



## NEWS RELEASE

### **Custom Software and Stage2Data Announce Strategic Partnership**

#### ***Brokers, MGAs and carriers to benefit from new cloud services***

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**Oakville, ON and Virden, MB – Sept. 6, 2018** – Custom Software Solutions Inc. (CSSI) and Stage2Data are pleased to announce that they have entered into a strategic partnership. The partnership will see CSSI become an Authorized Service Provider of cloud services offered by Stage2Data including Infrastructure as a Service (IaaS), Back-up as a Service (BaaS), Disaster Recovery as a Service (DRaaS) and Software as a Service (SaaS).

“Hosting our software products in the cloud is becoming a priority with our broker, MGA and carrier partners,” said Scott Andrew, President and CEO of CSSI. “We looked extensively at the advantages of providing cloud services directly or in partnership with an established provider. It became clear to us that forming a partnership with an industry-leading provider such as Stage2Data delivered the best solution to our customers.”

“Stage2Data has been a technology provider for the insurance industry for over 20 years offering cloud solutions and services. We are proud to partner with CSSI, an industry leader whose products and services are trusted by insurance brokers, companies and MGAs alike,” said Jeff Collier, President of Stage2Data.

“Partnering Stage2Data’s cloud with CSSI’s products will offer a potent and full-featured suite of services for an industry both companies have been servicing for over 20 years,” said Petrus Human, CTO of Stage2Data. “We are very excited about the partnership.”

The cloud service for CSSI products was launched in July 2018 and is available now for brokers, MGAs and carriers.

## **About Stage2Data**

Stage2Data ([www.stage2data.com](http://www.stage2data.com)) is one of Canada's fastest growing and most trusted cloud solution providers. Since 1998 we have delivered 100% Canadian data driven solutions. Offering DRaaS, BaaS and Hosted services, protecting key servers and data with flexible pricing.

## **About Custom Software Solutions**

Custom Software Solutions Inc. (CSSI) was founded in 1991 and is a leader in the development and delivery of real-time digital solutions and business process automation systems for Insurance Brokers, Companies and MGAs in Canada. Our proven Broker products, The Broker's Workstation, IntelliQuote, The Underwriter's Workstation and I-Client, 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. For more information, visit our website at [www.cssionline.com](http://www.cssionline.com).

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