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Vertafore Benefits Establishes National Sales Team to Support Future Growth

Four Veteran Sales Executives Named to Regional Positions

Windsor, CT, March 28, 2005 — Vertafore Benefits, a leading provider of software and automation services for employee benefits brokers, announced today the establishment of a national sales team and the appointment of four regional sales executives to support its future growth plans. The four executives – Steven Renaud, Margot Faircloth, Jeromy Waite and Teri Wiggim – join Vertafore Benefits from other operating units within Vertafore, Inc.

“We are very excited about this energetic sales team that we have assembled,” said Stuart Spector, Vice President and General Manager of Vertafore Benefits. “Each of these sales professionals has a proven track record in the insurance software industry and is committed to growing our business and successfully achieving our goals.”

Steven Renaud joins Vertafore Benefits as Eastern Regional Sales Consultant after 8 years with AMS Services, Inc., another Vertafore unit. He joined AMS as a project manager, working with insurance agencies. Renaud was appointed a senior sales consultant at AMS in 2001 and received the President’s Club Sales Award each year between 2001 and 2004.

Margot Faircloth joins as Western Regional Sales Consultant. She brings more than 15 years of experience in insurance software sales and training. Prior to joining Vertafore Benefits, Faircloth spent 7 years with AMS Services selling various systems to clients in the western region. She also held positions with Safecom Management Systems and Agena Corporation.

Jeromy Waite joins Vertafore Benefits as South Eastern Regional Sales Consultant. He brings nearly 10 years of sales experience to Vertafore Benefits. Most recently, Waite was a sales consultant at AMS Services responsible for business development and sales of software products to brokers. He has also held positions with Travel Incorporated and IKON Office Solutions.

Teri Wiggim joins Vertafore Benefits as Midwest Regional Sales Consultant, bringing with her more than 7 years of sales experience in insurance and employee benefits. She, too, had been with AMS Services prior to assuming her role at Vertafore Benefits. During her career, Teri has held various sales positions with MetLife Insurance and GeneClo Software Solutions.

The creation of the sales force is part of Vertafore Benefits' strategy to provide software and automation services to employee benefits agencies and brokerage firms across the country. At the heart of its business are two software products that can streamline and automate an agency and brokerage firm of any size. Vertafore Benefits Workflow is a web-based system that helps agencies and brokers effectively navigate through the sales, implementation, policy management and renewal processes. Vertafore Benefits Administration is a powerful application that consists of three exclusive portals, designed specifically for agents/brokers, employers and their employees.

About Vertafore Benefits

Vertafore Benefits (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 offers employee benefits brokers and agencies a web-based workflow management system for managing sales, implementation, policy management and renewal processes. The broker-centric application also helps agencies manage relationships with clients, carriers, employees, and partners as well as all financial and operational aspects of their business.

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