



ORACLE®



Oracle Buys Skywire Software
Further Expands Oracle's Applications Drive into Insurance

August 1, 2008



The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality and should not be relied upon in making a purchasing decision. The development, release, and timing of any features or functionality described for Skywire Software products remains at the sole discretion of Skywire Software. The development, release, and timing of any features or functionality described for Oracle's products, whether communicated by Skywire Software or by Oracle, remains at the sole discretion of Oracle.

What We Are Announcing

- **Oracle is acquiring Skywire Software's leading software application business**
 - A leader in insurance and document management business applications
 - Transaction closed on August 1, 2008
- **Accelerates Oracle's formation of the most complete, modern software suite for the insurance industry**
 - Skywire Software solutions span policy production, customer correspondence, rating, underwriting and real-time insurance data exchange
 - Complements Oracle's existing distribution management, policy administration and claims management capabilities
 - With Skywire Software and AdminServer, Oracle expects to provide software to support the entire insurance enterprise, from database and middleware, to general business and industry-specific applications
 - Skywire Software management and employees to join the Oracle Insurance Global Business Unit (IGBU) together with the acquisition of AdminServer
- **Combination will also enhance Oracle's Enterprise Content Management (ECM) portfolio**
 - Provides industry-leading interactive document creation, high-volume content production and personalized communications capabilities
 - Applicable across multiple industries
 - Brings tailored applications for insurance, financial services and legal industries

Strategic Importance to Oracle

- **Further extends Oracle's industry applications focus within insurance**
 - Insurance is a strategic industry for Oracle with growth concentrated on integrated packaged applications
 - Global insurers are challenged by increasing business, regulatory, product and distribution complexity
 - Insurers look to software solutions to speed policy implementation, accelerate new business acquisition, reduce cost and manage regulatory risk
- **Combination with Skywire Software demonstrates Oracle's commitment to leadership in the insurance industry**
 - Proven insurance solutions based on modern, standards-based technology
 - Deep insurance industry domain expertise
 - Increased scale through Skywire Software's base of 1,450 insurance customers
- **Expands Oracle ECM with customer communication management and document automation capabilities**
 - High-volume content production for print and email is a critical ECM function
 - Combining Skywire Software's document presentment capabilities with Oracle ECM creates an end-to-end, multi-channel content capability
 - Large installed base in the financial services and legal industries as well as insurance

Oracle in Insurance Today

A Leading Provider of Applications and Infrastructure Software

- **Over 1,000 Insurers use Oracle's insurance software footprint**
 - Includes 20 of the top 20 insurance companies
 - Best-in-class applications capabilities
 - A leading provider of ERP and CRM software solutions for back-office and front-office operations
 - AdminServer acquisition provides world-class policy life cycle administration
 - Siebel Claims is the industry's most comprehensive and modern insurance claims solution
 - Complementary Insure³ policy administration solutions for property & casualty insurers
 - Recently launched Oracle insurance billing product, a comprehensive and flexible rules-based billing solution
 - Most flexible, complete and open middleware platform for insurers
 - Oracle Business Intelligence has industry's most advanced insurance dashboards and KPIs

Industry Trends Drive Demand for Modern Insurance Policy Life Cycle Systems

**Dynamic
Competitive
Industry**



New product speed-to-market is a key differentiator in the intensely competitive insurance industry

**Continuous
Operational
Improvement**



Claims costs and irregular capital markets force insurers to reduce operational budgets and optimize staff while tightening underwriting discipline

**Regulatory
Pressures &
Transparency**



Increasing regulation drives insurers to automate end-to-end processes and improve transaction visibility

**Shift from
Legacy
Technology to
Modern Systems**



Legacy systems constrain insurers from meeting industry needs, triggering need for flexible, modern systems with open architecture and lower cost of ownership

Why Skywire Software?

