

For Immediate Release

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## **The Meltzer Group Selects Vertafore Benefits AgencyCenter Application to Automate Operations**

TAMPA, FL, March 6, 2006 – Vertafore Benefits, a leading provider of software and automation services for employee benefits brokers and agencies, announced today that The Meltzer Group, a diversified financial services company, has selected Vertafore Benefits’ powerful AgencyCenter application to support its business operations.

The Meltzer Group, one of the most comprehensive insurance and financial services companies in the Washington, DC metropolitan area, determined that it needed a web-based technology solution to improve the efficiency of its four business units. After evaluating several products in the marketplace, The Meltzer Group chose Vertafore Benefits’ AgencyCenter and will use the powerful application to streamline and automate its sales, marketing, implementation, policy management and renewal processes.

“With our business growing steadily, it was clear to us that we needed a software product that would help us improve our overall operations,” said Jack Abel, president of Meltzer Group Benefits, a division of The Meltzer Group. “We spent several months evaluating different products and ultimately concluded that Vertafore Benefits’ AgencyCenter was in a class by itself in terms of meeting our operational and financial objectives. We were very impressed with how simply it is to integrate the product into our current operating environment and how easy it is to use.”

Launched in 2004, the AgencyCenter application offers a web-based workflow management system designed to help brokers manage virtually every aspect of their business including sales, implementation, commission tracking, policy management and renewal processes.

“We are delighted that The Meltzer Group chose AgencyCenter to help enhance their business operations,” said S. Stuart Spector, General Manager of Vertafore Benefits. “The Meltzer Group has been looking for ways to strengthen client relationships, streamline operations and set themselves apart from the competition. We’re confident our solution will help them meet those objectives.”

### **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.