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Westrope Signs Contract with Custom Insurance Solutions to Implement AIM

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San Antonio, TX – Westrope recently signed a contract with Custom Insurance Solutions (CIS) for the ***AIM Management System***. Westrope is a leading national excess and surplus brokerage firm based in Kansas City with branch offices located throughout the United States. The Missouri-based agency is scheduled to go “live” on the AIM Management System in the second quarter of 2003.

John Klag, Executive Vice President and Chief Operating Officer of Westrope, explains the basis for their decision to move to the AIM solution. “The AIM Management System was clearly designed by professionals that understand our segment of the market. After reviewing numerous software applications, the ***AIM Management System*** is by far the best fit for an E & S brokerage operation. From a reference standpoint, CIS has experience with major national wholesalers specifically those with multiple branch offices and remote locations. In addition, CIS has an excellent reputation for on-site training, prompt customer service, and the ability to provide custom programming.”

Klag adds, “From a technology standpoint, it is clear to see that CIS is providing the latest and most economical enhancements to their product. Westrope expects to realize an immediate, direct benefit in both productivity and efficiency gains from this continuous effort.”

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Patrick M. McCall, Director of Sales at CIS comments, “First and foremost, we are excited to add Westrope to our customer base. They are a progressive, dynamic and innovative firm, whose qualities and reputation will provide the basis for an excellent business partnership with CIS. As we continue to add customers of this caliber, it reinforces that our AIM product and overall technology is meeting the ever growing the needs of the wholesale agency market.”

*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, contact Patrick M. McCall, Director of Sales, at 570.645.5050 or visit our web site at www.customins.com

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