



Media Contacts:

Chelsey Gross
Graham Company
215.701.5295
cgross@grahamco.com

Tana Rusitanonta
TrustLayer
media@trustlayer.io

Graham Company Partners with TrustLayer to Offer Clients its Innovative Solution for Vendor Compliance

PHILADELPHIA, PA – June 17, 2021 – [Graham Company](#), one of the country’s largest insurance brokers and employee benefits consultants, today announced its partnership with [TrustLayer, Inc.](#), a next generation solution provider for compliance tracking. The partnership will enable Graham to offer the secure platform, which automates the vendor compliance process, as a value-added service to its roster of clients. By verifying insurance coverage and other compliance documentation of clients’ third-party business partners in real-time, their vendor risk can be efficiently reduced.

Launched in 2018, TrustLayer leverages robotic process automation, artificial intelligence and machine learning to simplify previously error prone and time-consuming workflows for third-party compliance tracking. On average, insureds see a 60-70% increase in compliance in the first month using its technology.

“We are excited to offer our clients TrustLayer’s industry-leading technology as a complement to our current offerings,” said Mike McIntire, Chief Technology Officer at Graham Company. “We pride ourselves on being their true risk management partners and with TrustLayer, we’ll be able to facilitate this from a third-party vendor perspective, as well.”

“We’re proud to partner with Graham Company and support its ongoing efforts to meet the needs of clients through technology and innovation,” said John Fohr, co-founder and CEO of TrustLayer. “We look forward to seeing the efficiencies the platform brings for its clients.”

Earlier this year, as part of its engagement with BrokerTech Ventures, Graham joined 20 other top 100 insurance agencies in the United States in a round of seed financing for TrustLayer that totaled \$6.6 million. TrustLayer used the funding to support the development of its digital proof of insurance solution enabling companies to automatically validate their business partners have the correct coverage.

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.

About TrustLayer

TrustLayer is a collaborative risk management application that helps reduce friction between businesses. Companies can automate the verification of insurance, licenses, and compliance documents of their business partners (i.e., vendors, subcontractors, suppliers, borrowers, tenants, ridesharing and franchisees). For more information, visit <https://trustlayer.io/>.