

One platform to click, quote and bind; reducing agent paperwork time

By Bigfoot Insurance

The insurance industry has not been known for its cutting-edge technology or automation in the past. The process of placing a single policy still involves dozens of painful steps between agents, brokers, MGAs underwriters, carriers and the insured. It's been this way for much too long.

Additionally, the traditional agency setting experiences a lack of adaptation and relies on the MGA wholesale world, who is also behind in adopting technology.

Hours are spent each week with the ping-pong game of paperwork between the insured, the carrier and underwriters; and as brokers experience any business uptick, they also fall victim to increased paperwork piles. More phone calls, emails and instant messages reduce margins to the point that all parties have to seriously consider entry into new or emerging product lines. Martin Burlingame knew there needed to be a better solution.

Introducing Bigfoot Insurance



As a division of One80 Intermediaries, Bigfoot is a web-based solution that allows agents to get instant indications, send submissions, chat with their underwriter, quote and then bind with ease; all housed within one portal.

The portal acts as a one stop shop for small to medium sized agencies who are focused on small commercial and personal lines. Bigfoot also works with independent and captive agents as well as aggregators, clusters and networks.

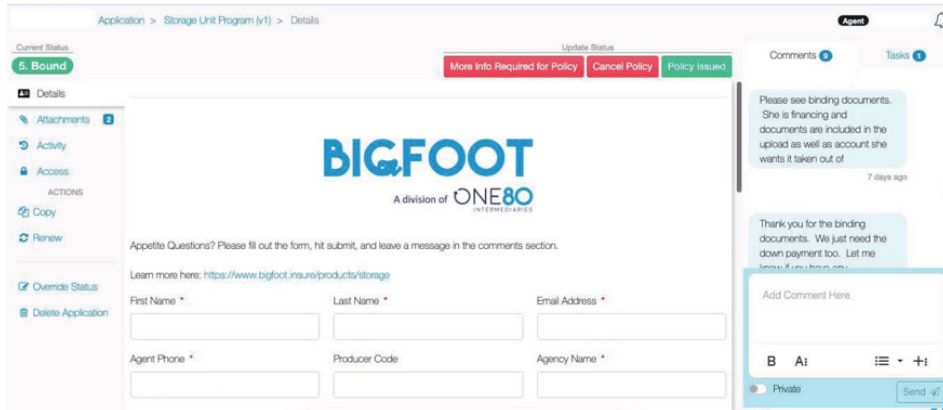
Bigfoot's sweet spots are hard to place risks including California homeowners' and other coastal areas. We also have programs for catastrophe prone properties such as Homes over \$1M, and wildfires zoned properties. In addition to high-risk homeowners', commercial contractors and professional liability, there are placements available for other hairy risks like: gooey duck farms, jewelry liability, EPLI for adult entertainment, artist in residency properties, tiny homes and temporary employees. "We definitely live up to the company tagline 'policies with hair'", says Martin Burlingame.



**Over 12,000 agents
using the portal**



**On average, portal saves agents
2.5 hours per application**



“We’ve grown 400% in the last two years with 60K+ submissions, over 15 lines of business and work with over 100 carriers. We are on track to release 3-4 new lines of business per quarter in 2021”

- Martin Burlingame.



WEBSITE

bigfootbinds.com

FOUNDED

2017

HEADQUARTERS

Colorado Springs, Colorado

OVERVIEW

Bigfoot Insurance was recently acquired by One80 Intermediaries. The Bigfoot portal is a proprietary web-based platform allowing retail insurance agents and brokers to click, quote and bind within a few minutes. Bigfoot specializes in hard to place risks like Tiny Homes, Short Term Vacation Rentals, Contractors, and various other “hairy” risks. As Bigfoot moves on into this year, Martin and the team look forward to harnessing the strength of One80 to offer additional markets, coverages and capacity to meet the evolving needs of our clients.