

# NEWS RELEASE

## FOR IMMEDIATE RELEASE

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### **SBS Offers Clients Custom Data Automation and Image Solutions**

*Clients leverage process automation, embedded workflow for competitive advantage*

**CLEVELAND, Feb. 5, 2007** – Specialized Business Software (SBS), a developer of customized data automation and imaging software solutions and web services for the insurance and financial services industries, is offering its clients customized data automation and image solutions for optimal workflow.

Steve Wisner, mortgage industry expert on custom data automation systems and president of Specialized Business Software, said, “Our clients, like most businesses, are looking to exponentially improve efficiency and thereby drive down costs. Process automation plays a key role in accomplishing those goals. SBS builds systems that are flexible enough to respond at the speed of market. Because our clients own the code to their systems, it’s easy to make and deploy changes to meet the needs of their customers. The value of our solution sets is our clients get technology that optimizes their process and data management today, while being powerful and innovative enough to respond to future growth or market shift later.”

From a data and process automation standpoint, the full service IT and software firm puts technology in place to help clients automate processes, verify and complete them all while keeping a very dynamic audit trail. For its imaging clients, SBS builds a combined, Imaging and Workflow solution that follows the business process as a workflow chain. These solutions ensure documents or file groups are routed to the correct people within an enterprise. Based on business rules, the technology can be configured to request the proper sign-offs from pre-selected individuals, as well as, helping clients adhere to security policy and procedures.

Mitch Peck, vice president of Loan Protector Insurance Services and SBS client, said, “Things in the mortgage industry can change very quickly, and in this highly regulated environment, Loan Protector has to be able to make strategic changes to our operations with no room for failure. The data and process automation solution SBS built helps lower the risk of human error or noncompliance. Because SBS built a solution tailored exclusively to the

mortgage industry, not only have our own processes improved but we are saving our lender and servicer customers valuable resources and time, as well.”

Steve Wiser, said, “We partner very closely with our clients to build systems around the business processes that contribute to their bottom line. We don’t ask them to force fit their workflow and processes into a shrink-wrap solution. Our model offers them technology as well as consultative services. We give them a technological advantage, because they control their software, its direction and schedule, while we manage development and maintenance. Our clients can focus on their core business without the hassle of managing a software development project or recruit software developers and enjoy the flexibility to respond quickly to market change.”

### **About Specialized Business Software**

Specialized Business Software (SBS) is a developer of customized data automation and imaging software solutions and web services for state government agencies and the insurance and financial services industries. SBS provides software development and support services to Loan Protector Insurance Services and its clients. For more information about Specialized Business Software call 440.542.9145 or visit <http://www.specializedbusinesssoftware.com>.

### **About Loan Protector**

Loan Protector Insurance Services, a Hilb Rogal & Hobbs company (NYSE: HRH), is a leading outsourcer of customized mortgage insurance tracking and verification programs, designed to fit each lender’s specific requirements. Loan Protector offers a complete line of insurance tracking products, including hazard and flood insurance tracking for commercial and residential mortgage servicers. Using its state-of-the-art proprietary software, **EasyTrack®**, Loan Protector helps loan servicers manage their insurance, escrow and verification processes in a secure, online environment. For more information about Loan Protector call 800.545.6580 or visit [www.loanprotector.com](http://www.loanprotector.com). For more information about HRH, the world’s tenth largest insurance intermediary, visit [www.hrh.com](http://www.hrh.com).

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