

FOR IMMEDIATE RELEASE

## Computer Solutions and Software International's VUE Software Named Best-of-Breed Vendor in IDC Report

Coconut Creek, Florida, 11/29/2007 — Computer Solutions and Software International, Inc. (CSSI), today announced that its VUE Software was named a North American Best-of-Breed Vendor in IDC's report entitled "Worldwide Sales Incentive Compensation Management Applications 2007 Vendor Profiles: State-of-the-Market Viewpoint and Future Market Predictions."

This IDC study provides an overview of the sales incentive compensation management applications market, including the key factors contributing to its rising importance. The study includes 13 in-depth profiles of both leading and emerging vendors and identifies the characteristics that vendors will need to be successful in the future.

"Sales incentive compensation is one of the many subtle areas of an organization's processes that has been overlooked in deference to more pressing automation requirements. However, as organizations' enterprise applications environments evolve and become more sophisticated, automating specific processes, such as sales incentive compensation, creates the vital link between an organization's internal processes and those of its front-office employees. This links an organization's operations with its call to action," said Mary Wardley, research vice president of CRM Applications at IDC.

VUE Compensation Management is CSSI's flagship incentive compensation management system; it is specifically designed for the commission, incentive compensation, and producer relationship needs of insurance carriers, large managing general agents (MGAs), and third-party administrators. The solution allows insurance firms to better manage their complex distribution channels, multifaceted product portfolios, and tiered compensation plans.

Sales compensation has become more complex and critical to an organization's growth and success, and as such, the recent IDC report finds that the market for automated sales incentive compensation management applications has rebounded, and will continue to increase its profile and growth. IDC also believes that the market for sales incentive compensation solutions is now ripe for advancement, as companies of all sizes will be increasingly driven to accelerate their corporate performance and will require these tools to enable synchronization of selling strategies with execution.

### About IDC

IDC is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. IDC helps IT professionals, business executives, and the investment community make fact-based decisions on technology purchases and business strategy. More than 900 IDC analysts provide global, regional, and local expertise on technology and industry opportunities and trends in over 90 countries worldwide. IDC is a subsidiary of IDG, the world's leading technology media, research, and events company and is headquartered in Framingham, Massachusetts.

### 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](http://www.vuesoftware.com).



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