



## NEWS RELEASE

### **SGI CANADA and CSSI Announce Real-Time Data Exchange Launch**

*The Project Uses CSSI's I-Company and adheres to IBAC D/X Principles*

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**Regina, SK and Virden, MB – May 27, 2019** – SGI CANADA and Custom Software Solutions Inc. (CSSI) are pleased to announce they are piloting integrated rating and real-time new business submission and issuance for personal lines property with brokers in Saskatchewan.

The pilot connects CSSI's broker management system (BMS), The Broker's Workstation (TBW), rating service IntelliQuote (IQ) and SGI CANADA's policy management system, transferring data between the systems in real time using CSSI's I-Company carrier integration product. The solution improves quoting accuracy, allows for rate updates in real time, rate maintenance efficiencies and agility in responding to market conditions. Quotes can be submitted as new business, and if accepted, a new policy will be returned in real time including the eDocs policy document. The rating and new business policy issuance all happen without ever leaving the broker's BMS.

With the support of the pilot brokers, SGI CANADA and CSSI are in the process of fine-tuning the solution to optimize broker workflows. The pilot is the first phase in an overall project which includes quote, new business, policy change, re-instatement, cancellation and renewal transactions in real time not only with CSSI's BMS, but also soon with Keal and Powerbroker, all starting and ending in the BMS. The solution is designed to adhere to the Insurance Brokers Association of Canada real-time data exchange principles using CSIO standards and will be deployed to all regions where SGI CANADA operates.

"The biggest opportunity that exists for brokers today is to optimize technology within their business," said Dawn Bloom, Chief Digital and Information Officer for SGI CANADA. "We strive to provide exceptional support and connectivity to help brokers meet their customer needs, which means partnering with vendors like CSSI to make real-time data exchange a reality for them. We're excited to see this project moving forward and thank CSSI and our broker partners for their support."

"We are very pleased that SGI CANADA has chosen CSSI's I-Company product as their BMS integration solution for all BMS vendors," said Scott Andrew, CEO of CSSI. "SGI

CANADA uses a broker-only distribution model, and the choice of I-Company for this critical integration point with SGI CANADA's brokers validates this commitment by helping deliver real operational efficiencies to the broker."

### **About SGI CANADA**

SGI CANADA is the property and casualty insurance division of SGI, offering products in five Canadian provinces. It operates as SGI CANADA in Saskatchewan, British Columbia, Alberta, Manitoba, and Ontario, and also as Coachman Insurance Company in Ontario. Products are sold 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).

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