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A special message for our ['SDIM' or 'PAR EX' or 'PPS'] clients

November 14, 1995

Dear Client,

Don't be surprised if my name and this letterhead both look unfamiliar to you — I'm Bob Stokes, the new president of SunGard Insurance Systems. I'm writing today to re-introduce our organization to you. We've changed our name and revitalized our commitment to satisfying your needs.

You knew us as MIS, Inc. when you selected SDIM, PAR EX or our Portfolio Partner Services to handle your investment accounting and reporting. When SunGard acquired us a few months ago, you probably wondered what changes would follow. There's good news — with SunGard as your partner, you now have access to more solutions than ever before.

Release 6.0 Ships in December

The first solution you'll see is the 6.0 release of SDIM and PAR EX, shipping soon. In the last few months, we've told you about the significant new functionality in 6.0 but there's one feature that wasn't on the spec sheet — Quality.

6.0 is *the* most-tested software we've ever developed. Our entire organization has focused on making this your smoothest transition ever. This focus is the result of careful planning and a renewed dedication to you, our valued client. And we think you'll see that dedication reflected in our new name...

Insurance is Our Middle Name

Our new name says it best: SunGard Insurance Systems. We're 100% committed to meeting the unique challenges of the insurance industry. We aren't distracted by any other marketplace — our only mission is to serve *you* by providing a full array of insurance-specific products and services.

Over 1,500 insurance companies have chosen products and services from SunGard Insurance Systems, making us the market leader. In fact, we're the *only* major company with insurance solutions as its sole focus. Our goal is to expand our product and service offerings until we're the single most indispensable card in your Rolodex file... which is where I come in...

The Challenge of Meeting Your Needs

As president of SunGard Insurance Systems, I'm excited about working with you and the insurance community as a whole. There's a new vitality to our organization and we have but a single mission — understanding and meeting your needs. The next few years will see major changes in the way our industry does business, and I need your feedback on the products and services required to meet this challenge.

I think you'll find that I'm a good listener and candid in my responses. I've been both an accountant and a leader of successful software and service companies. I know what it takes to create a responsive and client-focused organization. With your input and our dedication, SunGard Insurance Systems will grow into your #1 source of insurance solutions. I relish the challenge!

In the months to come, I'll update you with product information and our latest news. I look forward to meeting you and exploring how SunGard Insurance Systems can support your organization's continued growth and success.

Sincerely,

Robert G. Stokes
President