

CUSTOM SOFTWARE SOLUTIONS INC.

Premium financing arrangement inked

The only fully integrated broker management system on the market has expanded its service reach once again. In July Custom Software Solutions Inc. (CSSI) of Virden, Man., established a connectivity agreement with the nation's largest privately held premium financing organization.

CSSI entered into the connectivity deal with IFS Financial Services of Dartmouth, N.S. The deal sees CSSI's The Broker's Workstation (TBW) and stand-alone rating and underwriting system IntelliQuote (IQ) seamlessly integrated with IFS's online broker financing system. The project connects the two systems for finance quoting of all lines of business, fast and accurate contract generation and account information lookup.

"This is another third-party integration tool among many designed to make workflow for our broker customers as seamless as possible," says Bill Murray, the tech vendor's VP sales. "Over the last year we've made significant progress on integration projects, including announcements with Peace Hills Insurance and Peel Maryborough Mutual purchasing our I-Company

complete integration solution, and Economical, Portage Mutual and SGI integrating to various degrees using our web connect module.

"Our products will continue to evolve with the changes occurring in the marketplace. We'll deliver as many integration tools to our brokers as possible to streamline their workflows and eliminate duplicate processes."



IntelliQuote is a rating and underwriting system with an optional, fully integrated RCT from Marshall and Swift/Boeckh. This module is available as a stand-alone product or can be integrated as part of the complete solution.

TBW's broker management accounting module provides all necessary accounting tools to manage a brokerage and is tightly integrated with all other modules and functions. TBW's commercial insurance workflow management component supports marketing to insurance companies, proposal creation and more. The commercial management system is available as a stand-alone product or

can be integrated as part of the complete solution.

"When we started this business in the 1990s we were focused on building products for insurance brokers," Murray says. "The product offering has evolved now to include The Underwriter's Workstation (TUW) for MGAs and I-Company for insurers."

TUW offers a full system with accounting, quoting, issuance, claims management and reporting all in one integrated package to address the needs of an MGA office.

Custom Software's I-Company includes I-Biz, I-Broker and CSIO download modules to provide insurers with a complete integrated solution. Each module is also available as a stand-alone product. The complete company-to-broker solution will communicate/integrate with the Company Policy Management and Accounting System. The solution will provide CSIO capabilities, web connectivity to the company via a web portal, including support for other broker management system communication tools in the market, plus I-Biz for brokers running IntelliQuote from CSSI.

"We've been very active with our products on all fronts, whether it's brokers, companies or MGAs," says Murray. "We're anticipating a number of further announcements this fall."

The IFS connectivity announcement was quickly followed by another in July. That one notified the industry in Central Canada that TBW and IQ are fully compliant with the Sept. 1 auto reform changes in Ontario. **IW**

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