



Custom Insurance Solutions

**The Leader in MGA / Wholesale Automation Solutions**  
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***Austin Surplus Lines Agency, Inc.  
Selects CIS Agency Information Manager***

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*San Antonio, TX* – Austin Surplus Lines Agency, Inc. one of the country’s leading wholesale MGA’s, has recently signed a contract with Custom Insurance Services, LLC (CIS) for the AIM Management System. With 80 employees and four offices located throughout Texas, the Austin based agency is scheduled to go “live” in the first quarter of 2003.

Ken Horn, President & CEO of Austin Surplus Lines, explains, “ The fact that the AIM Management System is designed specifically for the MGA / Wholesale market was a major factor in our decision process. We were delighted with AIM’s ease of use, its full integration with our other software applications, and its customization capabilities required for our unique environment. We evaluated a number of other packages, and decided that the CIS product was the best fit for us that will provide our company with a well developed proven solution for years to come”.

“From a technical standpoint, AIM was the best choice based on their overall technology including the Microsoft SQL database. Also, the integration with our other third party software packages was a big plus for us”, explains Scott McFall, AVP of Information Services at Austin Surplus.

Patrick M. McCall, Director of Sales at CIS adds, “Austin Surplus Lines is one of the premier MGA’s / wholesalers not only in the state of Texas, but in the entire United States. We are honored to include them into the Custom Insurance Solutions user base (45 + agencies) as our automation partner.”

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*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 210-340-5548 or visit our web site at [www.customins.com](http://www.customins.com)*

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