a proven track record and a commitment to delivery, giving customers peace-of-mind. **For more information about SSP, please contact Lloyd Bishop via phone 303-209-5914 or email [Lloyd.bishop@ssp-worldwide.com](mailto:Lloyd.bishop@ssp-worldwide.com), or visit the SSP website at [www.ssp-worldwide.com](http://www.ssp-worldwide.com).**

#### **About Progressive**

The Progressive Group of Insurance Companies, in business since 1937, is one of the largest auto insurance groups in the United States, the largest seller of motorcycle policies, and a market leader in commercial auto insurance based on premiums written. Progressive offers competitive rates and innovative products and services that meet drivers' needs throughout their lifetimes, including superior online and in-person customer service, and best-in-class, 24-hour claims service, such as its concierge level of claims service available at service centers located in major metropolitan areas throughout the United States. **For more information about the Australia car insurance offering, visit [www.progressivedirect.com.au](http://www.progressivedirect.com.au).**