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Custom Insurance Solutions Installs AIM Management System at Russell Bond & Co., Inc.

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San Antonio, TX – Custom Insurance Solutions (CIS) is pleased to announce a successful installation of their Agency Information Manager (AIM) product at Russell Bond & Co., Inc. (RBCO), located in Buffalo, New York. The entire location of more than 30 employees went “live” in February of 2003.

Kurt C. Bingeman, President of Russell Bond & Co., Inc., explained why they chose CIS over other software providers. “Based on our overall vendor evaluation, the efficiencies and productivity gained from AIM will enable us to increase our (premium) capacity with the existing RBCO staff. Said another way, it’s all about doing more with less.” More importantly, RBCO has already realized significant benefits of AIM; “We now have an agency management system that integrates well with our imaging systems in a seamless fashion. Also, the reporting flexibility of AIM is amazing! What used to require special procedures and a complicated month-end closing process are now at our fingertips whenever we need the information”, stated Bingeman.

The installation included training by CIS and a detailed electronic data conversion from RBCO’s prior management system. As it related to their transition, Bingeman commented, “The effective on-site training program provided by CIS enabled our production staff to be writing and processing business almost immediately upon going live with AIM.”

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“Since their founding in 1950, Russell Bond & Co., Inc. has built its reputation by stressing the importance of partnering, we at CIS share the same philosophy and look forward to a long-term, mutually beneficial relationship with RBCO, “ said Patrick M. McCall, Director of Sales for CIS. “Furthermore, RBCO has an outstanding national and regional presence coupled with an impeccable reputation for service and insurance knowledge. Without a doubt, adding RBCO to our customer base will benefit the CIS users group and overall AIM product development”.

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About CIS

*Custom Insurance Solutions (CIS) develops and markets software solutions specifically designed for the wholesale brokerage and managing general agent. CIS is a full service software development firm specializing in the design, development, and implementation of custom business solutions for companies residing at all points in the distribution channel for the insurance and financial services industries. In 1996, CIS released our first complete software application framework for the Insurance industry: **Agency Information Manager**®. 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, call Patrick M. McCall, Director of Sales, at 570.645.5050 or visit our web site at www.customins.com