- **Skywire Software offers proven, best-in-class insurance business applications**
 - More than 1,450 insurance customers use Skywire Software insurance products
 - Flexible product design enables easy integration with existing customer business processes
 - World-class talent with deep domain expertise in insurance products / processes
 - Open architecture enables integration of applications with both Oracle and third-party solutions, such as policy administration, claims and billing systems
- **Skywire Software is most complementary to Oracle**
 - Skywire Software's insurance content, rating and exchange solutions are expected to be offered as best-in-class stand-alone components and integrated with existing Oracle insurance policy life cycle solutions through Oracle Application Integration Architecture
 - Products are SOA-enabled, which allows for easy integration with Oracle's insurance policy life cycle solutions using Oracle Fusion Middleware
 - Supports multiple enterprise platforms, a critical requirement for insurers and consistent with Oracle's open application architecture
 - Extends Oracle's Enterprise Content Management portfolio with customer communication management and document automation capabilities for high-volume document production

Skywire Software Insurance Products

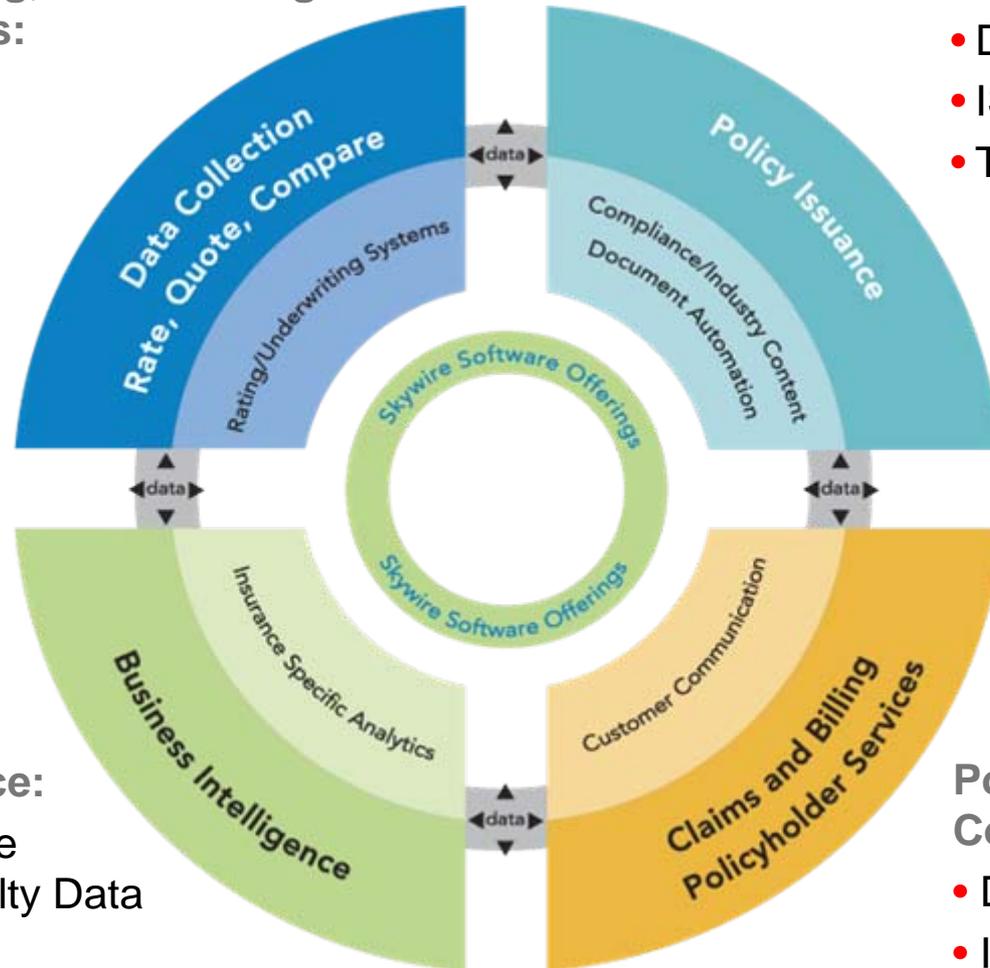
Comprehensive Product Suite for Policy Life Cycle Management

