



Custom Insurance Solutions



Canon Can Do!

---

## ***Canon Insurance Service Finalizes Agreement With Custom Insurance Solutions***

**For Immediate Release**  
**Tuesday, October 28, 2003**

Contact: Patrick M. McCall  
Phone: (570) 645-5050  
Email: [pmccall@customins.com](mailto:pmccall@customins.com)

---

*San Antonio, TX* – Canon Insurance Service, a leading Excess & Surplus lines broker in California for over 35 years, with offices in Beverly Hills, CA. and Woodland Hills, CA., recently signed a contract with Custom Insurance Solutions (CIS) for the *Agency Information Manager (AIM)* system.

Andrew M. Rosenfeld, President of Canon Insurance Service, explains the basis for their decision in selecting CIS's *Agency Information Manager*. "AIM provides our organization with all the necessary tools needed to compete in both the MGA and wholesale marketplace. It provides excellent integration with some of the industry-standard rating and policy issuance software products. Above and beyond insurance industry integration, it also provides us with seamless integration to current standard technology (Microsoft Office, PDF capability, etc). From a reporting standpoint, the most important feature from our perspective is the ability for the AIM system to effectively produce our London bordereaux reports.

Patrick M. McCall, Director of Sales at CIS comments, "Canon Insurance Service is a strategic account for CIS in the Southern California market. Canon has a well-respected reputation built on unparalleled service and support and long-standing relationships, we feel honored to have earned their business.

-more-

*Custom Insurance Solutions (CIS) develops and markets software solutions specifically designed for the wholesale brokerage and managing general agent. In 1996, CIS released our first complete software application framework for the Insurance industry: **Agency Information Manager - AIM** ®. CIS has used this framework to accelerate the construction of a variety of custom solutions for our Insurance clients. Today, CIS offers both packaged and custom technology solutions for the Insurance industry.*

*To learn more about CIS products and services, contact Patrick M. McCall, Director of Sales, at 570.645.5050 or visit our web site at [www.customins.com](http://www.customins.com)*

#####