

THINKFIND TECHNOLOGY CUTS PREMIUM COSTS AND SPEEDS UP RENEWALS WITH TECHSERVE BUSINESS INSURANCE



COMPANY OVERVIEW

Thinkfind Technology Services is an IT Staffing and Consulting firm with a focus on delivering service excellence. The technology segments that are central to their firm include Software Engineering, Cloud Technology, Cybersecurity, and Data Analytics. Additionally, it's a long-term TechServe Alliance member.

CHALLENGE

Generic insurance providers aren't specialized at rating risk specific to tech staffing firms

For Thinkfind Technology, the annual business insurance renewal process was a dreaded, tedious, time-consuming ordeal.

- Their coverage often resulted in higher premiums because the generic insurance providers they worked with were not specialized at rating risk specific to tech staffing firms.
- The process for business insurance renewal required inputting excessive amounts of data, much of which didn't apply to their specific business needs.
- Policies, while adequate, didn't address the business nuances of a tech staffing firm, so additional costs were incurred due to the lack of specialization in the coverage.

Being an active TechServe Alliance member, an association that focuses only on the technology staffing industry, they considered the TechServe Alliance Business Insurance Program as an option and requested a quote.

SOLUTION

The TechServe Alliance Business Insurance team facilitated an intake process that was far different than what Thinkfield had experienced in the past. Due to their tech staffing expertise, the TechServe team was able to pre-fill applications with pertinent data and select coverage areas particular to Thinkfield's needs, eliminating the excess and redundant parts of the process. With a seamless proactive approach, the time to secure coverage was dramatically reduced.

“It was clearly a different insurance renewal process when we began working with Don and his team. With their tech staffing experience, we can maintain critical policies with no headaches: we get cost-effective coverage in a timely way from a super-responsive team that understands our business. While I like to avail myself of the personalized customer service, it's good to know that there is also technology available to us through the online portal system that allows for access to information, like COIs, that we might need in real-time. It's a value-add to an already great service.”

~ J. Jeffrey Hallan, President, Thinkfind Corporation



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In addition to time-saving, the ability of the TechServe team to select and cost out coverage that included risk assessment specific to the Thinkfield's needs as a tech staffing firm resulted in significant cost savings at the onset which has since carried over annually.

RESULT

- 25% initial savings on premiums
- Expedited COI deliveries
- Reduced administrative time during the application process
- Personalized customer service and support

The initial switch to TechServe Alliance Business Insurance resulted in savings of nearly 25% in coverage premiums from the previous provider. The attention to specific coverage needs and the elimination of unnecessary add-ons continue to result in lower costs each year. Additionally, with pre-filled applications and quick communication, the TechServe team could deliver Certificates of Insurance (COI) in 10 minutes or less.

The reduction in time and resources to switch providers and secure lower-cost coverage in 2015 was so seamless and turnkey that Thinkfield is entering its 8th consecutive year of renewal with the TechServe Alliance Business Insurance Program.

The company views the TechServe Alliance Business Insurance team as a reliable, valued business partner that is proactive each year in facilitating the insurance renewal process. Direct access to the TechServe team the switch to TechServe Alliance Business Insurance offered the member unprecedented customer service through personalized attention and support.

About TechServe Alliance

TechServe Alliance is the national trade association of the IT & Engineering staffing and solutions industry. IT & Engineering staffing and solutions firms count on TechServe Alliance to keep their leadership informed, engaged, and connected. TechServe Alliance serves as the voice of the industry before the policymakers and the national and trade press. By providing access to the knowledge and best practices of an entire industry and tapping the "collective scale" of its members TechServe Alliance supports its members in the efficient delivery of best-in-class IT & Engineering staffing and solutions for clients and exceptional professional opportunities for every consultant.

Want to learn more about the TechServe Alliance Business Insurance Program?

Contact Insurance Advisor

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