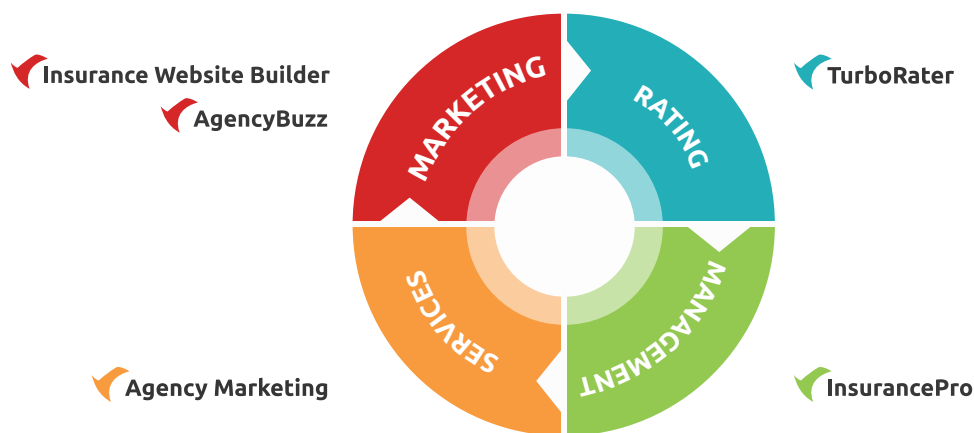


ITC was founded in 1983 with the belief that through our quality software and services we can change the insurance industry. Headquartered in Carrollton, Texas, our two-dimensional approach to software products and services is built on understanding and exceeding the needs of both carrier and agency. We work with more than 200 carriers and more than 6,000 agencies (with more than 20,000 users) to help them become more efficient and productive, while providing emphasis on the products agents represent and never compromising the carriers' values and needs.

We believe in the power of technology, and the positive impact it can have on agencies and carriers alike. Our agency product suite automates the entire insurance client lifecycle for agencies. From getting the leads, to converting them, to retaining the clients, we have each step covered for our agents to help them increase their revenue and better their efficiency through technology.

Automating the Client Lifecycle



Insurance Website Builder is the best in insurance websites because every website is designed to help agents sell insurance online and get more clients. Today, ITC has more than 2,500 agencies currently using Insurance Website Builder, which makes us the largest provider of insurance websites in the United States. Since 2005 when Insurance Website Builder launched, we have designed more than 5,000 websites.

AgencyBuzz strengthens an agency's sales process, retention and referrals by automating agency marketing. This agency marketing tool can help an agency consistently communicate with its prospects and clients via multiple marketing channels, including email, text and direct mail. Agents who use AgencyBuzz have seen an increase in their closing ratios by as much as 25 percent and improved their retention by 7 percent.

The TurboRater sales system, which has more than 200 carriers, delivers accuracy, efficiency and speed to agents who want to compare, close, underwrite and track their personal lines sales performance. Because it is a completely web-based system, agents can use TurboRater to provide quotes from anywhere using an Internet-connected PC, laptop or tablet. More than 4,800 agents perform more than 12 million rate operations in TurboRater every month.

InsurancePro, our agency management system, decreases the agency's workload and increases its efficiency so the agency can focus on serving and retaining clients. In addition to having more than 1,000 ACORD Forms that are updated monthly, InsurancePro gives agents access to their client information in seconds.

When the agency gets referrals from current clients, the lifecycle starts over as the agency begins marketing to its new leads through email or other marketing channels.



ABOUT THE ITC MANAGEMENT TEAM

Scott Upfield is CEO and co-founder of ITC. As CEO Upfield has grown the company from one product to multiple automation products and services for the insurance industry. He is responsible for providing strategic direction and leadership for the company.



Laird Rixford is president at ITC. As president Rixford is responsible for sharing the vision and direction of the company with its customers, vendors and affiliate companies. He oversees the direction for each of ITC's products and the company's sales and marketing departments.



David Burelsmith is executive vice president at ITC. As executive vice president since 1993, Burelsmith is responsible for managing the production department and development of TurboRater, ITC's comparative rating software. He monitors other areas of the company for opportunities to improve operations and efficiency.



Dale Meredith is chief financial officer at ITC. As CFO since 1999, Meredith manages the accounting, human resources and technical support departments.

