

CASE STUDY

BLUE COD TECHNOLOGIES, INC.

Church Pension Group and Blue Cod: Team Up on Commercial Package Policies

New York based Church Pension Group, writes approximately \$54 million premium in commercial package policies across all fifty states, the Virgin Islands, and the District of Columbia through their admitted company and two captive insurers.

The admitted carrier, The Church Insurance Company, was established in 1929. The larger of the two captive companies is the Church Insurance Company of Vermont. Church currently insures eighty percent of the Episcopal churches located outside the state of New York.

ABOUT BLUE COD

Blue Cod Technologies, Inc. delivers innovative software solutions and services for organizations in the property and casualty industry. Through our specialized products and services, we provide insurance companies with systems strategy and architecture, custom-application development, enterprise systems integration, and web-extension of enterprise systems. Our hosted policy administration solution and BPO services offer a broad array of options to start-up carriers and companies considering venturing into new markets.



CHURCH INSURANCE COMPANY OF VERMONT

This book of business is currently being processed as a hosted solution by Blue Cod since April of 2003.

Church Pension Group was Blue Cod's first "true" outsourcing customer according to Blue Cod's Assistant Vice-President Steve

Adams; They were the first outsourcing customer that Blue Cod established from the very start.

Since the beginning of their six year relationship,

Church has used both Blue Cod's hosted solutions and our Print and Distribution services. According to Rod Webster, Church's Senior Vice President and General Manager, the bonds between the two companies go beyond a simple business contract.

"Over the years Blue Cod has become part of our family," said Mr. Webster. "We can rely on the people at Blue Cod to know their business and know ours, as well."

The relationship began in 2002. Church needed a new policy processing system and began looking.

They licensed a multi-line solution that could handle their 50 state commercial package business. Church needed assistance in implementing and supporting their policy processing system. After due diligence they turned to Blue Cod to manage the implementation and host the solu-

tion. They relied heavily on the Blue Cod staff.

"We are familiar with the products," said Mr. Webster. "But the people at Blue Cod clearly

understood what we needed. Blue Cod provided a lot of comfort and support to us through their knowledge."

In March of 2003, Blue Cod began Church's implementation, which included rate changes, changes to document output, and full support of policy issuance, billing, and claims.

Blue Cod converted Church's existing system and essentially got Church up and running in all states by the end of the year. The first policy from Blue Cod for the Church Insurance Company was issued effective January 1, 2004.



CHURCH INSURANCE COMPANY OF VERMONT

“Supportive ideas and the options that Blue Cod is able to provide have saved us a great deal of time and energy.”

-Rod Webster, Church’s Senior Vice President and General Manager

“This was a very complex project,” said Mr. Adams. “Implementing a full CPP policy across 50 states in 9 months is by itself a formidable task. Add in the difficulty of converting prior data from their legacy system and switching their products from ISO to AAIS makes this project one of my most memorable and satisfying career accomplishments.”

In addition to project manager Francesca D’Angelo one of Blue Cod’s founders and current CSO, Steve Adams, Sue Scanlon, and many others in Blue Cod put tremendous effort into the Church implementation. The lines of business originally setup for Church included Liability, Property, Crime, & Inland Marine, all within a Commercial Package Policy.

Blue Cod eventually added additional lines of business for Church, including Directors & Officers and Umbrella. Blue Cod also provided Church with a custom pricing tool designed to support its unique business model and an advanced combined billing processing system.

Once the project was live in production, Church decided to further extend their relationship with Blue Cod by using Blue Cod’s Print and Distribution Services.

A special dedicated team was created to produce and manage the Church policies. According to Webster, it has been a real advantage to outsource the distribution function to an organization that does it so well.

“Our relationship with Blue Cod has worked well in the past years,” said Webster. “We haven’t changed much, but Blue Cod has had incredible growth, which is both great for us but also at times has proved to be somewhat of a struggle.”

Webster commented on the increasing growth of Blue Cod and going from knowing everyone in the company by first name, to having to put trust in employees they had never met. While many of the individuals in the Blue Cod organization are new because of their growth, Webster believes that Blue Cod consistently hires employees who know their business, and he can put his trust in that.

“Strong relationships between our two organizations have pulled all of us through many trying times,” said Webster. “Supportive ideas and the options that Blue Cod is able to provide have saved us a great deal of time and energy.”



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