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For Immediate Release

KESA Goes Live With Full Tropics Software Technologies Product Suite

Sarasota, Florida, November 23, 2005 – KESA, a non-profit Workers' Compensation fund based in Louisville, Kentucky, is reaping the benefits of the newly implemented Tropics Software Technologies product suite. The integrated software modules include Tropics Enterprise Policy Administration, Claims Administration and WebTropics to cover the complete workers' compensation business cycle. Bundled with the Tropics automated work/document management and EDI, the solution offers KESA unprecedented productivity levels.

KESA's Executive Director Gregory L. Buie said that since going live with Tropics, they noticed immediate improvements within their claims and underwriting departments. He said the claims staff raves about how much easier the new software makes day-to-day activities. The underwriting department is pleased as well; "It's much easier communicating with our agents now that we have integrated e-mail capabilities, which means less paper and wasted time." The renewal processing time also dramatically decreased.

In 2003, KESA began the rigorous process of examining their business procedures, methodologies and vendors in an effort to boost efficiency and gain competitive advantage. Part of this process included software research for the workers' compensation industry. Buie said he did not intend to change software providers because although the old system was not top-notch, it was reasonably effective, familiar and paid for. However, Buie said, after seeing a Tropics software demo, "especially compared against our old platform software, we suddenly found ourselves seriously considering a software change." KESA also hoped the software would slow the escalated staff hiring because they could be more efficient with less people.

The lengthy due diligence process identified three software vendors that could potentially meet KESA's needs. KESA selected Tropics because it was the right blend of technology, workers' compensation expertise, vendor reputation and features for enhanced productivity.

Tropics Software Technologies President Mike Mobar said Tropics solutions evolved from more than superior technology; “Our blended insurance and technology expertise, as well as emphasis on support, maintenance and upgrade, make us stand out as a solid choice for the workers’ comp insurance industry.” He added, “We are proud we were able to convert and replace all of KESA’s legacy systems in less than a year.”

KESA is a group self-insurance workers' compensation fund headquartered in Louisville, KY. With approximately 5,000 member companies and over \$64,000,000 in annual premiums, KESA is one of the largest and most reputable workers' comp funds in the state. KESA has been writing workers' comp for Kentucky companies since 1980.

Tropics Software Technologies is a national software company specializing in workers’ compensation systems. They provide integrated, multi-tiered, and web-enabled policy, claims and financial systems. The company offers a comprehensive set of highly configurable modules, based on a common foundation of automated work and document management, which afford significant increases to business efficiency. For additional information about Tropics Software Technologies, please call 888.925.1234 or visit www.GoTropics.com.

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