

## **FOR IMMEDIATE RELEASE**

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### **MapInfo Demonstrates Standards-Based Web Services Solutions at ACORD LOMA Insurance Systems Forum**

**Las Vegas, ACORD LOMA Insurance Systems Forum—May 24, 2004**—MapInfo (Nasdaq: MAPS) today announced that it is working with IBM to develop Web-based portal applications on Envinsa™, MapInfo's unified location platform designed to help organizations derive the greatest value from location across business requirements, and IBM's WebSphere, a Web Services enabled, Java-based application server. Insurance organizations are turning to location technology and Web Services for integrated claims management, more efficient underwriting, improved policy management and better customer insight.

To demonstrate the power of the Envinsa location platform and WebSphere, MapInfo has integrated several location-driven Web applications with IBM's Insurance Transformation Solution (IITS). These pre-built solutions combine a common set of data and integration capabilities with MapInfo applications.

For example, a Risk Analysis Portlet allows insurers to enter address information to return a geographic representation of risk, which can be analyzed at the city, street and single address level. MapInfo technology is also included as a key element of the IBM Middleware Solutions for Insurance, which are components of IITS. These middleware solutions include Integrated Claims Management, Integrated Underwriting, Policy Administration and Channel Distribution Integration.

"Insurance companies today need to develop and deploy new products quickly and efficiently as well as work with a plethora of partners to meet their business goals," said Jamie Bisker, research director, Tower Group. "To achieve these goals, it's critical that location-based intelligence be made available to everyone across an organization. This allows insurers to gain new perspectives on their markets, customers and business processes. Organizations can centrally manage their location infrastructure to minimize costs, while leveraging their investment more broadly and creating value across the enterprise."

Based on XML ACORD standards, the Envinsa location platform can help an insurer gain better insights into its data and drive better business decisions. It scales to support large insurance enterprises with thousands or even millions of simultaneous users and integrates with existing legacy IT systems. Using Java and Web Services standards, such as ACORD XML, Simple Object Access Protocol (SOAP) and Web Service Description Language (WSDL), Envinsa technology can be deployed on high-performance, centralized servers, which can be internally and centrally managed by the customer's IT group to allow for value and cost to be shared amongst multiple stakeholders. As a business grows and technology needs change, insurers can use the Envinsa location platform to easily add location capabilities to new applications.

Additionally, the Envinsa platform's component architecture allows for rapid application development. As a result, location intelligence can be quickly extended to support a variety of business needs in multiple business units, geographies and application environments, including Web Services—all without specialized geographic information system skills.

“Both MapInfo and IBM are committed to XML industry standards, which are instrumental in delivering new services to insurance customers and protecting existing investments in legacy systems,” said Kimberly Morton, director of location intelligence risk management, MapInfo. “These new portals built using Envinsa and WebSphere highlight the potential of Web Services for insurers and illustrate the power of location-driven services, such as a find-the-nearest-agent application.”

#### **About Envinsa**

Envinsa provides location-capability, integration, scalability and rapid deployment while adhering to Web Services and other IT standards. Envinsa has been designed to link an organization's location data to applications throughout their information system—giving users instant access to powerful, enterprise-wide location technology and solutions. For more information, please visit [www.envinsa.com](http://www.envinsa.com).

#### **About MapInfo**

MapInfo Corporation is a global software company that integrates software, data and services to help customers realize greater value from location-based information and drive more insightful decisions. MapInfo solutions are available in 20 languages through a network of strategic partners and distribution channels in 60 countries. Headquartered in Troy, NY, MapInfo Corporation is on the World Wide Web at [www.mapinfo.com](http://www.mapinfo.com).

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#### **Of Note**

*This press release contains forward-looking statements involving risks and uncertainties. Any statement not a statement of historical fact is a forward-looking statement, including without limitation statements concerning demand for and benefits of MapInfo products and integration of MapInfo products with existing solutions. Actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including those factors contained in the Company's most recent quarterly report on Form 10-Q filed with the Securities and Exchange Commission under the heading “Factors Affecting Future Performance.” MapInfo takes no responsibility to update any forward-looking statements.*