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MEDIA CONTACT  
Alexis Farraye  
Brian Communications  
484.385.2926  
afarraye@briancom.com

## PRESS RELEASE

### Graham Company Reinforces Commitment to Innovation with Strategic Hire and Partnership

**January 22, 2020 (Philadelphia)** – Graham Company, one of the country’s largest insurance and employee benefits brokers, today announced a number of initiatives that have underscored its commitment to being at the forefront of innovation. With the goal of providing the best possible client experience at its core, Graham understands the importance of embracing innovation in order to transform business and risk management operations.

This philosophy is what led Graham to invest in BrokerTech Ventures, the first broker-led investor group and accelerator program, designed to build the next generation of technology solutions for insurance agencies and brokers. As an investor partner in the program, Graham will collaborate with other leading companies in the industry to develop new solutions to improve customer experiences, streamline operations and reduce risks. Equally important, Graham will play an integral role in mentoring startup companies involved in the accelerator program, including testing and refining new technologies before they hit the market. The program is set to launch in February 2020.

“Today, we are witnessing an exciting new frontier for innovation in the insurance brokerage industry,” said Mike Mitchell, vice chairman at Graham Company. “Our motto is **Actions Matter**.® and our investment in BrokerTech Ventures reflects our dedication to harnessing new technologies to improve our clients’ bottom lines and enhance their safety operations.”

Recognizing the need for an individual devoted to ongoing technological advancements, Graham hired Michael G. McIntire, MBA, PMP, CISSP, as the company’s Chief Technology Officer. In this role, McIntire will lead the development of Graham’s technology strategy and manage its execution, working to develop solutions for employees and clients that expand Graham’s offerings and supports its continued growth.

McIntire joins Graham from MorganFranklin Consulting, where he served as Director of CIO Advisory. He has over 20 years of experience developing new solutions and transforming technology operations. More specifically, he has led enterprise scale projects to modernize

information technology services, maximize infrastructures with an emphasis on reducing complexity, enhancing security and reducing risks, and improving overall cost transparency.

“With the insurance industry at a crossroads in its pursuit of technological advancements, Graham Company has a unique opportunity to pioneer the brokerage community into new and promising territory,” said McIntire. “Through our shared passion for advancement, the potential is limitless for what we can accomplish together.”

The fruits of Graham’s internal innovation efforts are evident. The company created and continues to refine GrahamAlytics®, a fully customizable business analytics system that totals a client’s loss information from many sources into one snapshot – creating a claims trending tool into their overall loss experience that highlights areas of cost saving opportunities. GrahamAlytics® enables Graham’s clients in a wide range of industries to utilize their data to drive actionable insights that can improve their business culture, reduce their total cost of risk and improve their bottom lines.

“For more than 60 years, Graham Company’s success has been driven by a passion for innovation and always pushing to be better than the year before,” said William A. Graham IV, CEO and chairman at Graham Company. “These recent moves reaffirm our dedication to delivering the best possible service for our clients by leveraging modern and innovative solutions.”

### **About Graham Company**

Graham Company is one of the largest insurance and employee benefits brokers in the country, committed to enhancing employee safety and business viability through an action-oriented approach to risk management. In business for 60 years, Graham Company designs customized and effective property and casualty, surety and employee benefits programs for its clients to protect employees and prevent losses. With offices in Philadelphia, New York City and Washington, DC, Graham Company became 100 percent employee-owned through an employee stock ownership plan in 2017. Through its innovative insurance and safety training programs, Graham Company is redefining what it means to be an insurance broker. To learn more, visit [www.grahamco.com](http://www.grahamco.com).

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