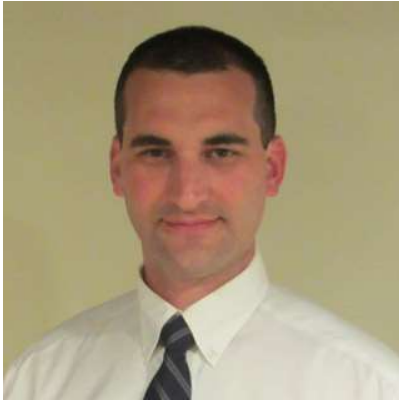


DATAIR client of the month – May 2018
“The systems have been easy to learn.”



In the spotlight this month is DATAIR client, Brian Kane, FSA, EA, MAAA, FCA, of Kane Pension. A native Floridian, Brian attended Georgetown University where he received a degree in Mathematics and rowed as a member of the Hoya Crew Team. Brian and his wife (who also happens to be an actuary) enjoy spending time with their four children (two daughters and twin three-year-old sons). In his free time, Brian can be found skiing with his family and coaching youth soccer.

Early in his career, Brian worked at several large actuarial consulting firms (Mercer and Buck Consultants) where he focused on large plans. From there he went on to work at a small TPA firm to gain experience in the small plan market and then, in 2015, founded his own company.

Going out on his own

Throughout his career, Brian had been exposed to various

pension administration software products. When selecting a software solution for his firm, he relied upon this knowledge as well as researched other providers in the marketplace. After exploring his options and receiving recommendations and endorsements from other DATAIR users, Brian selected the best software for his growing business – **DATAIR**.

End to End Software

Brian liked the fact that he could license just the modules he needed as he started and add more as his requirements changed. According to Brian, “DATAIR is a cost-effective solution that can scale up as I grow.”

Kane Pension started off with the Pension System (both DB & DC). Next, he added the Plan Document and Pension Reporter systems. Working with smaller plans, Brian likes the proposal capability the system offers which helps him design plans to maximize benefits for business owners.

Being on his own, Brian greatly appreciates the support he gets from DATAIR, not only on his actuarial questions but the IT support as well. He likes the **Send to DATAIR** feature which enables him to send a plan to DATAIR support so they can analyze his question and make specific recommendations.

Brian considers himself a cynic and admits he does not always trust software, but he acknowledged that the DATAIR products have proven to be accurate.

Easy to Learn

“The systems have been easy to learn,” said Brian. He also found the training classes to be very effective at enhancing his knowledge. His recommendation is to use the system for a bit before attending a training session. Brian appreciates how DATAIR support staff continually offer tips on the most efficient use of the software programs

Additionally, Brian is grateful for DATAIR’s prompt response time and attentive listening. He noted that even though Kane Pension is a small TPA firm, he always receives quick and accurate answers to his questions.

When asked if he would recommend DATAIR to others, Brian was quick to reply, “absolutely!” He added that “while everyone needs to do their own due diligence, DATAIR offers a great combination of software and service at a reasonable price.”

Thank you, Brian. We look forward to many more years working with you.