

## **Agreement Provides Electronic Fixed Income Trading Solution to Trust Banks**

**Institutional Trading Services, LLC (ITS) and INFOVISA™ team to offer Trust Banks an electronic fixed income trading system featuring connectivity with INFOVISA's MAUI™ Platform.**

PITTSBURGH, PA (March 31, 2009)- Pittsburgh-based ITS and Cornelius, NC-based INFOVISA today announced a strategic agreement to bring electronic fixed income trading capabilities to users of the MAUI Trust Accounting System.

The combined marketing effort allows INFOVISA to bring ITS' electronic fixed income trading capabilities to its more than 140 trust accounting software customers. ITS provides trust clients the ability to trade bonds electronically across Municipals, Governments, Corporates, Agencies, CD's (both secondary market CD's and new-issue CD's) and Treasuries. For buying bonds about 150 brokers present inventory for sale on the system thus greatly increasing the amount of inventory available to the bank trusts. When selling bonds, bank trusts can solicit "bid wanteds," whereby the same group of 150 brokers will electronically submit bids to the trust. The broker/dealer for ITS, Mid Atlantic Capital Corporation, is the single broker for all of the trading, thus eliminating the need for the trusts to approve a long list of brokers. Whenever a trade is executed the trust will receive an automated email of the trade ticket, including bid history for compliance purposes in the case of a sell.

INFOVISA's MAUI trust accounting software platform allows bank trust departments to significantly streamline their operations, further customer relationships, and reduce overall costs through true real-time processing and complete 'as of' reporting. INFOVISA entered into the arrangement with ITS to enhance its lineup of partners who focus on the bank and trust wealth management market. "Our clients are looking for new ways to increase both efficiencies in operations and investment returns for their customers. The relationship with ITS gives our clients the opportunity to do both of those things simultaneously", said Mike Dinges, President of Infovisa.

According to ITS' Charlie Friday, the agreement should greatly enhance the bank trusts' ability to execute fixed income transactions. "The bond market is highly fragmented and most groups are normally trading bonds over the phone. This is time consuming and error-prone. The ITS electronic solution streamlines all of this and should provide the trusts with much more inventory than they are accustomed to seeing as well as electronically provide trusts with multiple bids when selling bonds."

## **About INFOVISA**

INFOVISA is a privately held software development & services company dedicated to serving the needs of the Trust and Wealth Management industry. By utilizing their Innovation by Design™ approach they are able to offer innovative solutions to asset management and investment professionals. Organizations that deploy the MAUI suite of premier products and services are able to significantly streamline their operations, further customer relationships, and reduce overall costs. Since introducing MAUI in 1997, INFOVISA continues to expand and much of its success can be attributed to their dedication of software development and aggressively expanding their product offering. The national headquarters for INFOVISA is in Cornelius, North Carolina with offices in Denver, Colorado and Lincoln, Nebraska. For more information on INFOVISA please visit [www.infovisa.com](http://www.infovisa.com).

## **About ITS**

ITS is an innovative provider of equity and fixed income trading solutions to the bank trust wealth management industry. ITS is headquartered in Pittsburgh, PA and has offices in Newburyport, MA and Atlanta, GA. For more information visit [www.tradeserv.net](http://www.tradeserv.net).

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