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HILB ROGAL & HOBBS SELECTS IE-ENGINE INC. TO SUPPORT EMPLOYEE BENEFIT INITIATIVES

Top brokerage firm engages IE-Engine technology to automate and streamline processes surrounding the benefits lifecycle

Waltham, Mass.—July 13, 2004— IE-Engine Inc., a leading developer of Human Resource Cost Management (HRCM) software solutions announced today that Hilb Rogal & Hobbs (HRH), the seventh largest insurance brokerage firm in the United States, is implementing IE-Engine's industry-accepted technology to support its employee benefit brokerage and consulting initiatives.

The IE-Engine solution helps brokers, consultants and employers better manage costs by automating the employee benefits lifecycle and management process. With the partnership, HRH will achieve operational efficiencies and be able to extend this solution to its clients. "As we continue to expand our current customer relationships and add new customers, IE-Engine gives us the capability to efficiently grow our business and differentiate our offering in the market," stated Peter Marcia, national vice president of Employee Benefits for HRH. "We have partnered with IE Engine in the past in the large employer market, and our expanded relationship will allow us to utilize the technology for mid-sized to small employers at certain sites."

Using the IE-Engine solution will allow HRH to streamline the processes surrounding the benefits lifecycle, including vendor procurement, data management, vendor tracking, and SPD management, among other tasks. Automating these items will allow HRH to increase the overall quality of work and decrease the amount of administrative time spent on these specific tasks.

The IE-Engine technology allows HRH to maintain total control over its clients' health and welfare related data, allowing access to all relevant information by appropriate parties in real time. Additionally, HRH will drive higher quality and lower costs for employers by electronically managing the procurement process and regularly tracking vendor performance.

"We look forward to partnering with IE-Engine in our ongoing effort to provide the maximum value and highest quality solutions to our clients," said Peter Marcia of HRH. "IE-Engine will allow us to focus on finding and implementing the strategy that will best serve our clients."

NEWS

“HRH’s adoption of IE-Engine reinforces the fact that employers are demanding that the employee benefits brokerage and consulting industry adopt innovation to manage their corporate benefit costs,” stated Brent Bannerman, founder of IE-Engine.

About IE-Engine

For HR Executives and employee benefits consultants and brokers, IE-Engine (www.IE-Engine.com) is the leading provider of human resource cost management (HRCM) software. Through its application of HR-specific technology and expertise, IE-Engine helps corporations such as Ford, Lucent, Pitney Bowes and Staples better manage all of the data and automate all of the processes associated with the entire benefits lifecycle. Founded in 1999 and headquartered in Waltham, Mass., IE-Engine is a privately-held company backed by Kodiak Venture Partners, Adams, Harkness & Hill, and Toronto-based RBC Capital Partners, the venture capital unit of Royal Bank of Canada.

About HRH

Hilb Rogal & Hobbs Company (www.hrh.com) is the nation’s seventh largest insurance and risk management intermediary. With offices located throughout the United States, HRH assists clients in managing their risks in areas such as property and casualty, employee benefits and many other areas of specialized exposure. The company is traded on the New York Stock Exchange, symbol HRH, and is ranked the 10th largest insurance and risk management intermediary in the world.

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