



News Release

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OneShield and BlueWave Technology Announce Alliance and Partnership

Product Integration Provides End-to-End Policy Administration and Claims System

Westborough, MA and Honolulu, HI—September 16, 2008 -- OneShield, Inc., a provider of an innovative rules- and tools-based, data-driven insurance underwriting, rating, workflow and policy administration system, and BlueWave Technology, a provider of a modern, browser-based claims management system, today announced a market alliance and technical partnership. The two companies, which are in the process of integrating their solutions, have done so to provide customers with a solution that provides for both tighter and simpler integration between OneShield's highly regarded Dragon policy administration system and BlueWave's extremely modern PipelineClaims system. Their first mutual customer, the Farmers Alliance Companies (FAMI), expects to eliminate the need to manually transfer information between their policy and claims systems, while creating greater efficiencies in both areas by deploying the combined offering.

According to Heather Peacock, OneShield's Senior Vice President of Sales and Client Services, "PipelineClaims and OneShield Dragon represent best-of-breed solutions that will enable our mutual customers to more effectively respond to market drivers and competitive pressures. By formalizing the partnership, OneShield and BlueWave together offer solid product integration and an end-to-end solution that delivers a robust policy administration and claims solution. This greatly reduces clients' integration effort, one of the key hurdles when deciding to go with a best-of-breed approach."

Chad Hersh, a Principal in the insurance practice at New York-based Novarica, notes that "This 'hybrid approach' of taking best-of-breed solutions and using as many pre-integrated components as possible is gaining popularity with carriers, as it can improve implementation times, reduce cost and risk, and minimize the challenges of a traditionally difficult approach."

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Responding to customer needs is important to both organizations. “At BlueWave, we appreciate the opportunity to offer integration with a web-based policy administration system that is as feature-rich as OneShield’s Dragon product,” stated Keith Inouye, COO of BlueWave Technology. “The two teams have worked closely and effectively to deliver a robust integration of our two systems, one that will benefit FAMI and all future customers,” he remarked.

The pre-integration of OneShield Dragon with BlueWave’s PipelineClaims will enable customers to experience these best-in-class systems. “This is not a lip service partnership,” Peacock noted. “It is a partnership based on two organizations with high quality, specialized products that are prepared to provide an end-to-end solution.”

“While other companies may offer pre-integrated products from multiple vendors that are not necessarily best-of-breed, the OneShield/BlueWave solution can help customers eliminate that concern - as our product integration provides a very robust, viable and modern alternative,” concluded Inouye.

About OneShield

OneShield provides browser-based solutions to automate the sales and service of insurance and bond products for insurance carriers, major brokers, and managing general agents. OneShield customers range from Darwin Professional Underwriters to Hanover Insurance Group. Its flagship product, OneShield Dragon®, is a rules- and tools-based, data-driven insurance underwriting, policy administration, rating and workflow engine. Dragon provides configurable and modifiable options to meet today’s goals and to adapt to future demands. For additional information, visit www.oneshield.com.

About BlueWave Technology

BlueWave Technology provides modern, web-based applications that address the specific needs of the property and casualty insurance industry. Founded in 2001, the company develops and implements its flagship product, PipelineClaims®, a robust claims management solution built on a highly flexible and configurable technology platform. With a deep understanding of the insurance industry and its clients’ needs, BlueWave Technology provides solutions that help clients to focus on their core business operations. The company is headquartered in Honolulu, Hawaii. For more information, please visit www.bluewave-technology.com.

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