

Press Release

For immediate release

Contact Details:

Jette Lundquist

M: + 45 29 16 42 08

E: marketing@tia.dk

www.tiatechnology.com

TIA Technology Grows Customer Family in Germany

Konzept & Marketing GmbH chooses TIA Technology in their mission to improve their service and quality within property, liability and accident insurance.

Virum, Denmark – 5 March 2013 – Konzept & Marketing (K&M) GmbH, a leading consultancy within insurance and financial services has chosen TIA Technology as its new insurance software and professional services provider. Based in Hanover, Germany, K&M is looking to increase their focus on sales and customer service, and grow their outsourcing business using insurance software innovations from TIA Technology. In addition to TIA Professional Services, K&M will be working closely with NCDC and Faktor10 as implementation partners.

K&M collaborates with leading insurers, such as Zurich Insurance plc, Gothaer Versicherung AG., and others to help them develop, administer and market powerful insurance concepts and manage their insurance processes – from policy administration to claims processing. Their goal is to improve the quality and service within their field by expanding their sales team, extending their product portfolio and significantly increasing their outsourcing business.

“In selecting an insurance solution from TIA Technology, we were looking for a partner who would support our strategic goal,” says Mario Brehme, General Manager K&M. “We were impressed with the number of references they have, the broad functionality the TIA solution provides, and the incredibly short implementation time. It was easy to choose TIA.”

TIA Technology will enable K&M to realize their strategic goals by helping them with a solution that enables improved operational efficiency, better sales and service and a faster time to market with new, innovative insurance products.

“Providing an exceptionally high level of service has always been a key differentiator for our business,” says Mario Brehme, K&M. “The TIA solution will enable us do that in a more efficient way. And, the new solution will make it easier to create and add new products, which will give us a competitive edge.”

K&M is implementing the total TIA solution with Smart4TIA as the front end. Implementation is underway with completion expected at the end of 2013.

TIA Technology's CEO, Liselotte Munk says, "We're excited Konzept & Marketing will be able to take advantage of the end-to-end benefits our solutions provide. More and more we are seeing how important it is for insurance companies to focus on their customers and be able to anticipate and respond to new market opportunities quickly and efficiently. And, we are pleased that K&M has chosen TIA Technology to help them do this and realize their strategic goals."

About Konzept & Marketing GmbH

Konzept & Marketing is a modern service provider in the insurance market. For more than 12 years they have been developing, administering and launching innovative insurance concepts in the fields of non-life, liability and accident insurance. With 75 employees in their back office, IT and claims department, they administer about 170,000 active risks. Over 4,000 independent agents are convinced by their products and services. The products they provide are solidly backed by well-known names like Zurich Insurance plc and Gothaer Versicherung AG. www.k-m.info

About TIA Technology

TIA Technology offers the industry's most flexible and comprehensive integrated suite of core insurance applications for property/casualty and composite insurers. A proven solution with more than 60 customers and 30,000 daily users in 30 countries, TIA helps insurers across the globe to get closer to customers through operational excellence, superior sales and service and exceptional product leadership. Built as a modern customer-centric software package, TIA is simple to deploy and customize for any line of business. In addition, the TIA solution easily integrates with any system and scales across languages, organizations and channels. The global TIA partner network of more than 1000 implementation specialists provide local knowledge and specialized solutions while securing fast, on-schedule and within-budget implementations. www.tiatechnology.com