

## Key Services

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## Overview

At InsureIT, we provide unique software solutions and a range of business support services for insurance carriers, third-party administrators and service providers of every size.

We specialize in the design and development of benefits management software, including ACES, BMS and a range of related products.

As an agent for the licensing and distribution of ACES (Administration, Claims & Enrollment System) software, we are capable of meeting your ongoing insurance system needs.

Our dedicated team will be with you every step of the way.

### Design IT

InsureIT has the expertise to design every aspect of your benefits management software, from database design to creating a user-friendly interface. We will ensure that your complex business rules can be executed and that your system is performing optimally.

### Build IT

InsureIT's development team can take your requirements and efficiently turn them into a functional reality.

### Enhance IT

InsureIT's professionals can enhance your application suite by providing you with the latest technology, implementing the latest wellness programs and following general industry trends.

### Test IT

The InsureIT Testing Team has only one priority: guaranteeing that your software functions as specified.

### Convert IT

The InsureIT team has a wealth of business and technical experience, which can be used to help convert your existing business into a new application.

### Support IT

InsureIT's business experts can help you develop your new applications, from planning to configuration to training. After that initial stage, we can provide ongoing support as you utilize your application.

## About Us

InsureIT Solutions Ltd. has earned a widespread reputation for efficiently delivering superior information technology services at competitive rates.

We stand apart from our competitors in numerous ways: in-depth and high-tech project management, refined problem-solving skills and continued customer satisfaction. Among our many strengths is our ability to efficiently create custom applications that meet the needs of our diverse client base.

The InsureIT team consists of highly skilled experts, each with relevant experience in both the software and benefits industries. Every member of our staff is a qualified professional with their own particular set of industry, technology and application knowledge.

## Our History

InsureIT Solutions Ltd. has its roots firmly planted in the earliest days of Benefit Management System (BMS) development. At the turn of the millennium, members of our team used their extensive skill sets to design and build the original BMS technology. After this landmark system was purchased by a range of high-profile companies in the insurance and health care sectors, we then oversaw the full BMS implementation and transition processes, from purchase to go-live.

Around a decade later, one of Canada's largest health insurance companies engaged InsureIT to upgrade and enhance their existing BMS software. This substantially updated iteration was named ACES, the Administration, Claims and Enrollment System. As our team has a deep familiarity with all aspects of the ACES software and its many unique qualities, our customers are able to benefit from our specialized insights about the system.

InsureIT has since signed service and agency agreements with many other leading health insurance companies throughout Canada. As we continue to evolve, our team remains devoted to applying our unique understanding of the industry to guide client projects in everything from software development to licensing to support.

## Our Customers

InsureIT's devoted customer base has grown substantially over the years due to our ongoing commitment to delivering uniquely valuable high-quality services. Our customers have long maintained a deep trust in InsureIT's ability to maintain their mission critical systems.

Our key customers for design, development and support for ACES and BMS include:

Pacific Blue Cross	Since 2009
Assumption Life	Since 2012
AccertaClaims Servcorp Inc.	Since 2012
Equitable Life of Canada	Since 2013

## Our Mission

InsureIT is dedicated to providing high-quality IT services across the insurance field and meeting our clients' many needs through our specialized industry knowledge.

## Our Core Values

### Integrity

We are dedicated to demonstrating the highest levels of honesty and quality with each of our clients.

- Delivering on commitments and agreements
- Respecting and maintaining confidentiality
- Acting with integrity throughout every stage of a project
- Taking responsibility for our actions

### Teamwork

Our team is mindful of clients' on-going needs throughout all stages of project development and implementation.

- Collaborating to achieve goals
- Supporting team members, sharing information and skills
- Respecting the needs and contributions of others

### Commitment

We are committed to exceeding client expectations as we reliably provide quality services and successfully meet target goals.

- Seeking out new challenges and responsibilities
- Striving to improve ourselves, each other and the whole organization
- Devotion to achieving goals

## The Team

### Sajid Kazi – CEO / Co-Founder

Sajid Kazi is the co-founder, President and Chief executive officer of InsureIT Solutions, a technology company based in Toronto, Ontario, Canada that provides IT consulting services to insurance companies. After starting his career at the early age of eighteen, Sajid successfully designed and implemented several benefit management systems for insurance companies across Canada. Over the course of his career, he has gained extensive knowledge of many different aspects of the insurance industry. Sajid is the Chief Architect of the enterprise level end-to-end benefit management system that is being used by over half a dozen insurance companies throughout Canada. He has been instrumental in building InsureIT into a unique business that is capable of providing insurance companies with a range of customer-focused IT services .

At InsureIT, Sajid is responsible for Sales and Marketing, Customer Satisfaction and Communications.

### Mahesh Mukkara – V.P of Engineering / Co-Founder

After earning his Bachelor of Engineering degree, Mahesh began his career as a software developer. He has worked in the insurance industry for over 20 years and has gained extensive knowledge in how technology intersects with the field. Mahesh is the Application Architect of the enterprise level end-to-end benefit management system that is being used by half a dozen insurance companies throughout Canada.

At InsureIT, Mahesh leads development teams and resources tasks with across the tiers of management.

### Mohamed Zahrir – V.P of Operations / Co-founder

Mohamed started his career as DBA and has since worked in the insurance industry for over 20 years, gaining deep knowledge in the process about how the field can efficiently use technology. He maintains a serious passion about anything related to data.

At InsureIT, Mohamed is the Data Architect of the enterprise level end-to-end benefit management system that is being used by half a dozen insurance companies throughout Canada.

### Matthew Shields – Product Manager

Over the past 30 years, Matthew has amassed a deep knowledge of the group insurance and software development industries. He has played integral roles in the development of several benefits management and claims adjudication systems, and also participated in the successful implementation of these systems at over a dozen client sites within Canada and abroad.

Throughout his career as a Business Analyst, Matthew has developed the necessary skills to effectively gather and document business requirements, as well as play lead roles in the design, development, implementation and testing of insurance software. His ability to develop strong client relationships, provide effective training and assist customers with modernization of their business processes has lead to the successful adoption of these systems by end users.