

CSSI Newsletter

Issue 7 - Summer 2012

In this edition

President's Message
What's New
Release Update
Press Releases
Industry News
Upcoming Training
Upcoming Events

With the summer more than half over, we hope everyone has been able to find a few days to enjoy the sun or has plans to do so before the end of the summer season.

As brokers know, it is important to be politically active in our industry. At Custom Software, we also feel it is important to be politically active on behalf of the industry. Please check out the picture of a number of our Senior Executive in the company of a number Manitoba politicians this summer. We encourage all of our brokers to get involved for the betterment of our industry.

President's Message

Real-time policy change from within a BMS cannot be accomplished by a middleware provider. Any middleware solution will require a portal or external (from the BMS) service. To start and end in the BMS, the integration must be provided by the BMS provider. CSSI has started production environment testing of real-time policy change using CSIO XML. As many of you know, we have been providing policy change from within a BMS since 2003 and more recently, with a maturing CSIO XML standard, we are now able to provide this as standards based solution. Peace Hills Insurance brokers using TBW are positioned to be the first brokers in Canada to see this real-time policy change solution. This demonstrates the vision of the IBAC data exchange project.

The cost of postal code validation data that we provide to our users has risen from a cost of \$5650 per year in 2009 to over \$50,000 (yes, fifty thousand dollars) in 2012. Canada Post's position is not consistent with the Harper Government's Open Data mandate, where the data should be provided at no cost. Instead of reciting all of the arguments here, I will provide a couple of links for your reading pleasure.

<http://eaves.ca/2012/06/07/open-postal-codes-a-public-response-to-canada-post-on-how-they-undermine-the-public-good/>

http://www.brucehyer.ca/?Media_Room:Press_Releases:Hyer%3A_Government_must_intervene_in_Canada_Post_copyright_lawsuit

A call or letter to your MP indicating your support of this open data policy and that it should include the Canada Post data would be helpful.

Scott Andrew, President and CEO, CSSI

What's New

Client Services

Manitoba PST remittance how-to's, some important reminders, and how to contact our Client Services Team... [More](#)

Sales & Marketing

The Sales & Marketing Team is excited about the second half of 2012, as Phase One of our I-Client Module (Anonymous Quoting) moves towards Production release... [More](#)

Development

Our Development Team has been very busy this summer working on IntelliQuote, TBW Desktop, New Business Upload, EDocs, and Commercial projects. [More](#)

Release Update

New Releases

Recent updates to TBW include Mass Producer Change, save Mail Merge settings and results for later use, enhancements to Pink Card creation and printing, and more. [Get Details...](#)

Upcoming Releases

Soon-to-be-released features include Lloyd's Lineage Integration, Producer Management Tools, Endorsement Request Status Reports, and more... [More](#)

Product Updates

View details about our many recent product updates on the *Updates* page on our website ... [More](#)

Press Releases

Peace Hills Insurance and Custom Software Solutions announce Launch of Real Time Transaction Solution

"Peace Hills Insurance is pleased to announce the launch of the first phase of the web-based Peace Hills Insurance Exchange (PHIX) transaction engine utilizing Custom Software's (CSSI) I-Company solution..."

[Read the article](#)

Industry News

Do it yourself (Insurancewest, May 2012)

"RFNOW was launched a dozen years ago as a do-it-yourself attempt to establish an independent microwave operation capable of transmitting data between the Prairie offices of Andrew Agencies. Its founders' ambitions were that it would at least provide some 'beer money'..." [Read the article](#)

EZ-Docs enhancement supports broker efficiency (*Canadian Underwriter.ca, August 2012*)

“RSA is now successfully transmitting live policy documents to a broker system using the Centre for Study of Insurance Operations’ (CSIO) latest XML standards, a move meant to enhance broker efficiencies and streamline workflows...” [Read the article](#)



Custom Software Meets the Premier

L-R: Brock Andrew, Robert Eslinger, Premier Greg Selinger, and Scott Andrew

CSSI executives recently met with Manitoba Premier Greg Selinger at an IBAM-sponsored reception. The Premier was pleased to learn of the company’s national success and cross-border opportunities. The group also chatted about Manitoba’s payroll tax, its new refundable R & D tax credits, employee recruitment, and various brokerage industry issues.

Upcoming Training

Our online broker training sessions will be offered on the following dates:

- ✧ **AUGUST 14 - 16, 2012**
- ✧ **SEPTEMBER 11 - 13, 2012**
- ✧ **OCTOBER 10 - 12, 2012**

Please contact us at training@cssionline.com for more information or to register for training.

Available Training Sessions

- Get Started with The Broker’s Workstation
- Get Working with Property Insurance
- Get Working with Auto Insurance
- Accounting Administration
- Accounting on The Broker’s Desktop
- Accounting on The Accountant’s Desktop

Upcoming Events

The CSSI Executive and Sales Team will be attending the following upcoming events:

- ✧ **OCTOBER 3 - 4, 2012** [Insurance Brokers Atlantic Convention](#) in Moncton, New Brunswick
- ✧ **OCTOBER 11 - 13, 2012** [Insurance Brokers’ Association of Saskatchewan Convention](#) in Regina, Saskatchewan
- ✧ **OCTOBER 17 - 19, 2012** [Insurance Brokers Association of Ontario Convention](#) in Toronto, Ontario

Custom Software
SOLUTIONS INC.

© 2012 Custom Software Solutions Inc.
To unsubscribe from our newsletter, please click [here](#).

Custom Software Solutions Inc.

1.888.291.3588

info@cssionline.com

297 Nelson St. W., Virden, MB R0M 2C0

