

FOR IMMEDIATE RELEASE

Reliance Standard selects VUE Software's VUE Compensation Management to enhance efficiency and effectiveness in delivering service and value to their clients

The decision to implement VUE Compensation Management was based on the system's flexibility and ease of customization

Coconut Creek, Florida, 6/6/2007— Computer Solutions & Software, International (CSSI) announced that Reliance Standard Life Insurance Company (Reliance Standard), a market leading group benefits insurance carrier, was adding the VUE Compensation Management software system to help improve agent relationships. Reliance Standard came to CSSI because its legacy "agency licensing and commission payment" system was inflexible and difficult to maintain due to its age and design. As is typically the case between initial construction and subsequent modifications, the legacy system incorporated several different programming languages and data formats. Essentially, the use of different programming languages, different data formats, and large number of data storage locations translated into extensive programming efforts for most changes to the payment and incentive programs.

"Reliance Standard's difficulties represent common challenges in the insurance industry. Their concerns are a perfect example of why VUE Compensation Management represents such value to our customers", said Stephen Bruno, President and CEO of CSSI. "The age and design of their current system created major barriers to providing senior management and marketing teams with meaningful, timely, and accurate information on sales performance and commissions. With VUE Compensation Management, those issues are a thing of the past."

VUE Compensation Management will now allow the Reliance Standard Marketing team to proactively evaluate performance data to determine the effectiveness of current or proposed compensation and the effectiveness of incentive programs on sales. The robust capabilities of the VUE system provide a wide range of data access, reporting, and planning tools for plan agents, brokers, administrators and senior management to audit and track commission payments. The VUE system also creates enhanced business user empowerment at every turn. Further, VUE Compensation Management does not require a major allocation of resources to maintain these capabilities from a field compensation and programming standpoint.


Working with the client to understand their present and future business needs is a hallmark of service at CSSI. VUE Compensation Management provides modules to maintain agent related information including licensing and appointment data, product information, premium commission calculations and customized report generation. Reliance Standard has established interfaces to the sales administrative systems, data-marts and financial systems to update ledger accounts and generate commission payments. Reliance Standard also plans to further integrate the system with ACH payment and NIPR interfaces.

About Reliance Standard

Reliance Standard Life Insurance Company (Reliance Standard) is a leading insurance carrier specializing in innovative and flexible employee benefits solutions including disability income and group term life insurance, a suite of voluntary (employee paid) coverage options and fully integrated absence management. Reliance Standard markets these solutions through independent brokers and agents to employers of all sizes. Rated A (Excellent) by A.M. Best*, Reliance Standard began its centennial year in 2006. www.reliancestandard.com.

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.

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