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## **GovConNet Announces Strategic Partnership with The Insurance Exchange**

ROCKVILLE, MD – The Montgomery County Chamber of Commerce announced today that Joseph Buyalos, a Partner with The Insurance Exchange (TIE), has joined its Government Contracting Network (GovConNet). Mr. Buyalos has tremendous experience in designing and negotiating ultra competitive fringe benefit programs for his many government contractor clients over the 14 years he has been with TIE. He now heads up the firm's Employee Benefits practice and works with employers from 50 to 5,000 employees.

"GovConNet is delighted to partner with TIE and is honored to have Joseph Buyalos' expertise in the Federal contracting arena," said Georgette "Gigi" Godwin, President and CEO of the Chamber.

Mr. Buyalos is extremely knowledgeable in government contractor fringe benefits: price negotiations, underwriting, various funding arrangements, consumer driven healthcare, international benefits including War Risk countries, cafeteria plans, collective bargaining agreements, Service Contract Act, Davis Bacon Act, and taxation of benefits. "Our firm was founded by a Marine, and we bring 42 years of experience working with government contractors. While the contracting business is extremely competitive we have been able to help our clients have more than their fair share of wins by squeezing the absolute best value out of the fringe benefits package while never sacrificing quality and by helping support the Human Resources Department comply with the many challenges unique to government contractors. We provide the high level of service, technology tools, and support that are required to keep up with a growing government contractor with employees around the globe. We are also very excited to be launching the GovConNet Benefits Survey which will give government contractors throughout the region and the country access to real-time benefits benchmarking data at no cost to Survey participants" said Buyalos.

The Insurance Exchange joins Venable, Deltek, PNC Bank, PilieroMazza, Mountaintop Marketing, Aronson & Company, TBS, TD Bank, Aronson Capital Partners, Lockheed Martin, Catapult Technology, and Watkins, Meegan, Drury & Company to help businesses with every facet of the Federal contracting process, including financial management; hiring and retention; procurement law; contracting rules; protecting assets; due diligence in teaming; auditing and corporate compliance; optimal exit strategies; and now ultra competitive fringe benefit packages and other insurance consulting services.

### **About The Insurance Exchange, Inc:**

The Insurance Exchange is a large regional high service insurance brokerage and consulting firm specializing in government contractors. Our areas of specialty range from employee benefits consulting to commercial property and casualty, retirement plan services, safety and loss control, bonding, risk management, claims management, HR compliance, and wellness programs. [www.TIE-inc.com](http://www.TIE-inc.com).

### **About the Montgomery County Chamber of Commerce:**

The Montgomery County Chamber of Commerce serves its 500+ business members by providing opportunities to connect with one another and by advocating for an improved Maryland business climate. The current Chairman of the Board is Dr. James Whang, former President and CEO of defense contractor AEPLOG. For more information about the Chamber, visit [www.mcccmd.com](http://www.mcccmd.com).

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