



## Keal Technology

PRESS RELEASE

FOR IMMEDIATE RELEASE

### **Centre for Study of Insurance Operations (CSIO) announces Keal Technology as a new Vendor Member.**

Toronto, November 10th, 2000 - CSIO today announced that Keal Technology has become a Vendor Member. CSIO is an association whose membership is made up of 40 companies, representing over 80% of all broker driven P&C premium, and all Canadian brokers represented through the Insurance Brokers Association of Canada (IBAC). CSIO members have both national and global status and are dedicated to improving the competitive position of the independent broker distribution channel.

Jacques Fortin, Keal's president, stated that "CSIO membership is strategic for Keal. Not only will it allow us to participate in the development of promising new industry technologies but it will also allow us to continue delivering new and updated CSIO functionality to our customers." Mr. Fortin went on to say that "CSIO offers the best forum from which Keal and other industry partners can make the broker distribution channel more efficient and successful."

Klaas Westera, President of CSIO stated that "CSIO is very pleased to have Keal, a key IT solution provider to brokers, be part of its organization. Their participation in our activities will benefit their broker clients and the industry on the whole." Keal has already started to participate in workgroups involved with EDI standards, XML standards and Internet based technologies.

On May 4th, 2000, Keal Technology acquired the insurance Brokerage Management Systems (BMS) division of CGI thus becoming one of the largest BMS vendors in all of Canada. Keal's new user base now includes brokerages from across Canada using TABS, Signassure, VISA and VISA Plus Broker Management Systems. Most of these brokerages are performing CSIO electronic data interchange (EDI) on a regular basis.

**The Centre for Study of Insurance Operations (CSIO)** is a national organization, supported and funded by committed broker insurance companies and the brokerage community. Its mission is to assume a leadership role in facilitating the continuous improvement in efficiency and effectiveness of the delivery of insurance and complementary products and services to the client. CSIO is the organization responsible for the development and maintenance of the property and casualty insurance industry EDI standards in Canada. [www.csio.com](http://www.csio.com).

**Keal Technology**, a 100% Canadian owned and operated company, is one of Canada's largest providers of IT solutions for insurance brokers, including the Signassure broker management system. Keal is committed to providing a single source for all broker office automation needs and

supports its 700 clients with a staff of 65 trained professionals. Offices are located in Toronto, Montréal, Québec City, Calgary, Vancouver and in Atlantic Canada. [www.keal.com](http://www.keal.com) .