sambasafety

Harnessing Technology for Transformative Growth:
How Bridger Insurance Achieved Unprecedented Growth in One Year

The Challenge

The Bridger Insurance team wanted to improve operational efficiency and increase the number of policies written from 25 policies per day to 600 policies per day. They knew technology could help their business and had invested in tools, but they were not using them efficiently. At the time, they were running Motor Vehicle Records (MVRs) on every policy and renewal, but the information wasn't checked until after the policy was bound. Their retroactive processes contributed to nearly $1M in annual losses (MVR fees/ personnel costs) in addition to bad debt from inaccurately priced policies.

BRIDGER

CASE STUDY

Bridger Insurance has serviced non-standard personal lines auto in Texas and California since 1974. Their commitment to continuous improvement since 2017 has allowed them to offer their agency clients innovative policy management systems, in-house claims administration and flexible underwriting programs.

> *You can't scale without efficiencies and automation. It's not possible.*
>
> — *Deane Silke, President, Bridger Insurance*

Maximize Your Efficiency and Elevate Underwriting Precision With SambaSafety's Comprehensive Solutions.

TALK TO OUR TEAM

2024

The Solution/The Results

Working closely with SambaSafety, Bridger Insurance reconfigured its underwriting processes to automatically run vehicle registrations on claims, including the fee calculation. Their underwriting process was also upgraded to analyze MVR data at the point of sale and to identify salvage titles before binding any policy.

By implementing SambaSafety's data solutions, including Activity Monitoring, Bridger Insurance was able to reduce their monthly MVR expenses from $80,000 to about $25,000, leading to a total annual savings of $900,000+.

SambaSafety was also able to provide Bridger Insurance with direct system integrations. This eliminated the need for employees to manually post expenses to claims files, saving about $60,000 in labor costs annually.

> "Most people just look at cost and think that's it. I look at the cost and ask, 'How do you make it better?'"
>
> — Deane Silke, President, Bridger Insurance

In 2023, Bridger Insurance surpassed their initial goal of writing 200 policies per day, to writing 600 policies in a day. They continue to write 200 to 250 policies per day in California and 40 to 50 policies per day in Texas, with the expectation that they will be writing 350 policies per day by the end of 2024 with the help of SambaSafety's real-time underwriting data.

What's Next?

Bridger Insurance and SambaSafety continue to collaborate to elevate their business results. Bridger Insurance is currently working to implement the SambaSafety RESTful API directly into their systems to further eliminate manual screening. We estimate that this will save approximately 60+ hours of manual work weekly, saving $80,000 to $100,000 annually.

Big Wins:

Their business grew **136%** from 2022 to 2023

Total savings of **$900K+** in MVR fees

$60K in savings from manual MVR process reduction

In total, over **$960K+** in savings annually thanks to SambaSafety efficiencies and automations

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SEGMENT AND PRICE WITH PRECISION

SambaSafety's data solutions help you access the right level of data at the right time with nationwide access to enriched license and violation data. Configurable services were designed to support dozens of unique use cases so you can accurately price auto policies.

Complete Coverage	Data Quality	Flexible Approach
50 State MVR and Data Solutions Coverage	Up to **95%** of Violations on an MVR, Provided Through Our Data Solutions	**Simple** and Flexible Pricing and Usage Model

By strategically pinpointing drivers requiring a more thorough examination, you'll uncover comprehensive insights into policyholders' exposure that elevate the accuracy of assessments and drive notable cost savings. This targeted approach empowers you to make informed decisions, minimize expenses and uphold a competitive edge.

DRIVER ASSESSMENT

For a comprehensive assessment of new and renewal business, our configurable solutions offer insurers the ability to accurately evaluate pricing risk, incorporating enriched license and applicant violation history data. Leveraging an extensive range of public and private data sources, we provide insurers with diverse options to align with unique workflows and risk appetites, enhancing underwriting data integration for confident risk assessment and pricing.

With interchangeable workflow options, you can choose which level of data you need and your risk thresholds.

Activity Indicator
For those preferring an MVR purchasing strategy based on driver records, distinguishing between those with and without incidents, the Activity Indicator emerges as a viable option.

Activity History
Our Activity History reports offer more intricate and valuable comprehensive data if you require nuanced driver segmentation based on major or minor violations with an added layer of detail. Experience the power of SambaSafety's configurable solutions to gain valuable insights into policyholders' exposure, ensuring you access the correct data at the right time for enhanced risk management and informed decision-making.

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