New Business Rating, Underwriting and Data Exchanges:

- Insbridge Suite
- Launcher
- IDX

Business Intelligence:

- INSsight - Insurance Property and Casualty Data Model



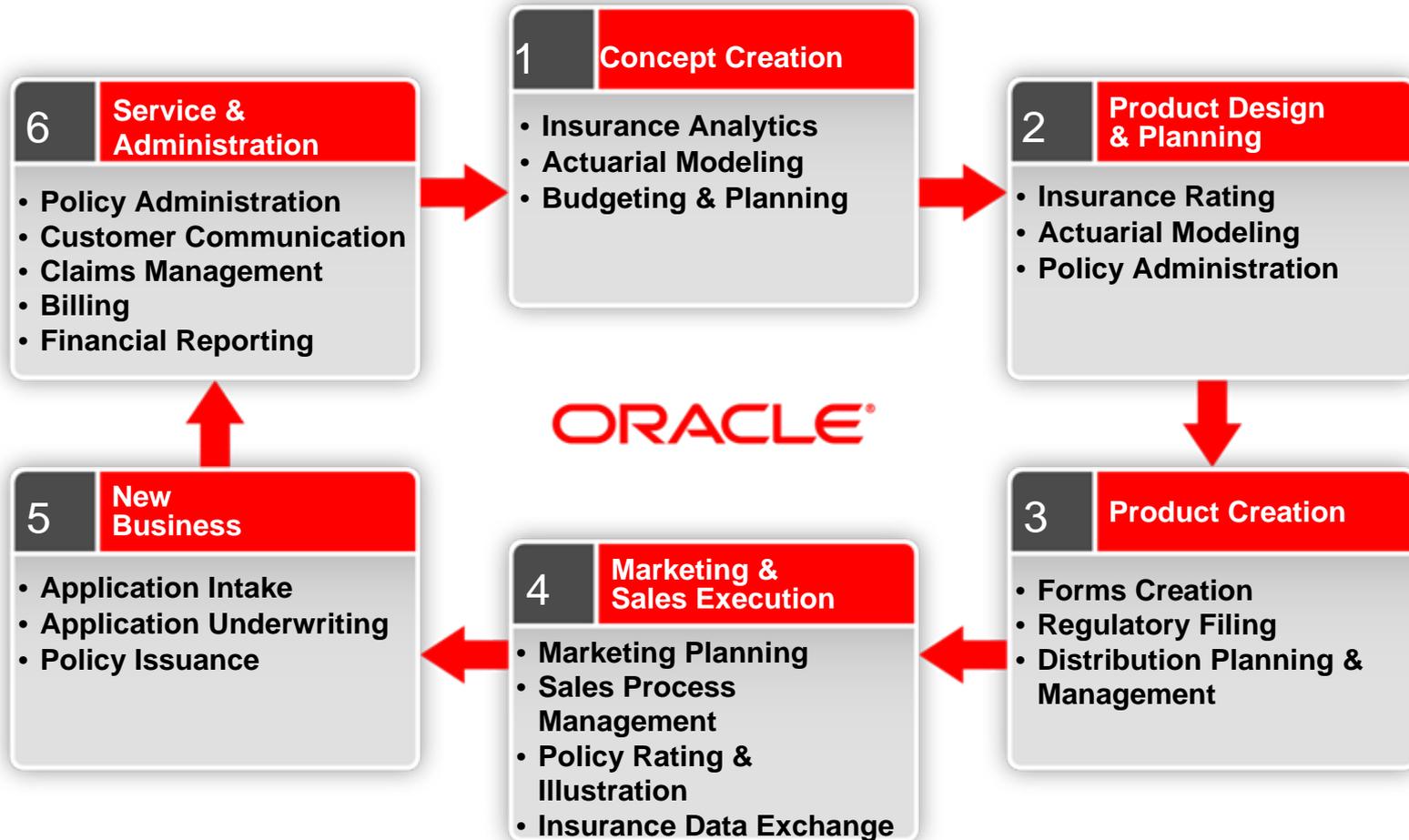
Policy Issuance:

