



PRESS RELEASE

Compensation Employees Credit Union (CECU) Signs Agreement to Convert to Smart Solution's Universa Premier Core Banking Suite

**Smart Solution's flexible, feature rich and cost effective state-of-the-art suite
of products enables and fully supports evolving member service strategies**

Aurora, Ontario, Canada, December 2017. – Smart Solution is pleased to announce that it has entered into a binding agreement with Compensation Employees Credit Union (CECU) to convert to its Universa Premier Core Banking Suite. The Universa software is a state-of-the-art, browser-based banking platform, incorporating the latest in technological advances. As a leading provider of banking and financial management solutions, Smart Solution is always pleased to offer its innovative products not only in other areas of Canada but also to clients with non-traditional mandates and needs. This agreement with CECU represents Smart Solution's fifth Universa client in the province of British Columbia and its first Universa implementation for a closed-bond, non-public Credit Union. With CECU joining its ever-growing list of Universa clients, Smart Solution continues to enhance and solidify the reputation of Universa as one of the most prominent contenders in leading-edge banking platforms in Canada, the Caribbean and Central America.

Universa's agile, rapid release development process enables Smart Solution to rapidly translate client business needs or new ideas into customizable system functionalities. Access to Universa's highly configurable functionalities is under the client's full control by means of Universa's security framework. The possibilities for customization are endless and new additions are seamless.

"A part of our vision is to continually meet our members' financial needs with quality products and excellent services, as well as to remain profitable, relevant and competitive; switching over to Smart Solution's Universa platform will certainly provide us with the means to achieve all of those goals," said Carol de Haas, General Manager of CECU.

"We are delighted that CECU has chosen to migrate to our growing family of financial institutions using the Universa platform to support its client service strategies," stated Ilean Tait, President and CEO of Smart Solution. He added that, *"we are also pleased that CECU chose to adopt our SaaS delivery model as the overall economics of choosing SaaS over in-house are undeniable as proven by the fact that 80% of our clientele have migrated to this model. By using Smart Solution's SaaS-integrated private cloud architecture, clients not only enjoy enhanced Tier 1 security and safety, but also do not have to deal with the costs, resources and potential problem solving issues that in-house servers would require. Universa's market penetration continues to accelerate with several more conversions scheduled for 2018 and beyond. Many institutions are looking for ways to keep up with new and emerging market technologies; the switch to Universa will provide them with the needed tools to meet those challenges and embrace the future."*



About Compensation Employees Credit Union (CECU)

Started in 1954 as a “small operation run by volunteers on their lunch breaks”, CECU has grown into a fully-fledged non-public financial institution serving exclusively the employees of WorkSafeBC and their families. Compensation Employees Credit Union is very committed to giving back not only to the WorkSafeBC Community but also the local community at large, it proudly sponsors and helps to organize, annually, the “Cops for Cancer” fundraiser.

About Smart Solution

For over 40 years, Smart Solution and its group of companies has provided innovative core banking systems and financial management solutions to Credit Unions, Banks, Trusts and other financial organizations worldwide. Smart Solution supports a diverse client base, including some of the top Canadian Credit Unions and innovative Banks. We pride ourselves on our attention to detail and on our team of qualified experts focused on providing exceptional service and support. Our strengths lie in our efficiency, our expertise, and our constant focus on innovation and rapid functionality improvements.

For more information:

Iean Tait
President and CEO, Smart Solution
itait@smart-solution.com