

FOR IMMEDIATE RELEASE

BlueCross BlueShield of Vermont purchases VUE IncentivePoint software to overhaul their incentive compensation and agent management capabilities

VUE IncentivePoint will help to drive agent relationships and create additional value sought after by BlueCross BlueShield of Vermont in their field organization and back office operations

Coconut Creek, Florida, 4/18/2007 — Computer Solutions and Software International, Inc. (CSSI), today announced that BlueCross BlueShield of Vermont (BCBSVT), Vermont's largest single health carrier, and one of only three carriers operating in Vermont, had very specific needs when it came to incentive compensation management. BCBSVT required a flexible solution able to process a variety of commission and incentive programs for its Brokers with the capability to integrate immediately with their Enrollment & Billing system. Further, the solution needed to be able to integrate with future regulatory and policy demands and allow BCBSVT to easily adapt its business rules in an ever-changing marketplace. VUE IncentivePoint is a powerful, flexible and intuitive tool that makes it easy for insurers to organize and streamline complex commission and incentive programs.

"BCBSVT had clearly defined its needs and was in the process of carefully evaluating vendor solutions to meet those needs, now and for the future, when they came to us." said Stephen Bruno, President and CEO of CSSI. "We understood what they were looking for and knew that VUE IncentivePoint could deliver everything they wanted and more. Our understanding of our client's business is a hallmark of working with CSSI and demonstrates why we have so many long-term clients." BCBSVT currently utilizes a custom developed system to calculate and process all broker commissions and bonuses. The current system is limited in meeting the growing business requirements of the organization. The custom system does not easily provide the workflow, reporting and auditing capabilities that are required to meet BCBSVT's business needs.

"After completing a thorough evaluation of vendors offering Incentive Compensation Management solutions, we selected CSSI's VUE ICM due to the flexibility of configuration, intuitive user-interface, web portal capability for Brokers and most importantly, the knowledgeable staff at CSSI who are committed to success within the health care insurance industry. We are looking forward to improved audit controls, internal efficiencies and the ability to implement innovative commission and incentive programs that benefit the Broker, Employer, Member and BCBSVT." said Ellen Yakubik, BCBSVT Marketing Director.

VUE IncentivePoint addresses each of BCBSVT's concerns and will allow the BCBSVT marketing team to concentrate on growing their broker relationships and designing incentive programs that are innovative and responsive to market needs. The VUE IncentivePoint is robust and comprehensive and provides customizable modules to maintain agent related information, product information, agent policies with premiums attached, compensation and commission calculation, and customized reports generation. It is also synchronized to contain carrier, home office and other administrative information as desired. Over the past decade and a half, CSSI has been leveraging its in-depth insurance industry knowledge with "lessons learned" and business acumen to deliver innovative solutions that provide customer quality with measurable ROI. Utilizing VUE, CSSI will provide BCBSVT with a "total solution". Our implementations include software, installation, training and enhancements at a fixed, not-to-exceed cost. We guarantee our deliverables and we have been doing it for over 15 years.

About BCBS Vermont

BlueCross BlueShield of Vermont is the state's oldest and largest private health insurer, providing coverage for about 180,000 Vermonters. It employs over 350 Vermonters at its headquarters in Berlin and its full-service field office in Williston, and has offered group and individual health plans to Vermonters for more than 60 years. BlueCross BlueShield of Vermont is an independent corporation operating under a license with the BlueCross BlueShield Association, an association of independent BlueCross BlueShield Plans.



About CSSI and VUE Software®

VUE Software® is the product division of Computer Solutions and Software International (CSSI) dedicated to providing industry-specific business technology solutions to companies in the insurance, healthcare, and construction verticals. Because they are tailored to the needs of these particular industries, our solutions are different from one-size-fits-all performance management and compensation suites such as enterprise incentive management (EIM) and sales performance management (SPM) solutions. VUE Software's solutions allow companies to manage strategic incentive plans, automate producer administration and organize complex data and contractor policies, resulting in greater administrative efficiency and improved sales performance. For more information about VUE Software, please call 1.877.4.VUESOFT or visit www.vuesoftware.com.

Media Contact:

Joseph Westlake
954-419-1008 x110
4800 Lyons Technology Parkway, Suite 4
Coconut Creek, FL 33073

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