

FOR IMMEDIATE RELEASE

## **Insphere Insurance Solutions<sup>SM</sup> selects VUE Software for Robust, Flexible Distribution Management Platform**

*Insphere Insurance Solutions selects VUE Compensation Management and VUE IncentivePoint to serve as the company's core technology platform*

**Coconut Creek, FL, 10/22/2009** - VUE Software today announced that Insphere Insurance Solutions<sup>SM</sup>, a rapidly growing independent career agency offering life, health, long-term care and retirement products for small businesses and the middle-income market, has selected several VUE Software solutions to form the basis for the company's core technology. Insphere Insurance Solutions (<http://www.insphereis.com>) is currently implementing VUE Compensation Management and VUE IncentivePoint to form a robust, leading-edge technology platform that will support the dynamic growth of the company.

With an already sizeable and rapidly growing career agent force, Insphere Insurance Solutions needed to find a technology vendor that was accustomed to delivering complex solutions that met the company's dynamic business needs – and deliver in a short timeframe. Insphere Insurance Solutions found its match in VUE Software, the product division of Computer Solutions and Software International (CSSI), a company of insurance and technology specialists with over 18 years of experience serving insurance carriers, large independent insurance agencies, and Managed General Agencies.

"It was essential for us to select a solution that would meet our current needs and be flexible enough to adapt to our evolving requirements as well. The VUE Software suite offered solutions that seemed tailor-made to fit our business model," said Phillip J. Hildebrand, President and Chief Executive Officer of Insphere Insurance Solutions. "Equally important was the expertise of the VUE Software team in delivering solutions to large agencies in a very short period of time, which will allow us to meet our aggressive implementation timeline."

VUE Compensation Management will provide Insphere Insurance Solutions with essential functionalities that will help the company on-board multiple carriers and product types, provide standards-based templates for carrier interfaces and deliver flexible incentive program capabilities. In addition, the VUE Compensation Management solution's powerful interface engine allows integration with other systems and regulatory bodies, facilitating agent credential verification, training and certification.

Utilizing web services, VUE IncentivePoint seamlessly integrates VUE Compensation Management with robust customer relationship management (CRM) capabilities, enabling Insphere to easily manage leads, its customer pipeline and its sales performance. The VUE Compensation Management solution's service oriented architecture (SOA) and web services will allow Insphere Insurance Solutions to provide CRM functionality to their large agent force through an online portal. Career agents will benefit from 24/7 access to data on customers, goal attainment, and compensation.


"A major benefit of our architecture is that data inside VUE Compensation Management can be made available to multiple systems, including CRM systems and producer portals utilizing the solution's web services," said Abhinav Dave, Executive Vice President of CSSI and VUE Software. "This capability has already proved beneficial to our clients and will be instrumental in facilitating the growth of Insphere Insurance Solutions as well."

### **About Insphere Insurance Solutions<sup>SM</sup>**

Insphere Insurance Solutions<sup>SM</sup> is unique as a specialist in small business and middle-income market life, health, long-term care and retirement insurance. When the company commences full services in 2010, it is expected to be the largest independent career agency distribution group, with a sales force of approximately 3,000 agents nationwide. For more information about Insphere Insurance Solutions, visit [www.insphereis.com](http://www.insphereis.com).

### **CAUTIONARY STATEMENT FOR PURPOSES OF THE "SAFE HARBOR" PROVISIONS OF THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995**

This new release includes forward-looking statements relating to the development of Insphere Insurance Solutions ("Insphere") that are subject to certain risks, uncertainties and assumptions. Actual results may vary materially. Forward-looking statements speak only as of the date they are made, and we do not undertake any obligation to update them to reflect changes that occur after that



date. Factors that could cause actual results to differ materially include, but are not limited to, Insphere's ability to obtain and retain applicable licenses, Insphere's ability to enter into and maintain satisfactory relationships with insurance carriers and agents and the implementation of various information technology and administrative systems, platforms and processes necessary to successfully run the new business. Like any new business, the progress and success of Insphere entails substantial uncertainty.

### **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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