

Note: C12 is about the community. That is why we meet in our groups. However, there is a broader community of C12 members throughout North Texas. Look for a series of introductions that you can use to get to know others that share the bonds of C12. – Tom Hawes, Joe Galindo, Mike Gullatt, Tom O'Dwyer

C12 GROUP	C12 GROUP NORTH TEXAS COMMUNITY	
MEET THE MEMBER – ROBBY MCCOLLOM C12 GROUP OF MCKINNEY		

Meet Robby McCollom (C12 McKinney)

Robby has been married to his beautiful bride and best friend Jennifer for 27 years. They have three children: Colton, (23) assistant controller at Waste Connections, Sydney, (20) sophomore at Oklahoma State University, and Carter, (17) a junior in high school. They live on a ranch in Princeton, Texas. Robby is the co-founder/owner of TriTech Software in Allen.

Where did you grow up? Where are your roots?

I was born in Dallas and spent most of my childhood in Garland. I attended South Garland High school and went on to the University of North Texas to earn a master's degree in accounting.

What are some of your favorite things?

Jesus. The outdoors. Big trees and animals (we have dogs, cats, horses, goats, and cows). I love working hard with my hands. I love to spend time outside hiking, hunting, swimming, and playing football. This past



spring, my family went to Copper Mountain to go skiing for a long weekend. We met up

with some friends and enjoyed skiing during the day and visiting over dinner in the evenings.

How did you start your business/ how did you get to where you are now?

Right out of college, I started working for another software company. That company hired tax accountants and taught us some basic programming skills in their propriety language. I was placed in a small group that developed the tax calculation for Insurance Premium Tax. Microsoft came out with a new version of the Basic language, Visual Basic 3 (VB3), and I got a copy and started playing with it. It was easy to create a little Windows application, which I installed on one of my work peer's computer. This got me excited because the Premium Tax product I worked on ran in DOS. So, I started trying to make a small proof-of-concept for the Premium tax product in VB. I showed it to my boss, and he indicated that they had a programming group dedicated to rebuilding their platform in windows. I talked with my mentor and leader in the Premium tax group, and we all agreed to leave our current positions and start TriTech. This year we are celebrating 25 years.

How do you describe your mission and values?

Mission - Our mission is to serve the insurance industry with accurate, timely, and comprehensive premium tax software and services while developing lasting relationships with our customers and employees, and actively working toward improving our community and world.

Vision – Serve, Grow and Transform. We serve each other, our clients, our community. We want to grow in our relationships, mindset, skills, and processes. As we continue to serve and grow, we will transform ourselves, TriTech, our industry, community, and world.

We have five core values.



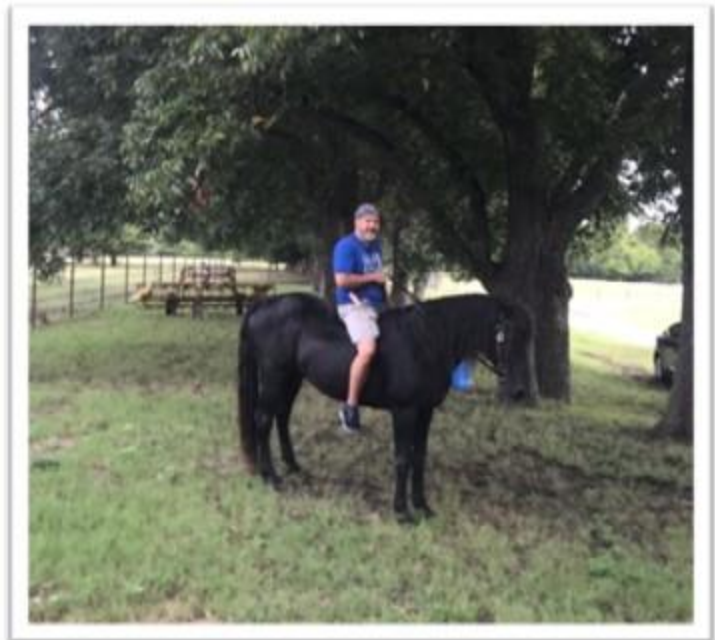
- **Faith:** Having inner strength and confidence based on our trust in God.
- **Family:** Caring for people beyond our business relationships and organizational ties and striving to maintain an emotional connection with our associates, customers, and suppliers.
- **Prayer Works:** Communication where we humbly and sincerely seek God's presence and knowing that He hears us, loves us, and will respond, though not always in a manner we may expect or desire.
- **A Passion for Old Fashioned Service:** We passionately seek to improve each customer's experience by listening and striving to exceed our commitments.
- **Deliberate Innovation:** Constantly looking for creative ways to evolve and find solutions, both in our office and for our clients.

What service does TriTech provide, and who are your primary customers?

TriTech provides Insurance Premium Tax software for state and local jurisdictions, Insurance Premium Tax compliance for state and local jurisdictions, and Insurance Tax consulting for state and local jurisdictions. Our primary customers are corporate insurance carriers.

How and why did you come to C12?

When Tom Hawes became a C12 chair, he regularly passed our Allen office and saw the sign in the front that said, "TriTech, a Christian Company." He naturally assumed TriTech would be his first client, so he dropped by and left his card. Tom continued to pursue us without any success. Finally, one day we bumped into him at a little seminar that Annie Fairchild (CPA) was putting on, and he convinced us to sit in on a group meeting. Afterward, it was easy to see the value C12 would bring to TriTech, through the learning of best practices, peer relations, advice and counsel, and using our business as a ministry. We also learned there are other Christian CEO's and owners trying to allow their companies to be used by Jesus. We were not alone. I have come to value the friendships, community, and experience that I



gather from my fellow group members.

How do you use your business as a ministry?

This is an area where C12 has helped TriTech gain significant growth. Before joining C12, we were already doing a few things like putting Christian company on our sign out front, having Bible study on Wednesday's, and partnering with Market Place Chaplains to serve our staff. Since joining C12, we now have a ministry team with a chair, an online prayer request option, a prayer room, scriptures on the walls throughout our building, a company logo, scripture on Invoices, Meals on Wheels participation, annual mission trips, RightNow Media access, and a family fund. We use these items and more to minister to our employees, their families, clients, vendors, our community, and the world.