- Documaker Suite
- IStream Suite
- Tracker

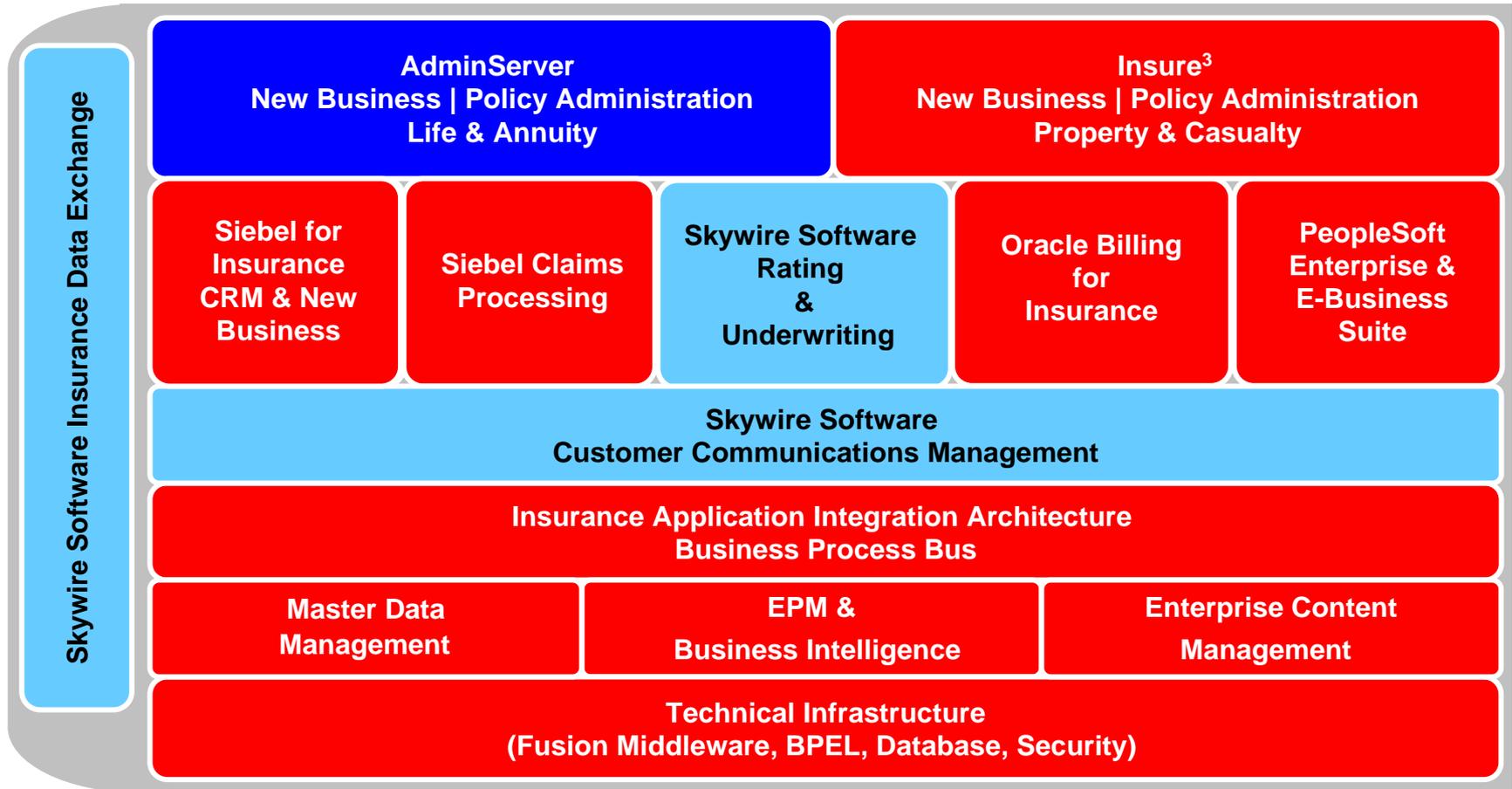
Policyholder Services / Correspondence:

