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Chief Operating Officer

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To whom it may concern:

I am writing this note to personally recommend ESIX/Mike Price (ESIX) if you are considering a risk management/insurance advisor/insurance brokerage firm. ESIX has been a client of **ATP Tour** for the past 20 years. They initially helped us place selected insurance coverage's and over time have evolved to handling much of our risk management and all of our insurance needs.

ATP Tour is a complex worldwide sports association. Headquartered in Ponte Vedra, Florida we have offices in London, Monte Carlo, and Sydney. In addition to the managing the exposures created by our corporate organization and international offices, ESIX has designed and implemented a Tournament Liability Program which provide specialized insurance coverage for our events, which total over 60 and are held in 30 countries around the world.

Male professional tennis players are also part of our association. They create a unique risk as they are independent contractors living in numerous countries, traveling on a global basis participating in events worldwide. I challenged ESIX to create a comprehensive medical program for our players to be administrated on a worldwide basis. The challenge this presented was enormous; treatment in multiple countries, translation of medical records, conversion of currency, 24 hour coverage as there is no workers compensation coverage, etc. ESIX was successful in designing and implementing such a program which has now been in place for over 20 years.

The real test for any risk manager\insurance broker is how they manage the inevitable claim. Over the years we have had our fair share, some large, some small. ESIX has done an outstanding job of managing the claims process, acting as an information conduit between us and the insurance provider and consulting with us on strategy to reasonably finalize the claims process and settlement.

I would highly recommend ESIX to any sports organization.

Regards,

Philip (Flip) Galloway  
Chief Operating Officer