

Gore Mutual and Custom Software Enable Real-Time Direct Rating for Brokers in BC

Vancouver, BC and Virden, MB – November 15, 2018 – Custom Software Solutions Inc. (CSSI) is pleased to announce a new partnership with Gore Mutual that enables real-time, direct rating ability for brokers in British Columbia. The integration project connects CSSI's broker management system The Broker's Workstation (TBW) and vendor rating software IntelliQuote (IQ) with Gore Mutual's rate tables.

Launched on September 14, the new integration improves efficiencies for brokers obtaining quotes for personal property insurance with better rating accuracy, rate updates in real time, rate maintenance efficiencies and the ability to quickly react to market conditions. Direct insurer-to-broker rating technology continues Gore Mutual's focus on technological efficiency and commitment to broker distribution.

"Gore Mutual is nearing the end of a transformation and modernization strategy that began in 2014 and has touched every part of our business including sophisticated pricing, core systems, brand and products," said Sean Christie, Chief Information Officer at Gore Mutual. "As part of the plan we continue to strengthen the capabilities of our broker partners to serve the needs of modern customers through technology solutions and partnerships with companies like CSSI. That's what we do as a modern mutual company."

"Direct rating technology offers benefits to the broker, carrier and vendor through a streamlined quoting process," said Brock Andrew, COO of CSSI. "This real-time integration project with Gore Mutual is already allowing brokers in BC to do business more efficiently and effectively using IntelliQuote."

About Gore Mutual

Founded in 1839, Gore Mutual is Canada's oldest property and casualty insurer, with over \$435M in premiums and over \$1BN in assets as of December 31, 2017. Based in Cambridge, Ontario and Vancouver, British Columbia, this Canadian-owned and operated mutual company employs over 350 people and is known for its investment in people, technology and innovation. With a long-standing commitment to genuine personal service, and with InsurTech partnerships such as BrokerLift, Gore Mutual is an unwavering supporter of its network of insurance brokers, who offer the highest standards of service, choice and advocacy to Canadian customers. Gore Mutual was voted the #1 insurance company by the Insurance Brokers Association of Ontario (IBAO) in 2014 and certified as a "Great Workplace" in 2017 for the second time. The Gore Mutual Foundation strengthens Canadian communities by supporting local initiatives and has donated more than \$10M to over 650 charities. Learn more at goremutual.ca.

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.

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