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

FOR IMMEDIATE RELEASE

Northern Neck Insurance Company Selects ISCS's SurePower Innovation®
Cloud core administration suite deployment to maximize cost and efficiency for Virginia-based insurer.

San Jose, CA and Irvington, VA – March 25, 2015 – Northern Neck Insurance Company (Northern Neck), a Virginia-based insurer, recently selected the cloud-based, modern enterprise suite, SurePower Innovation® by ISCS. The full suite legacy replacement project will be delivered via SurePackage™ a complete managed SaaS deployment option to maximize cost, efficiency and business continuity.

Northern Neck sells through independent agents in Virginia, offering broad-based property and liability coverage to homeowners and automobile owners. In selecting SurePower Innovation, Northern Neck has chosen the SaaS model to bring expanded and improved functionality to agents and customers, and will spend less time updating and maintaining equipment, while being assured of constant upgradeability and maximum uptime.

"SurePower Innovation's modern features and functionality were the main reasons we decided to move to this system," said Pam Walker, vice president of IT for Northern Neck. "Our goal is to help Virginians protect and preserve the things they value most. The fact that the system is a true customer-centric system was a real plus. SurePower Innovation will allow us to automate services and conveniences that are built around the customer, such as mobile access to improve their online experience."

In a world where agents and consumers have a wealth of choices to select from, Northern Neck believes ISCS and SurePower Innovation can provide an edge in setting the company apart from and above any competition. By selecting a single vendor suite instead of best-of-breed solutions from many vendors, Northern Neck benefits from pre-integrated core processes and a central data repository, as well as reduced maintenance, fewer integration points and shorter training times required to get business users to proficiency.

"Northern Neck clearly recognized the benefits of moving to a cloud-based, core administration suite as an imperative for the future of the company," said Andy Scurto, president of ISCS. "We are looking forward to working with Northern Neck going forward to implement a truly modern system to improve overall operations for them, their agents and their customers."

# # #

About ISCS
ISCS is the developer of SurePower Innovation®, a highly scalable, configurable, cloud-based modern enterprise suite that mitigates risk and increases business agility for property and casualty (P&C) insurance organizations writing personal, commercial and specialty lines. SurePower Innovation extends beyond core administration (policy, billing and claims) to include reinsurance, business intelligence (BI), insurance accounting, payables, document management, producer/commission management, agent/consumer portals and more. With a 100% proven implementation track record on enterprise core system replacement projects, ISCS consistently delivers SurePower Innovation as a complete, managed SaaS solution via ISCS's SurePackage™ deployment option, allowing insurers to focus on the business of insurance. **For more information, contact Phil Iaccarino, Director of Marketing for ISCS, at 888-901-ISCS or phil.iaccarino@iscs.com.**

About Northern Neck Insurance Company (Northern Neck)
Northern Neck Insurance Company is a "Virginia Only" insurer focused on protecting and preserving the interests of Virginians. The company insures responsible homeowners, landlords, renters and automobile owners against loss, harm and liability throughout Virginia by providing comprehensive, competitively-priced insurance and best-in-class response when a claim is filed. Northern Neck Insurance is offered through a large network of independent insurance agents throughout Virginia. **For more information about Northern Neck, please visit the company website at www.nnins.com.**