



BetterView

How Quirk & Company Saw Better Results Using BetterView Drones

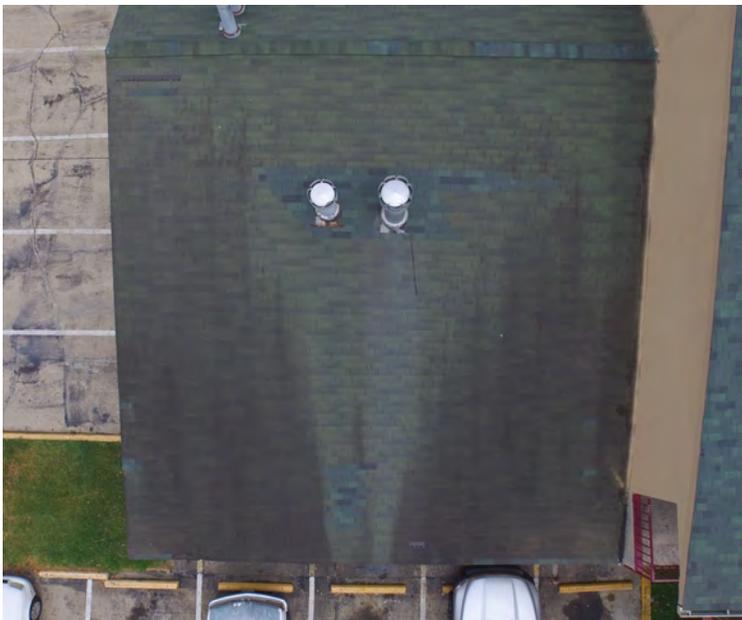
“We are more competitive when we see that the insured actually did replace the roof. A lot of insurance companies, don't know about BetterView... they haven't quite figured it out.”

Luis A. Vázquez, SVP at Quirk & Company



Quirk & Company's Challenge

Luis A. Vázquez, SVP at Quirk & Company, needed a new **solution to deal with his high-risk properties**, especially those in Texas. The months of June through October mean peak hail season in the state, where the damage caused during hail storms can change the conditions of a roof, and the value of the property, overnight. **Vázquez needed more reliable, up-to-the-minute data** about the roof of each property he managed.



Sequence of Events

- 1 Quirk & Company needed more reliable and accurate data for their high risk properties.
- 2 They went to BetterView to take advantage of drone-enabled building inspections.
- 3 BetterView was faster, more accurate and more cost efficient than other solutions.
- 4 Quirk & Company received detailed images and analysis.
- 5 They gained a competitive advantage with better data while the insured took care of the necessary repairs.



The Eye in the Sky Solution

Quirk & Company visited with BetterView to see for themselves the **value of drone-enabled building inspections** and to gain the ability to visit by proxy every property that they insured.

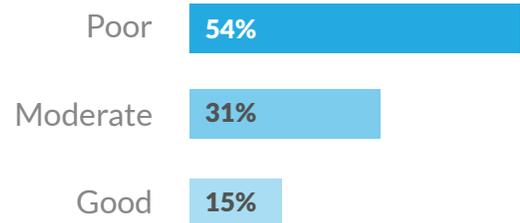
Vázquez was most impressed with the **speed, accuracy and cost efficiency** of this innovative technology. Drones cover a much wider area and sends back detailed images & analysis.



The Result

The result was a **massive competitive advantage** for Quirk & Company. Not only did the drones deliver better data for decision-making, but they also motivated the insured to make the necessary repairs instead of just patching over the damage. Vázquez summed up the value of BetterView drone imagery: **"All you have to do is save one roof and it has paid for itself—and I am sure we have already done that."**

85% of roofs inspected needed immediate attention:



Quirk & Company is a Managing General Agency (MGA) that serves independent agents and insurers. Our mission is to be an insurance leader with an uncompromising commitment to our customer, guided by the principles of integrity, service, security and stability. Since 1930, Quirk & Company has been providing quality service to independent agents in the South Texas area.

See for yourself!

Contact us to learn more.

<http://better.vu/pricing>

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