



## Europe's leading insurance company solves acquisition challenge with Madge Networks

### Churchill seamlessly integrates Ethernet application with Token Ring, improving network throughput and minimizing downtime

**Amsterdam, The Netherlands (October 16, 2002)** – Following their acquisition of Skandia's British motor insurer, NIG Skandia, Churchill, Europe's leading insurance company, faced the task of integrating their networks. Churchill needed a simple cost effective solution to integrate its current Ethernet network with the Token Ring infrastructure of NIG Skandia.

After evaluating the offerings of several major vendors, **Churchill chose a Madge Networks Ringswitch solution** because it best met the company's specifications of seamless connectivity with no loss of performance or throughput.

The Madge Ringswitch provides network connectivity between the Ethernet and Token Ring networks. It allows for the high performance translation of data between the networks and enables the access of appliances and business data for both user groups.

The Madge solution enables Churchill to achieve its objectives of shared information access in a cost-effective way, without disruption to ongoing services or the need for a wholesale architectural change.

Commenting on the implementation, Nigel Beaumont, Data Analyst at Churchill said: "Providing seamless connectivity between NIG Skandia's Token Ring and Churchill's Ethernet environment, whilst preserving our existing technology investment, was of paramount importance to Churchill and was the main driver behind the decision to implement the Ringswitch solution. **Madge was the only vendor that could offer a solution** that would achieve the throughput that we required.

"The Madge Ringswitch solution fits into our scenario as it works well with both Token Ring and Ethernet equipment. The implementation has been a complete success, working to tight schedules for testing, installation and the final analysis. Madge delivered the solution we required with minimal configuration, saving us valuable time and eliminating the headache of designing a translational solution using our existing vendors. **Madge has afforded us an**

**excellent level of service** throughout what was, for us, a crucial installation and we are confident that we will continue to enjoy benefit from this," Nigel Beaumont added.

#### About Churchill

Churchill was established in June 1989 with 88 employees selling car insurance policies, adding home insurance products the following year. Churchill has grown to become Europe's leading insurance company with a customer base of 3.8 million and over 7,000 employees. Research shows that a third of new business at Churchill comes from recommendations and 85 per cent of existing business is renewed. For more information, please visit [www.churchill.com](http://www.churchill.com)



#### About Madge Networks N.V.

Madge Networks N.V. (NASDAQ: MADGF) is a global supplier of advanced networking product solutions to large enterprises, and is the market leader in Token Ring networking. Madge Networks is pioneering next generation networking solutions, which enable the painless deployment Wireless and also 100Mbps and Gigabit speed IP-based applications within existing corporate networks while protecting customers' investments in Token Ring. Madge Networks also has an associate company, Red-M™, a market leader in wireless networking solutions. Madge Networks' main business centers are located in Wexham Springs, United Kingdom and New York. Information about Madge Networks' complete range of products and services can be accessed at [www.madge.com](http://www.madge.com).



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