



NEWS RELEASE

Towergate Underwriting selects strategic Open Presentation Platform for all its eCommerce applications

London– 8th May 2007 - Towergate Underwriting has selected edgeConnect to be its Strategic Open Presentation Platform. Developed by edge IPK, edgeConnect will deliver a consistent user experience across internet and extranet services for all of its applications and customer contact points from front end Point of Sale through to Servicing and Claims.

The complete solution includes full integration with Towergate's back office broker and underwriting systems such as Open GI and RDT Landscape as well as integrating to its document and workflow systems.

One of the key business challenges for Towergate is to white label multiple products in a quick and cost effective manner. A major strength of edgeConnect is its ability to handle a multi-channel, multi-product, multi-brand strategy. edgeConnect uses a 'write once publish multiple times' model enabling changes made in a single process to ripple through multiple presentations.

edgeConnect also enforces a separation of the front end presentation for Point of Sale and Servicing from the product rules and integration. This will allow Towergate complete flexibility to make customer experience, and regulatory driven changes quickly without impacting IT. These features coupled with the ability to generate screens from schemas enables new products to be launched rapidly, either directly or through white labelled brands. This will provide Towergate's customers with a higher level of service and accessibility to products.

edgeConnect, built on an agile service oriented architecture (SOA), will enable Towergate IT to focus more on the business functionality of its eCommerce strategy rather than the idiosyncrasies of web development.

Max Carruthers, Operations Director, Towergate commented *'One of the key reasons we selected edgeConnect is because it gives us the ability to provide multiple presentations from one product definition which will enable us to fulfill all of our white labeling and branding requirements. At the same time it will provide a flexible and powerful integration layer that we can use across all of our back office systems'*

Mike Williams, CEO, edge IPK, commented *'In today's insurance market agility and customer experience are absolutely critical to ensure business success. We are delighted to be working with Towergate who are set to create a new industry benchmark in service levels through the use of edgeConnect.'*

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Notes to Editors:

About Towergate Underwriting

Towergate Underwriting is part of Towergate Partnership. Towergate Partnership is Europe's largest independently owned insurance intermediary, offering 200 specialist insurance products and employing more than 3500 people in 100 offices. The Group controls in excess of £1.5bn of Gross Written Premium on an annualised basis.

Towergate was launched in 1997 and has acquired 122 specialist insurance businesses since then. In October 2005, Towergate Underwriting and Folgate Partnership merged to become Towergate Partnership.

Towergate's successful business model is underpinned by its 'Value triangle': successful track record of underwriting has led the company to forge strong partnerships with insurance companies, providing value and service for customers, a fair return and profitable growth for Towergate's stakeholders.

Peter Cullum was the overall winner of the 2005 UK Entrepreneur of the Year awards sponsored by Ernst & Young and FT. He is also the current M&A Deal Maker of the Year.

About edge IPK

edge IPK delivers innovative business process solutions based on Open Presentation Platform (OPP). The company's mission is to become the leading international provider of OPP, bringing business and IT together.

Through its flagship product, edgeConnect, edge IPK aims to significantly reduce the development time and cost of building front-end applications.

edge IPK accelerates business evolution, by enabling organisations to rapidly develop and manage business applications to support multiple users interfaces and presentations through a single process. The company helps its clients to develop software applications using a 'write once, publish many times' model.

The company has extensive experience in financial services, with a blue chip customer base, which includes ABN AMRO, Deutsche Bank, Zurich Financial Services, Polaris (imarket) and Liverpool and Victoria - www.edgeIPK.com

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