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FOR IMMEDIATE RELEASE

For more information contact:

Stephen Francis  
President & CEO Dovetail Insurance  
[Steve@dovetailinsurance.com](mailto:Steve@dovetailinsurance.com)  
Office: 803-255-8894

### **Florida Automobile Joint Underwriting Association (FAJUA) Renews Agreement with Dovetail Insurance Corporation**

**Columbia, SC - April 12, 2010**, Dovetail Insurance Corporation today announced that the FAJUA, an automobile residual market of last resort in Florida, has extended their agreement with Dovetail Insurance Corporation under which Dovetail will continue to provide technology and back office services to the Association.

This agreement is designed to support the FAJUA in delivering a solution to the Florida market that allows agents to place commercial and personal automobile risks through an automated insurance portal. The custom designed portal facilitates the entry and delivery processes and makes information relative to the FAJUA business easily accessible to the agents.

“Dovetail met all of our expectations throughout the initial term of our agreement and we are pleased to be able to extend our relationship through the next phase,” stated Eugenia Tyus, General Manager of the FAJUA. “The Dovetail technology makes it easy for us to monitor and control our book of business through online access to all of our policies and the Dovetail team is very knowledgeable and service oriented,” said Bernice Ingram, Underwriting Manager.

During the term of this extended agreement Dovetail will continue to provide technology and services to support market demands and allow the FAJUA to meet their statutory obligations to make insurance products available in the Florida market.

Steve Francis President and CEO of Dovetail says, “ The FAJUA has been a great partner and we

look forward to providing them with the advanced functionality that they will need to better serve their market as we continue to grow and expand our relationship.”

### **About The Florida Automobile Joint Underwriting Association (FAJUA)**

The Florida Automobile Joint Underwriting Association (FAJUA) was created on February 9, 1973, for the purpose of establishing and carrying out a program for providing automobile insurance to qualified applicants unable to procure such insurance in the voluntary market at rates below the FAJUA.

Every insurer authorized to write automobile liability insurance or automobile physical damage insurance in Florida must be a member of the Association and agree to follow the Articles of Association and all rules and regulations of the FAJUA.

### **About Dovetail Insurance Corporation**

Dovetail Insurance Corporation was formed in November, 2006 by FirstMark Capital and is a privately held insurance services company headquartered in Columbia, S.C. Dovetail Managing General Agency Corporation, a wholly-owned subsidiary of Dovetail Insurance Corporation, is a licensed insurance agency authorized to produce property and casualty insurance policies for licensed insurers in forty-eight states and is capable of performing all policy related functions from distribution to policy issuance and maintenance. Dovetail’s capabilities include Insurance Program Development and Administration, back office services for policy administration and deployment of carrier designed programs using fully functional advanced technologies that offer quick, seamless and cost effective deployment. Dovetail’s business model allows insurance companies to innovate and then implement their plans entering into new markets without delay or major financial investments upfront. For more information visit our website: [www.dovetailinsurance.com](http://www.dovetailinsurance.com).