



Custom Software
SOLUTIONS INC.

NEWS RELEASE

Edge Mutual Announces New Broker Integration Functionality Using Custom Software's I-Company Solution

Drayton, ON and Virden, MB – April 21, 2017 – Edge Mutual Insurance Company and Custom Software Solutions Inc. (CSSI) are pleased to announce the release of New Business and Policy Change integration functionality for both Private Passenger Vehicle (PPV) and Habitational (Hab) lines using CSSI's I-Company solution.

Effective April 1, 2017 Edge Mutual brokers can seamlessly submit new business and make mid-term policy changes for PPV and Hab from their Power Broker broker management system (BMS) using a Mastercom plugin, or Applied Systems BMS using Warp. The data is uploaded for real-time rating and submission on Edge's back-end policy management system (Titan) using I-Company. Further BMS integrations will be announced as they are completed.

"We are very excited to be going live with new business and policy change allowing our Broker Partners to gain ease of doing business with Edge Mutual as well as allowing Edge to be more efficient in the process. Edge partnered with CSSI to provide a non-vendor specific portal solution open to the majority of our Brokers. This is an exciting first step", stated Ruth Donkersgoed, President and CEO of Edge Mutual.

"Edge Mutual and CSSI have worked on this project over the last number of years leveraging knowledge from both organizations to begin to deliver an automated efficient solution benefiting both Edge Brokers and the Company. We will continue on the path to integrate with additional BMSs and to deliver further efficiencies," stated Brock Andrew, COO of CSSI.

Edge Mutual and CSSI have started the rollout of the integration effective April 1st with further announcements to follow.

About Edge Mutual Insurance Company

Edge Mutual Insurance Company is located north of Kitchener-Waterloo in the rural community of Drayton. Celebrating their 130th year in business, Edge Mutual provides personal lines, farm and commercial insurance products exclusively through a dedicated network of Ontario brokers. The company prides itself on an innovative culture that strives to implement product and technology solutions that benefit progressive broker partners. The pursuit of new solutions has prompted both CSIO and Insurance Business Canada to recognize the company as a technology leader. Edge Mutual writes approximately \$24 million in DWP [primarily outside of

the major urban centres] placing it among the top ten of Ontario Mutuals™ that write business in the province. To learn more about Edge Mutual visit www.edgemutual.com.

About Custom Software Solutions

Custom Software Solutions Inc. (CSSI) was founded in 1991 and is a leader in the development and delivery of information technology and business process automation systems for Insurance Brokers, Companies and MGA's in Canada. Our proven Broker products, The Broker's Workstation, IntelliQuote, The Underwriter's Workstation and I-Biz, and Insurance Company Products, I-Company, I-Broker, and I-Biz, are today providing significant efficiency gains leading to increased productivity and decreased operating expenses for both Broker and Company users. CSSI boasts a team of highly experienced programmers, insurance industry professionals, and certified computer technologists. CSSI services its growing clientele of Brokers and Insurance Companies from its offices in Virden, MB. For more information, visit our website at www.cssionline.com.

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