- Documaker Suite
- IStream Suite

Combination Unifies Mission Critical Business Processes for the Insurance Enterprise



Oracle's Comprehensive Solution Suite for the Insurance Industry



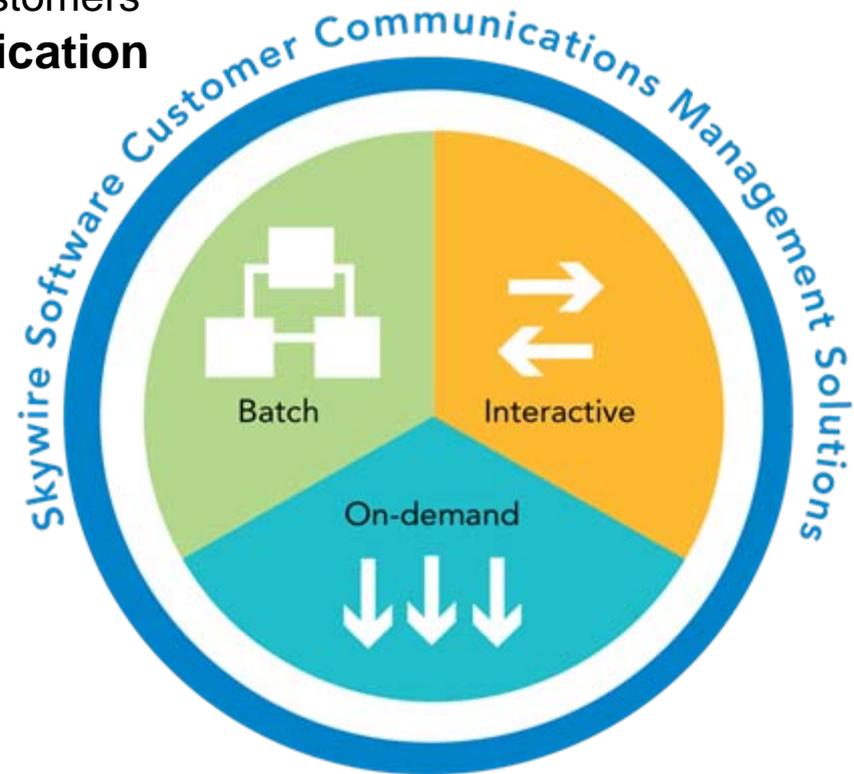
Skywire Software

AdminServer

Oracle

Combination Brings Enhanced Customer Communication Management to Oracle ECM

- **Skywire Software customer communication management applications**
 - Efficient acquisition, processing, management and communication of customer-oriented business information
 - Enables organizations to better serve customers
- **Skywire Software customer communication management and document automation capabilities include:**
 - Interactive document creation
 - High-volume content production
 - Personalized communications
 - Document presentment
- **Creates an end-to-end, multi-channel content capability for Oracle ECM**



Strong Momentum with Industry Leaders

Insurance



Financial Services



Legal



Allstate

State Policy Filing Automation via Tracker

Business Challenges	<ul style="list-style-type: none">• Improve time-to-market for new product development• Automate a manual, paper-based process• Establish metrics to benchmark performance and provide sound projections
Solution	<ul style="list-style-type: none">• Skywire Software's compliance automation system, Tracker, in conjunction with a document management system
Business Results	<ul style="list-style-type: none">• Automated state filing process and ability to measure performance and benchmarks• Reduced time required to submit DOI forms from 5-15 days to one day• Streamlined new product approval in all 50 states• Reduced staffing requirements as a result of technology gains

FBFL Financial Group, Inc.

