

ING Insurance strengthens commitment to commercial data exchange with launch of download capability to policy works

ING Insurance Company of Canada and Policy Works Inc. are pleased to announce the launch of the next phase in commercial data exchange with the release of a new integrated download functionality which allows brokers to download quotations from ING Insurance's web quoting tool directly into Policy Works.

Brokers will be able to download quotations directly into Policy Works regardless of how the quote was submitted to ING Insurance (click, call or fax), offering faster turnaround time for quotes, reduced duplicate entry, and enhanced customer service.

Rabena Mohamed of Firstbrook Cassie & Anderson Insurance Brokers and Financial Services describes the download function as "easy to use and very user friendly". As one of the first brokers to pilot the download functionality, Rabena was enthusiastic about using the system stating, "It makes the turnaround of quotes and proposals quicker and allows us to provide the customer a response right away."

"We are excited to be the first company to provide quote download functionality to ING brokers who utilize the Policy Works system" said Pete Weightman, Senior Vice President, Commercial Lines for ING Insurance. "This is an important workflow improvement for brokers and demonstrates our continued commitment to the CSIO data exchange standards."

The introduction of the download functionality is an important step in the continuing development of commercial lines data exchange using CSIO XMLS standards, and a significant stride in the move towards a completely electronic workflow between insurers and brokers in commercial lines.

About ING Insurance

ING Insurance is the largest property and casualty insurance company in Canada, distributing its products to consumers and businesses through a network of more than 1800 independent insurance brokerages. It is part of ING Canada (TSX:IIC), which provides insurance products to over 4 million Canadians across the country through ING Insurance and other subsidiaries.

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