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**MEDIA CONTACT**

Patrick Hull  
VP, Marketing & Communications  
Woodruff-Sawyer & Co.  
415.399.6488  
phull@wsandco.com

## WOODRUFF-SAWYER CONTINUES TO EXPAND MARKET SHARE AMONG TOP 100 VENTURE CAPITAL FIRMS

San Francisco, California – September 26, 2011 – Woodruff-Sawyer & Co. continues to expand its leadership position in the venture capital sector. They announced today that they represent nearly 25% of the Top 100 venture firms as ranked by AlwaysOn, including 50% of the Top 100 with offices in Silicon Valley.

“We have had great success working with larger venture capital firms because of our deep sector expertise and unwavering commitment to our clients,” said Bill White, Senior Vice President and founder of Woodruff-Sawyer’s Venture Capital Group. “Creating solutions to the problems faced by larger firms helps us provide better alternatives for firms of all sizes, both large and small.”

Woodruff-Sawyer has been working with members of the venture capital community since 1996. Their Venture Capital Group was formed in 2001 and the group’s client list has steadily grown to include over 100 firms. Woodruff-Sawyer provides Management Liability, Property & Casualty and Employee Benefits insurance to firms of all sizes. Their continued growth has led the firm to be ranked by Tillinghast Towers Perrin as the nation’s #1 Broker for Non-Bank Financial Services firms on two separate occasions.

About Woodruff-Sawyer & Co.

Woodruff-Sawyer is one of the largest independent insurance brokerage firms in the nation, and is an active partner of International Benefits Network and Assurex Global. For more than 92 years, Woodruff-Sawyer has been partnering with clients to implement and manage cost-effective and innovative insurance, employee benefits and risk management solutions, both nationally and abroad. Headquartered in San Francisco, Woodruff-Sawyer has offices throughout California and in Portland, Oregon.

For more information, contact Bill White at 415-399-6343 or [bwhite@wsandco.com](mailto:bwhite@wsandco.com).

**Insurance Services**  
**Risk Management**  
**Employee Benefits**

☎ 415.391.2141  
☎ 415.989.9923

50 California Street, Floor 12  
San Francisco, CA 94111

CA License 0329598  
AN ASSUREX GLOBAL & IBN PARTNER

[www.wsandco.com](http://www.wsandco.com)