

# HOW BADLANDS SAVED 23%

ON THEIR

WORKERS' COMP



## **Meet Badlands Tank Lines**

What started as a one-man one-truck operation, is now one of the largest crude carriers in the country.

Because they work in a risky environment, they have excellent safety practices. Their actual claims frequency and severity performance is exemplary, but their workers' comp premium did not reflect this.



**THEN** 

PER YEAR FOR WORKERS' COMP

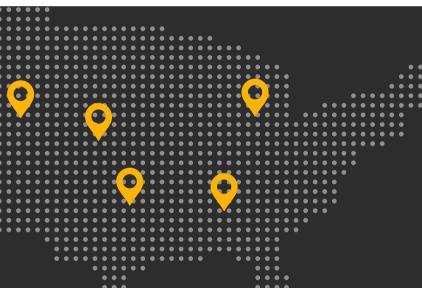


NOW

\$743,682 \$569,938

WITH INSURATE

\$173,744 LESS 23% SAVING



170 trucks **ACROSS 5 STATES** 







Crude oil

Propane

Butane

Y-grade

## How did we balance risk and rate?

#### We look at the details of each individual company.

Combining various data sources reveals where the real risks are. This granular intelligence meant a lower premium in states where they were superior, and a higher premium in the single region where there was greater likelihood of loss. We're now working with them to improve their safety measures in that region.

#### Other underwriters look only at the big picture.

A dangerous industry with potentially catastrophic consequences if something goes wrong.

NAICS I Geo + industry specific expected claims Bureau of Labor Statistics = Future Experience Mods 🕳 Claims mitigation benchmarking = Safety practices & programs = Employee training & certifications = Geo + industry specific severity = Geo specific frequency expectation & benchmarking

Business Demographics Prospect Website Payroll = Industry Class Codes Financials Acord App Questions Experience Mod (Emr) Loss Runs

Our Safe-Tier™ Index

1950s



"Insurate allowed us to significantly lower our cost of risk by recognizing our dedication and commitment to safety. The saving of over \$170,000 per year allowed us to reinvest into ourgrowing company."

**ROGER JOHNSON** 

CEO & Founder of Badlands Truck Lines

### Rebuilding workers' comp the way it was supposed to be

Workers' Comp Insurance Life Insurance Homeowners' Insurance **Auto Insurance** 

1980s

qualification

Score-based

1970s

1960s

**Behavior** modification

1990s

Aligned premiums

2000s

2010s

Data-driven

underwriting

2020s