



GORE MUTUAL INSURANCE COMPANY

By Canadians For Canadians Since 1839

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FOR IMMEDIATE RELEASE

Gore Mutual 'Closes The Loop', Offering Both Upload And Download Integration With Policy Works

Gore Mutual continues to lead the industry with broker management system integration solutions. Gore Mutual participated in the launch of Policy Works' data exchange program last spring, offering integration and single sign-on upload capability for Policy Works users. But the company was not prepared to stop there and began aggressively designing download capability for their brokers. They have now closed the loop and provide both upload and download functionality between Policy Works and Gore Mutual's GoBroker™ portal.

Gore Mutual announced today that a select group of brokers are already taking advantage of this new capability. The download will be extended to all customers in the new Policy Works release coming this fall. The achievement of upload and download functionality with Policy Works marks another milestone in Gore Mutual's quest for systems integration.

"We continue to pursue system integration," explains Kevin McNeil, President and CEO of Gore Mutual Insurance Company. "Our goal is to be brokers' number one choice for ease of doing business. When we can match brokers' own workflows, we help them dramatically increase sales results, retention and profitability per policy."

"We are very excited that Gore Mutual shares our vision of real-time commercial-lines data exchange," states Kevin Campbell, President, Policy Works Inc. "The download of quotations into Policy Works is another tool to help the independent commercial broker gain a competitive advantage."

"When designing system enhancements we always start by asking ourselves what will be the most helpful for our brokers," says Sean Christie, Vice President of Strategic Projects at Gore Mutual. "We're always glad to find ways to make it easier for our employees too, but our first priority is finding 'wins' for our broker partners."

Gore Mutual, Canada's oldest mutual property and casualty insurer, has always been on the leading edge of technology. They were one of the first companies in Canada to introduce computerized policy handling for automobile insurance in 1968.

“Gore Mutual is in our 170th year of business,” says McNeil. “We enjoy a balance between our commitment to good old fashioned values like genuine personal service, and our commitment to technology innovation that is shaping the future of our company. We will continue to develop and deliver tools that help our broker partners succeed.”

For More Information:

About Gore Mutual:

Gore Mutual has proudly served Canadians since 1839. The company provides both personal and commercial insurance through their offices in Cambridge, Ontario and Vancouver, British Columbia.

For more information please visit www.goremutual.ca or contact:

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