



## Press Release\_\_\_\_\_

14 April 2009

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### **Steria is chosen by Seguros Lagun Aro, the Spanish insurance company, as partner to develop and manage its business applications**

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Seguros Lagun Aro continues to optimise its Applications Management activities and drive its cost-reduction plans by outsourcing the maintenance of its corporate applications.

Seguros Lagun Aro, an insurance company belonging to the Spanish Mondragón Group (MCC), has signed a €5 million, four-year contract with Steria, the European IT-enabled business services company, to provide corrective and upgrade maintenance and support for all the company's applications, under a service-level agreement.

Steria will create an application development platform using Oracle's Developer suite. Consultants specialised in business processes and technology experts from Steria will work together to address the present and future business challenges Seguros Lagun Aro's information system needs to support. This new application development platform will be part of Steria's network of competence centres in Spain and Europe. These competence centres are either shared in between several clients or address individual client needs.

The project will allow experts of Lagun Aro's IT Department to fully focus on the requirements of their business processes, improve the quality of applications, and at the same time, achieve a significant cost reduction.

Lagun Aro, which specialises in insuring families and small and medium-sized businesses, has a staff of over 450 professionals and 76 branches that provide extensive geographic coverage, and is active throughout the country through a partnership with Caja Laboral and a network of 510 insurance agents. In total, it provides services to over 340,000 customers.

Steria will become Lagun Aro's main technological partner and will implement the new procedures, communication protocols, as well as management and organisation tools ensuring the project delivers the expected objectives.

As part of its commitment to provide maximum quality for all projects carried out, Steria will apply its Test to Market® methodology and use its dedicated tools to conduct the software testing necessary throughout the complete application development cycle, in both the technological and the functional environment.

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Steria has created skills centers dedicated to application testing at each of its subsidiaries. These bring together communities of experts offering a set of shared, industrialised tools and services, which are delivered through Steria's Global Delivery Model (whether onshore, nearshore or offshore). The Steria skills center dedicated to application testing, brings together more than 1,000 experts.

Juan Manuel Egia, Lagun Aro's Information Systems Director, comments: *"Steria has a large number of customers working on an Oracle platform. Its flexibility and its highly specialised experts guarantee a rapid response to our changing needs. We have chosen Steria to be our privileged technological partner to help us both in upgrading our Information Systems and in expanding our technological development. Steria is one of Europe's leading Applications Management services companies and is the right technological partner committed to improving the services Seguros Lagun Aro provides to its customers through our Information Systems."*

**About Steria:** [www.steria.com](http://www.steria.com)

Steria delivers IT enabled business services which help organisations in the public and private sectors operate more efficiently and profitably. By combining in depth understanding of our clients' businesses with expertise in IT and business process outsourcing, we take on our clients' challenges and develop innovative solutions to address them. Through our highly collaborative consulting style, we work with our clients to transform their business, enabling them to focus on what they do best. Our 19,000 people, working across 16 countries, support the systems, services and processes that make today's world turn, touching the lives of millions around the globe each day. Founded in 1969, Steria has offices in Europe, India, North Africa and SE Asia and a 2008 revenue of 1.8 billion euros. 16.5% of Steria's capital is owned by its employees. Headquartered in Paris, Steria is listed on the Euronext Paris market.

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## Press contacts

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### **Steria Spain Press Office**

David Cossi

Tel. : 91.846.3812 / 630.259.459

david.cossi@helpingpress.com

### **Steria Group Press Office**

Isabelle Grangé

Tel. : +33 1 34 88 64 44

e-mail : isabelle.grange@steria.com

### **TBWA\Corporate**

Rebekah Lahey

Tel. : +33 1 49 09 26 58

e-mail : rebekah.lahey@tbwa-corporate.com