

CSSI Newsletter

Issue 9 – Winter 2013

In this edition

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

In our last newsletter, we told you about our CSSI/Andrew Agencies staff participating in **Movember**, a campaign that raises awareness of and funds for prostate cancer research and male mental health. We are pleased to announce that our team raised \$5,790! Thank you to everyone who contributed to this important cause!

President's Message

The first module of our I-Client suite (I-Client is CSSI's broker product, which allows for online interaction with clients and prospects), online quoting, has been delivered to a number of our CSSI pilot brokers. The online quoting includes home, tenant, condo, and auto, and is receiving very positive reviews from the pilot brokers and also from those brokers who have had an early first look. The pilot phase of this part of the project will last a couple of months as we bring more rates for companies and regions online. If you are interested in adding online quoting to your brokerage offering or if you already offer it using another vendor, I would recommend you take a look at and review CSSI's product. Please contact Bill Murray, our VP of Sales, to discuss and book a demo.

Scott Andrew, President and CEO, CSSI

What's New

Client Services

Have you upgraded to New Policy Entry yet? It's not just for those running TBW's BMS! For more information, plus some other important reminders and how to contact our Client Services Team, read

[What's New in Client Services](#)

Development

Projects in TBW Realtime, IntelliQuote, TBW Desktop, New Business Upload, EDocs, Accounting, Commercial, Online Quoting, and TUV have been keeping our Development Team busy. [More](#)

Sales & Marketing

The Sales & Marketing Team is excited about 2013, with its new opportunities with new clients and exciting releases for existing clients. Plus, we have kicked off the launch of our online quoting tool with some of our pilot brokers across the country... [More](#)

[Check out our new ad to the right!](#)



[Click image to view larger ad](#)

Release Update

New Releases

Recent updates to TBW/TUV include improved load times for TBW/TUV, include deleted policy codes in the Production Report, and more. [Get Details...](#)

Upcoming Releases

Soon-to-be-released features include the Automated RIBO Form 1 Report, Cash Payment Five Cent Rounding, Multi-ABD Journal Entries, and more... [More](#)

Product Updates

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

Industry News

Defining 'Real Time' (Manitoba Insurance Broker, December 2012)

"I have penned a number of articles about the Insurance Brokers Association of Canada's (IBAC) automation data exchange initiative, the last being published in the October 2012 issue of Canadian Underwriter..." [Read the article](#)

Peace Hills Insurance and Custom Software Solutions announce launch of real time transactions solution (Manitoba Insurance Broker, December 2012)

"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](#)

Success in the West (*Companies to Watch, Canadian Insurance, December 2012*)

"In the early 1980s, the Samson Cree Nation of Hobbema, Alta., was looking to invest its significant oil and gas royalties into a business venture with more long-term prospects..." [Read the article](#)

Q&A with Brett McGregor, President, Guild Insurance (*Brandon University Alumni News, Winter 2012*)

"Guild Insurance is a locally owned and operated insurance brokerage in Brandon. In business since 1990, Guild has always worked to support the community..." [Read the article](#)

Upcoming Events

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

MARCH 18 - 19, 2013 - Insurance Canada Tech Conference in Toronto, ON

MARCH 20 - 22, 2013 - OMIA Convention in Toronto, ON

MARCH 22 - 23, 2013 - SGI Convention in Saskatoon, SK

APRIL 24 - 26, 2013 - IBAM Convention in Winnipeg, MB

MAY 7 - 8, 2013 - IBAA Convention in Banff, AB

JUNE 12 - 14, 2013 - IBABC Convention in Whistler, BC

Upcoming Training

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

✧ **MARCH 13, 14, & 20, 2013**

✧ **APRIL 9 - 11, 2013**

✧ **MAY 14 - 16, 2013**

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

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