

**ECHELON INSURANCE AND CUSTOM SOFTWARE SOLUTIONS ARE PLEASED TO
ANNOUNCE NEW BUSINESS UPLOAD AGREEMENT**

September 27, 2016, Mississauga, ON and Virden, MB – Custom Software Solutions Inc. (CSSI) and Echelon Insurance Company (Echelon) are pleased to announce they have entered into a connectivity agreement for New Business Upload from CSSI's The Broker's Workstation (TBW) and also its standalone rating and underwriting tool, Intelliquote (IQ).

The project connects CSSI's TBW and IQ with Echelon's system using CSIO XML 4.3. The integration, which will be available in November, allows Echelon brokers to upload new Personal Lines Automobile policies including Private Passenger Vehicles, Antique, Motorhome, Trailers and Motorcycle in the Province of Ontario. This will allow for improved efficiencies company-wide and the ability for Echelon to optimize their partnerships with their independent insurance brokers.

"Adding Echelon to our long list of Insurance Company Integrations is something we have been working on for a while now. We are pleased to be able to deliver this integration to our Broker clients as improving efficiencies with all carriers is something we are striving for," stated Bill Murray, VP Sales of Custom Software Solutions.

Sylvain Guilbert, Vice Pres & CIO of Echelon added "Echelon is excited to offer our Brokers full upload and integration capabilities that will increase efficiencies and enable ease of doing business as time to issue policies will be greatly reduced."

About Custom Software Solutions

Custom Software Solutions Inc. (CSSI) was founded in 1991 and is a leader in the development and delivery of information technology and business process automation systems for Insurance Brokers and Companies in Canada. Our proven Broker products, The Broker's Workstation, IntelliQuote, The Underwriter's Workstation and I-Biz, and Insurance Company Products, I-Company, I-Broker, and I-Biz, are today providing significant efficiency gains leading to increased productivity and decreased operating expenses for both Broker and Company users. CSSI boasts a team of highly experienced programmers, insurance industry professionals, and certified computer technologists. CSSI services its growing clientele of Brokers and Insurance Companies from its offices in Virden, MB. For more information, visit our website at www.cssionline.com.

About Echelon Insurance Company

Founded in 1997, Echelon operates in the property and casualty insurance industry in Canada and Europe, primarily focusing on non-standard automobile insurance and other specialty P&C insurance products. The Company operates and distributes insurance products through Echelon Insurance, The Insurance Company of Prince Edward Island and Qudos Insurance. It trades on the Toronto Stock Exchange under the symbol EFH. For more information, please visit echeloninsurance.ca.

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