

FOR IMMEDIATE RELEASE

## Senior Health Insurance Company of Pennsylvania selects VUE Compensation Management for their Commission Payments

Coconut Creek, Florida, 11/17/2009 — Computer Solutions and Software International, Inc. (CSSI) announced that Senior Health Insurance Company of Pennsylvania, a long-term care (LTC) insurance policy provider, selected VUE Compensation Management. SHIP will use the solution to pay commissions to their agents in addition to simplifying their agent care and agent vesting.

“We selected the VUE Compensation Management because of its flexibility in automating our commission payments with minimal IT support,” said Brian Wegner, Executive Vice President and COO of SHIP. “The VUE Software team’s professional, hands-on approach to understanding our requirements and integrating them into the core system reflects CSSI’s substantial insurance expertise. We are looking forward to reaping the benefits that this state of the art solution will deliver.”

The VUE Compensation Management solution will give SHIP the capability to successfully manage agent vesting by delineating the premium thresholds between LTC and non-LTC products and paying agents accordingly. Since the process of recording inquiries and complaints will be automated with minimal involvement from IT staff, SHIP will also be better positioned to handle agent care issues promptly.

“The architecture of the VUE Compensation Management solution makes it scalable and easily able to interface with other systems,” said Stephen Bruno, CEO of CSSI. “With an integrated, automated system, SHIP can expect to see a significant reduction in calls regarding agent concerns. They will also benefit from the ability to split premium thresholds accurately to address the issue of agent vesting on LTC products.”

With the introduction of the VUE Compensation Management solution to their existing systems, SHIP looks to drastically reduce the manual work involved in their commission processing for greater operational efficiency and improved agent care.

### About Senior Health Insurance Company of Pennsylvania

Senior Health Insurance Company of Pennsylvania (“SHIP”), owned by an oversight trust established by the Pennsylvania Insurance Department, is focused exclusively on providing high quality service and meeting the Long Term Care policy commitments of their policyholders. SHIP operates without the objective of a profit, which means that customer premiums are applied to exclusively supporting service and claims, rather than returning a profit to shareholders of a corporation. The independent Trust was established specifically to ensure this mission is supported.

### About CSSI and VUE Software®

VUE Software® is the product division of Computer Solutions and Software International (CSSI) dedicated to provide 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](http://www.vuesoftware.com).

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