Process Automation via Documaker

Business Challenges	<ul style="list-style-type: none">• Need for a universal approach to document development and publishing that would:<ul style="list-style-type: none">• Speed time-to-market by reusing form language• Provide consistency• Eliminate manual processing• Allow incomplete documents to be returned electronically for completion, submission, printing and imaging
Solution	<ul style="list-style-type: none">• Skywire Software's customer communication management suite, Documaker
Business Results	<ul style="list-style-type: none">• Improved product time to market by 25%• Cut the load time for new policy documents from months to days• Reduced document creation staff by 25%<ul style="list-style-type: none">• 90% of annuity administration policies are produced without user intervention• Recognized as a 2008 Celent Model Carrier for its document automation initiatives

Prudential Financial

Life Insurance Application Process Acceleration via IDX

Business Challenges	<ul style="list-style-type: none">• Improve speed in processing new individual life applications
Solution	<ul style="list-style-type: none">• Skywire Software's two-way messaging for processing new life applications, Insurance Data Exchange (IDX)
Business Results	<ul style="list-style-type: none">• Agencies can communicate real-time between Prudential and Skywire Software's QuickView Producer Portal and IDX Hub• Agencies can manage Prudential life applications in less time and respond to outstanding requirements more quickly• Supports additional IDX messaging to assist producers in enabling straight-through processing• Recognized as an industry first – two way underwriting messaging between carriers and producers

Arbella Insurance Group

Online Quoting and Agency Collaboration via Insbridge

Business Challenges	<ul style="list-style-type: none">• Large regional insurance carrier with mission to:<ul style="list-style-type: none">• Earn agent loyalty by providing exceptional service• Improve distribution methodology effectiveness• Respond to rapidly changing competitive market by implementing rate changes quickly• Reduce operational costs by consolidating multiple rating engines and providing web-based ratings to agents
Solution	<ul style="list-style-type: none">• Skywire Software's insurance rating and underwriting system, Insbridge
Business Results	<ul style="list-style-type: none">• Empowered agents to obtain accurate rates online• Enabled rapid response to market changes as business analysts create, implement and test rate changes• Expanded lines of business served through enhanced functionality• Reduced operational costs through agent self-service

Clearly Different

Only Oracle and its Insurance Global Business Unit are expected to be able to deliver all of the following:

- An industry-leading offering for managing the entire insurance enterprise – integrating sales, service, financials and enterprise infrastructure**
- Customer communication management integrated with all aspects of the insurance life cycle**
- Agent/broker electronic data exchange integrated with a leading insurance policy life cycle solution**
- Best-in-class insurance business applications that can be implemented as components or broader suite**
- Integrated data and process management across the entire insurance life cycle on a modern, standards-based platform**

Expected Customer Benefits

- **Oracle Customers:**
 - **Insurance**
 - New insurance content creation, policy rating and agent/broker communication capabilities expected to integrate and share data with existing Oracle insurance applications such as those from the AdminServer acquisition
 - Expanded product portfolio spanning all policy life cycle application needs on a modern, open technology platform
 - Applications can be implemented as components or broader suite and integrated with both Oracle and third-party solutions
 - Increased access to insurance industry expertise
 - **Content Management**
 - Industry-leading document presentment and output management including billing and correspondence management
 - eForms solutions integrated with the new BPEL Process Manager for document creation and case management
- **Skywire Software Customers:**
 - Increased R&D investment in Skywire Software products
 - Expanded portfolio of insurance solutions
 - Enhanced customer communication management capabilities across the product suite through integration with Oracle ECM
 - Access to Oracle's global support and services organizations

Expected Partner Benefits

- **Oracle and Skywire Software Partners:**
 - In conjunction with the acquisition of AdminServer, the addition of Skywire Software is expected to benefit partners by creating an industry-leading, integrated solution that can effectively manage the entire insurance enterprise
 - System Integrators specializing in insurance are expected to have the opportunity to provide world-class solutions to customers through an expanded application footprint
 - Independent Software Vendors are expected to benefit from the opportunity to leverage the combined, broader footprint
 - Technology partners will gain broader opportunities for development integrations based on Oracle Application Integration Architecture
 - All partners will gain access to Oracle's worldwide resources and partner ecosystem

Status

- **Public announcement**
 - June 23, 2008
- **Communication with all stakeholders**
 - Press and analyst briefings
 - Customer and partner briefings
- **More information can be found at**
 - www.oracle.com/skywiresoftware



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