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### Web-based sales lead management software

Improve your sales performance and increase profitability. Learn more today!

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Get in front of HR directors, churches and other business leaders without prospecting! Free Audio Presentation.

### Boost annuity sales with free client-ready tools

Free White Paper - "What Social Security's 2010 Zero Inflation Adjustment Says to Today's Workers"

### Two-day IRA Workshop - Instant IRA Success

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### TRIPLE your annuity business

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### Free 1040 Tax Planner

Uncover potential sources of tax savings for your clients!

### Free postcard gets 51 Life Leads to call you!

Stop buying online leads and making cold calls. Free instant-access download!

### A New Annuity Selling System for Annuity Leads and Insurance Leads

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ADVERTISING INFORMATION >>

## ★ Most Popular Articles

- > Add Your FREE Listing To Our Insurance Directory for Consumers... FREE Advertising with No Gimmicks!
- > 2009 Indexed Annuity Sales Set Record
- > VAs Slowly Recover, LIMRA Finds
- 🔗 HHS Slams Health Insurers in New Report
- > J.G. Wentworth Annuity Purchase Program Aids State Medicaid Programs
- 🔗 Some Senate Democrats Pushing for Vote on Public Option
- > LIMRA: Life Insurance Sales Drop 15% in 2009
- 🔗 Hoyer: Comprehensive health bill may be no go

## NxTech Delivers Download and Real Time Inquiry Interfaces for Glatfelter Insurance Group®

March 08, 2010



**Milford, Ohio - March 8, 2010 - NxTech, Incorporated**, a leading provider of Real Time and Download interfaces, system integration, and data management has completed the implementation of Applied Systems Commercial Lines Auto and Property Download as well as Real Time Policy Inquiry via Transformation Station™ for Glatfelter Insurance Group (Glatfelter) and their distribution network.

NxTech employed ACORD data standards for both projects. With the Download solution, Glatfelter's partnering agencies using the Applied Systems management systems can now receive daily electronic synchronization of their Commercial Auto and Commercial Property policy transactions, relieving them of the double-entry of data previously required. The Inquiry solution provides agents and brokers with secure, Real Time access to policy data through Transformation Station™ without leaving their agency management system workflow. Both processes are tremendous advances in providing ease of doing business for Glatfelter and their partnering agents through enhanced workflow efficiency.

**John M. Belanger II**, Director of Wholesale Applications at Glatfelter said, "We were looking for a vendor partner to help us provide agency-company interface to meet the needs of both our agency partners as well as our business processes. NxTech fit the bill in every way. From the pre-project industry research and coordination to roll-out of the data process services and on-going support, NxTech has done the job.

We look forward to working with them to help Glatfelter to deliver future interface solutions to our agents."

**Thad Bauer**, President of NxTech added, "The staff at Glatfelter Insurance Group, working in conjunction with their Agents' Technology Advisory Council, has a clear vision of the interface processes that make the best sense for their company and their agency partners. Through the use of our NxTech ConneXt software, our experienced implementation services specialists, and emphasizing ACORD standards for the data translations, we are proud to help make these project rollouts successful. We look forward to a long working relationship with everyone at Glatfelter Insurance Group."

### About Glatfelter Insurance Group

Glatfelter Insurance Group was established in 1951 on the principles of trust, service, and value. These beliefs continue to define our company and form the essence of our mission statement.

Over the years, we have developed insurance products that are tailored to meet the specific needs and exposures for many industries, including emergency service organizations, home-health and community care organizations, car wash businesses, municipalities, K-12 public and private schools, school bus contractors, and rural water and sewer districts. Today, Glatfelter Insurance Group is one of the largest brokerages in the United States. We have 500 associates and 4,500 independent brokers serving 25,000 clients. For more information, visit [www.glatfelters.com](http://www.glatfelters.com).

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