



Media Contact:
Jennifer Overhulse-King
St. Nick Media Services
(859) 803-6597
jen@stnickmedia.com

FOR IMMEDIATE RELEASE

Conrad Garvey Joins ISCS as Director of Sales
ISCS Deepens Insurance Expertise of Sales Force with New Hire of Industry Veteran

San Jose, CA – January 12, 2010 – ISCS, developer of the property/casualty insurance industry’s most modern, field-proven, end-to-end solution, the [SurePower Innovation® Policy Administration Suite](#), is pleased to announce Conrad Garvey has joined the company as Director of Sales.

For insurance companies evaluating [policy administration systems](#), Garvey brings a deep knowledge of the complete insurance cycle and rich insight into insurance company, MGA and agent needs. Prior to joining ISCS, Garvey most recently held a policy administration system sales and sales management position for a major software vendor. His experience also includes sales of large systems and agency management software at Applied Systems and AMS; management and application software sales at IVANS; and owner of Comand Industries, a personal lines comparative rating software company.

“We are excited to welcome Conrad Garvey to the ISCS-SurePower Innovation team,” said Tim Shelton, executive vice president of ISCS. “Conrad has a long history of success and a great reputation in the industry. There were many paths he could have taken, and we are very pleased he chose ISCS as the next step in his career.”

Both Garvey and ISCS believe the right selection process builds a foundation for the solution to drive an insurance company’s growth and success. The process can and should include strategic decision making, mutual discovery, proper expectation setting, and open methods that carry through deployment to a long-term, trusted partnership. ISCS is unique in the industry in the visibility into projects that it provides customers by successfully using state-of-the art [agile methodology](#). Garvey’s goal is to extend this partnering approach and open philosophy to the ISCS sales process.

“ISCS’s continuing growth, business philosophy and mature technology inspired me to join the company,” said Garvey. “ISCS’s differentiators in their product, people, and processes also present a compelling business case. That gives a sales professional the luxury of focusing on the strategic advantages the solution delivers, knowing the functionality and resources are there to follow through.”

###

About ISCS

P&C carriers and MGAs rely on the modular, Web and SOA-based **SurePower Innovation Policy Administration Suite** to perform critical business processes for commercial, personal and specialty lines of business. These include [underwriting automation](#), [policy and claims management](#), [integrated reinsurance](#), [integrated billing](#) and much more. The system provides integrated document management, a rules-based data warehouse, and document imaging client tool for bulk indexing and LDAP-standards security. With modern highly scalable, extensible, and configurable technology, SurePower Innovation enables insurers of all sizes to meet today’s market requirement for business agility. SurePower Innovation Policy Administration Suite is a company-wide, strategic choice for carriers to retain customers and increase their book of business.

For more information contact Phil Kiekhaefer, Ph.D., Director of Marketing & Usability for ISCS, at 1-888-901-ISCS, phil.kiekhaefer@iscs.com, or visit www.iscs.com