

# CAPITAL INSURANCE GROUP (CIG)

A Sabertooth® Success Story



## Capital Insurance Group Migrates Its CAPCOM Application With Sabertooth

**BACKGROUND** Capital Insurance Group (CIG) headquartered in Monterey, Calif. provides a broad range of personal and commercial lines of insurance and has an outstanding reputation for excellence in providing quality insurance products, underwriting services and claims management.

In the early 1980s CIG developed a custom COBOL-based mainframe Policy/Claims/Billing system specifically designed to support the business model and associated procedures that allowed them to offer the excellent service ratings they enjoyed. In the mid-1990s, they converted this legacy system to a SQLWindows/Team Developer platform they called CAPCOM. As their business later expanded and evolved, CIG decided they wanted to move forward with new technologies, and made the decision to standardize on the .NET platform with a longer term strategy to migrate to a services-oriented architecture.

**CHALLENGE** CIG had already converted the system once from COBOL to SQLWindows/Team Developer. The planning to transition CAPCOM to .NET and a multi-tier environment seemed daunting. Rather than rewrite the application from scratch, they considered an intermediate strategy of converting CAPCOM to .NET in order to obtain the dual benefits of a modern technology and a platform of choice to then re-architect the system later as additional tools and methods became available.

**SOLUTION** To accomplish the objective of converting CAPCOM to .NET, CIG researched many different options and made the decision

to select Sabertooth. Unify's Sabertooth team assisted CIG through the conversion of CAPCOM to .NET. The Sabertooth team provided a comprehensive technology transfer program consisting of four days of Sabertooth training, eight days of on-site consulting/mentoring at critical junctures of the program, and telephone support, in addition to the Sabertooth license.

**RESULTS** Migration of CAPCOM using Sabertooth enabled CIG to rapidly adopt the Microsoft platform (Windows XP and .NET), allowed CIG to preserve the business model embedded in the software, minimized the expenditure of scarce resources necessary to migrate CAPCOM, minimized the technical risk of re-architecting the system, provided access to a broader pool of development and support personnel at a more affordable rate, and reduced the overall cost of ongoing operations and support.

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*"Using Sabertooth allowed us to preserve the business rules in an object class, saved us money and reduced our development effort by several years. The Sabertooth team was an added bonus. Their professionalism and cooperation with my in-house staff is a refreshing contrast to earlier experiences with other product/service vendors."*

*Steve Posey*

*Manager of Information &  
Technology Services at CIG*

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