



## NEWS RELEASE

### Custom Software and SGI CANADA Announce Rating Integration

#### *Independent Brokers in Ontario to Benefit from Integrated Online Rating*

---

**Regina, SK and Virden, MB – October 18, 2018** – Custom Software Solutions Inc. (CSSI) and SGI CANADA are pleased to announce an online rating integration project. The project will connect CSSI's The Broker's Workstation (TBW) and IntelliQuote (IQ) with SGI CANADA's Externalized Online Rating Web Service to provide new business quotes for the Ontario market.

The completed project will provide an integrated rating between TBW/IQ and SGI CANADA's Online Rating Web Service, enabling new business quotes for SGI CANADA home, tenant and condo for Ontario; SGI CANADA automobile PPV for Ontario; and Coachman automobile PPV and IRCA for Ontario. Immediate benefits to the independent broker are improved rating accuracy, real-time rate updates and rate maintenance efficiencies – all from within their TBW/IQ rating system.

"As an insurer that sells its products exclusively through the broker distribution channel, we're always looking for new ways to support brokers, make it easier for them to do business with us, and provide them with choice," said Dorothy Josephson, Vice President of Solutions Development and Delivery for SGI CANADA. "That's what we're doing by offering this new option to our Ontario broker partners."

"We are delighted to add another region to our connected rating with SGI CANADA. These integrations offer benefits to the broker, carrier and vendor," said Brock Andrew, COO of CSSI. "SGI CANADA is a great partner and we look forward to more exciting announcements over the coming months."

The integrated online rating began rollout in September 2018 and will be phased in over a number of months.

#### **About SGI CANADA**

SGI CANADA is the trade name of the property and casualty insurance division of Saskatchewan Government Insurance (SGI), which offers products in five Canadian provinces. It operates SGI CANADA in Saskatchewan, British Columbia, Alberta, Manitoba, and Ontario, and also as Coachman Insurance Company in Ontario. Products are sold exclusively through a network of independent insurance brokers.

## **About Custom Software Solutions**

Custom Software Solutions Inc. (CSSI) was founded in 1991 and is a leader in the development and delivery of real-time digital solutions and business process automation systems for Insurance Brokers, Companies and MGAs in Canada. Our proven Broker products (The Broker's Workstation, IntelliQuote, The Underwriter's Workstation and I-Client), 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. For more information, visit our website at [www.cssionline.com](http://www.cssionline.com).

**- 30 -**

For more information, please contact:

Tyler McMurchy  
Manager, Media Relations  
SGI CANADA  
306-751-1837  
306-535-62017 (cell)  
[tmcmurchy@sgi.sk.ca](mailto:tmcmurchy@sgi.sk.ca)

Jacy Whyte  
Chief Marketing Officer  
Custom Software Solutions Inc.  
Email: [jacywhyte@cssionline.com](mailto:jacywhyte@cssionline.com)  
204-748-4813