

For Immediate Release

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**Vertafore Benefits Hires Kyle Webb  
As BenefitsCenter Sales Consultant**

*Veteran Sales Executive to Help Customers  
Market Application to Employers*

TAMPA, FL, January 23, 2006 – Vertafore Benefits, a leading provider of software and automation services for employee benefits brokers and agencies, announced today that Kyle Webb has joined the firm as its BenefitsCenter Sales Consultant, a newly-created position. Webb brings over 20 years of sales and product development experience to the Vertafore Benefits executive team.

In his role, Webb will have overall responsibility for helping Vertafore BenefitsCenter customers with marketing and implementing the powerful, benefits administration solution to their employer clients. Webb joins Vertafore Benefits from eNucleus, Inc., where he was a product manager with responsibility for developing employee benefits and insurance software applications for brokers and employers. Prior to that, he was director of sales for their PrimeWire product. Webb also held sales and management positions with SimplyHealth, Fountainhead, and NetCom Solutions.

“This new position is part of our commitment to provide brokers with the best technology solutions that adds value for their employer clients,” said Stuart Spector, general manager of Vertafore Benefits. “We recognize that demonstrating the value of BenefitsCenter to employers is critical for brokers who are looking for ways to grow their business and strengthen customer relationships. With Kyle’s extensive experience and proven-track record, I am confident that his assuming this position will lead Vertafore Benefits to continued growth in the years ahead.”

Webb earned a Bachelor of Mechanical Engineering degree from the Georgia Institute of Technology and a Master of Business Administration degree from the University of North Carolina at Chapel Hill.

## **About Vertafore Benefits**

Vertafore Benefits ([www.vertaforebenefits.com](http://www.vertaforebenefits.com)) is a division of Vertafore, Inc., a company with over 30 years experience in agency automation software servicing over 15,000 agencies, 120,000 end users, and 300 insurance carriers. Vertafore Benefits AgencyCenter application offers employee benefits brokers and agencies a web-based workflow management system for managing sales, implementation, commission tracking, policy management and renewal processes. The broker-centric BenefitsCenter application provides automated benefits administration solutions with portals for brokers, employers and employees.