

Wellowell Commits To Intensive Innovation With Cambridge Technology Partners

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Intensive Innovation Marks Alternative Pricing Model

Woerden, Cambridge Technology Partners, Inc. (NASDAQ: CATP), 20 February 2001: Wellowell.nl, the leading online intermediary for financial products in the Netherlands, has signed a 12-month 'Intensive Innovation' contract with Cambridge Technology Partners, a global e-Solutions provider.

Wellowell

is the first company to take advantage of Cambridge's Intensive Innovation model.

The Intensive Innovation agreement will see Cambridge continuously extend and refine Wellowell.nl, the IBM WebSphere based website that Cambridge built for Wellowell in just nine months. Erik Vos, Technical Sales Manager Software Group at IBM in The Netherlands, describes Wellowell.nl as "a leading WebSphere deployment that's unique in terms of its speed of development, e-business functionality and scalability."

Embarking on Intensive Innovation from the launch of the site highlights both companies' belief that continuous improvement and agility in the New Economy are key. The ongoing continuous development includes launching new services as well as monitoring behavior on the site to optimize revenue and customer service.

Paul Piebinga, Vice President Benelux at Cambridge Technology Partners explains the logic behind Cambridge's Intensive Innovation offering: "Time to market is absolutely crucial. The Intensive Innovation approach allows us to put the site in place very quickly and then concentrate on its expansion and refinement. By working this way, you can launch an e-business system at express speed to beat the competition and then work on perfecting it according to customer needs. This approach has ensured that Wellowell is the first and most competitive insurance site in The Netherlands and will remain so."

Wellowell is an online insurance site that enables customers to research,

purchase, store and manage all their insurance needs from a single source. The service is personalized and secure, with price comparison and purchasing based and completed on real-time information. This is a significant Unique Selling Proposition (USP) since competitive sites do not offer such a comprehensive set of services. It also features services such as an insurance portfolio planner and other offerings to attract and retain customers with its 'My Well' function.

"Cambridge Technology Partners has a vast amount of experience in the continuous process of evaluating and changing e-business systems," says Wellowell's managing director, Herman van der Haas. "The agreement is set up in such a way that the Wellowell site will be constantly adjusted according to the questions, wishes and demands that customers and system users indicate directly or through their behavior. This will enable us to react quickly to user needs, for example by adding modular products and functions. We can also continuously apply the latest technology."

According to Piebinga, it is inevitable that companies will conduct their future e-business projects on an Intensive Innovation basis. "The first part of a part, in this case the initial nine months, can be viewed as a 100m sprint where the whole service was brought to market in the fastest possible timeframe. Innovation at this stage is often called disruptive innovation, such as creating a new business model. Then it's more of a 1500 meter race where the innovation is incremental based on continuous upgrading and improving of the site."

To date the project involved covering product development, design, development, program management, rollout, support, corrective maintenance, adaptive maintenance, and new release services.

About Wellowell

Wellowell is an independent online financial advisor. At consumers can compare the price and quality of the insurance policies and banking products offered by different providers with each other. In this way, Wellowell enables the customer to make his or her own decision as to the most suitable product. Wellowell is the first company in the Netherlands to offer the

ability to compare, buy and manage insurance products on line.

About Cambridge Technology Partners

Cambridge Technology Partners (Benelux) was established in 1993 and has a successful track record with clients including most recently the online financial sites www.eubos.nl and www.robecoadvies.nl. Cambridge Technology Partners (Benelux) is a wholly owned subsidiary of Cambridge Technology Partners Inc (NASDAQ: CATP).

Cambridge Technology Partners provides strategic and management consulting as well as systems integration services to transform its clients into e-Businesses. Working in collaboration with Global 1000 and high-velocity middle market companies, Cambridge combines a deep understanding of New Economy issues with integrated, end-to-end services, and a proven track record of shared risk and rapid, guaranteed delivery. Cambridge generated \$586.6 million in revenue in 2000, with \$347.4 million from its global e-Business solutions. Cambridge has approximately 3,800 employees in 19 countries around the world. Cambridge is a Safeguard Scientifics (NYSE: SFE) partner company. Cambridge on the Web: <http://www.ctp.com>

Elliott Grady

Text 100 Public Relations

Global High Technology Public Relations

Power Road Studios, 114a Power Road, Chiswick

London, W4 5PY, UK

Tel: + 44 (0) 208 996 4177

Fax: + 44 (0) 208 996 1277

Mobile: + 44 (0)7947 618343

Email: elliottg@text100.co.uk

URL: <http://www.text100.co.uk>

