

XUBER CONTINUES INTERNATIONAL RECRUITMENT DRIVE WITH US HIRE – Xuber appoints Michael Kulp to its US sales team

Submitted by: Xchanging Global Insurance Solutions Ltd

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London, 31 October 2012: Xuber (<http://www.xuber.com>), Xchanging's (<http://www.xchanging.com>) newly re-launched insurance software business, has continued its recruitment drive with the appointment of Michael Kulp as Vice President of Sales. Mike joins the recently expanded US sales team as part of Xuber's ambition to substantially grow its share of the American market.

Mike brings with him over 20 years of insurance technology sales experience, including senior roles at major competitors Accenture and Guidewire, where he spent the last two and seven years of his career respectively. His responsibilities at Xuber will include identifying and securing new business in the US at a strategic level. Mike has extensive experience of selling to both agencies and companies.

The appointment marks the latest chapter of a significant period of expansion for Xuber's sales capacity. Mike joins Michael Jones and Bradley Roberts, who were recruited to Vice President of Sales in the US earlier this month. Only a week prior, Tony O'Halloran was appointed Director of Account Development in the UK.

The recruitment drive forms part of Xchanging's relaunch of its software business as Xuber. The business has recently invested over £20 million in developing the next generation of insurance software and growing its sales and marketing functions across the globe. Xuber was unveiled to the London insurance market earlier this month.

Adrian Morgan, Head of Xuber, comments:

"Mike is a seasoned professional within his field, joining us with over 20 years' experience in the insurance software market, including major rivals such as Guidewire. We are delighted to have him on board at such an exciting and transformational time for the business. We believe his experience is precisely what is needed to help Xuber increase its market share in the US, and ultimately fulfil our vision of being the number one global insurance software provider."

Michael Kulp, Vice President of Sales at Xuber, comments:

"Xuber is a breath of fresh air within the marketplace. It has one of the best offerings on the market, providing buyers with software that is easy to use, configure and upgrade. Freedom of choice in terms of implementation partners is very important to the industry right now; that Xuber offers this goes to demonstrate how in tune it is with the market."

"Given its extensive history in the UK and US markets, the company is well positioned to capitalise on opportunities in the US going forward."

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Xuber

What we are

Xuber is an international software house that has been a trusted provider of innovative specialist commercial insurance software, end-to-end, for over 30 years. Xuber forms part of Xchanging plc, the business process, procurement and technology services provider and integrator.

What we do

Xuber provides software for insurance specialists, by insurance specialists. The unique configurability and flexibility of its offering removes constraints and enables business growth via greater integration and globalisation. Our solutions are currently deployed by 130 brokers and carriers in over 40 countries across the UK, US, mainland Europe and Asia Pacific.

What we want to be

Xuber wants to be regarded as the number one global insurance software provider by delivering products and services that are recognised for outstanding quality, reliability and innovation.

xuber.com