

Automation - The Digital Work Place

THOMCO's efforts to be the leader in automation are apparent in the firm's "paperless" office environment, ImageRight, that offers incredible benefits in terms of productivity and work load monitoring. Furthermore, any carrier or re-insurer can access the files off-site at any time by using the internet.

THOMCO's rate and issuance system is INSTEC. The system will produce extensive and detailed statistical reports. INSTEC allows users to be connected by the internet and can issue policies in PDF format.

THOMCO's state-of-the-art agency management system, AIM, operates on a Sequel platform. AIM complements the other software programs like ImageRight and INSTEC.

THOMCO has recently been able to integrate data from AIM, ImageRight and INSTEC in a web portal referred to as VISION. THOMCO uses VISION to run custom designed real time reports on a wide range of data. Finally, THOMCO is developing VISION for use by its producers to access a host of data on their business in THOMCO's office – accounting, transactions status, expiration lists, etc. – via the Internet.

THOMCO has an internet site with various links located at www.thomcoins.com. This site has information on all programs. THOMCO's supplemental applications are available in PDF format. THOMCO is working diligently, however, to convert all of its program applications to interactive documents with drop down screens that can be completed on line.



Thomco's Key Leadership



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and
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30 Years of Experience

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Corporate
Summary



Corporate Summary

History

THOMCO was founded in December of 1977 by Roy S. Thompson. In 1979, Greg Thompson, CPCU, ARM, joined the firm, as its first full-time employee following two years in New York with Marsh and McLennan. Greg has served as the Chief Executive Officer for THOMCO since that time.

THOMCO, in the early years, was a wholesale operation that pursued a broad range of regional excess and surplus lines business. In the mid 1980s, Greg decided to refocus the company's efforts into niche programs on a national basis. By 1987 THOMCO became the National Programs Manager for the Reliance Insurance Company for a National Child Care program. THOMCO currently writes approximately \$160 million in premiums with just under 100 employees.

Today, THOMCO is a Program Administrator for 25 national target market programs. THOMCO's programs typically involve a customized package of coverages. Nationally, THOMCO is best known in the Child Care arena as the largest writer of Child Care exposures in the country and is also well known in the industry for having a leading product in the Senior Living, Medical Transportation, Pest Control, Social Service and Tanning Salon markets.

THOMCO, headquartered in Kennesaw, GA, also has branch offices in Kansas City and Minneapolis. Thomco boasts an experienced and well trained staff. Many of the underwriters have years of carrier experience.

Continuous Improvement

THOMCO is totally committed to what the Japanese refer to as "Kaizen", otherwise known as Continuous Improvement, which is a process focused on progressive improvement of a product or service over a period of time. Realistic improvement targets are set monthly and action is taken when they are not met. These charts are posted in Thomco's breakroom and updated monthly. Thanks to Continuous Improvement, Thomco's service standards far exceed that of its competitors.



Marketing

THOMCO focuses its marketing efforts on national trade media and direct mail advertising to producers and prospective insureds to generate business. THOMCO also strategically brands every program with a product logo designed for a specific niche. This initiative allows for easy recognition of Thomco's products.



Risk Management

THOMCO has a risk management staff to ensure that the insureds of all of THOMCO's programs have 24-hour access to loss control resources and support.

Underwriting

THOMCO is the only Program Administrator in the country that has two full time internal auditors. THOMCO's auditors provide monthly underwriting and compliance audit scores which are used to measure and improve upon underwriting and compliance results.



Distribution Network

THOMCO's producer network spans the fifty states. Bob Scaglione, THOMCO's Senior Vice President of Business Development, has played the key role in the appointment of over 4,000 independent agents that have contracts with THOMCO. Bob's criterion is that a THOMCO appointed producer must represent two standard carriers and have commercial insurance volume with each carrier. These producers must also carry Errors and Omissions Insurance Coverage of \$1,000,000 occurrence / \$1,000,000 aggregate.

Conclusion

THOMCO's goal is to be a great company. Thomco defines a great company, both as a company that is great to work for and to do business with. By taking care of its internal and external stakeholders, THOMCO believes that the company will continue to grow and be successful for years to come.

For More Information Feel Free to Call Us

800.476.4940

www.thomcoins.com