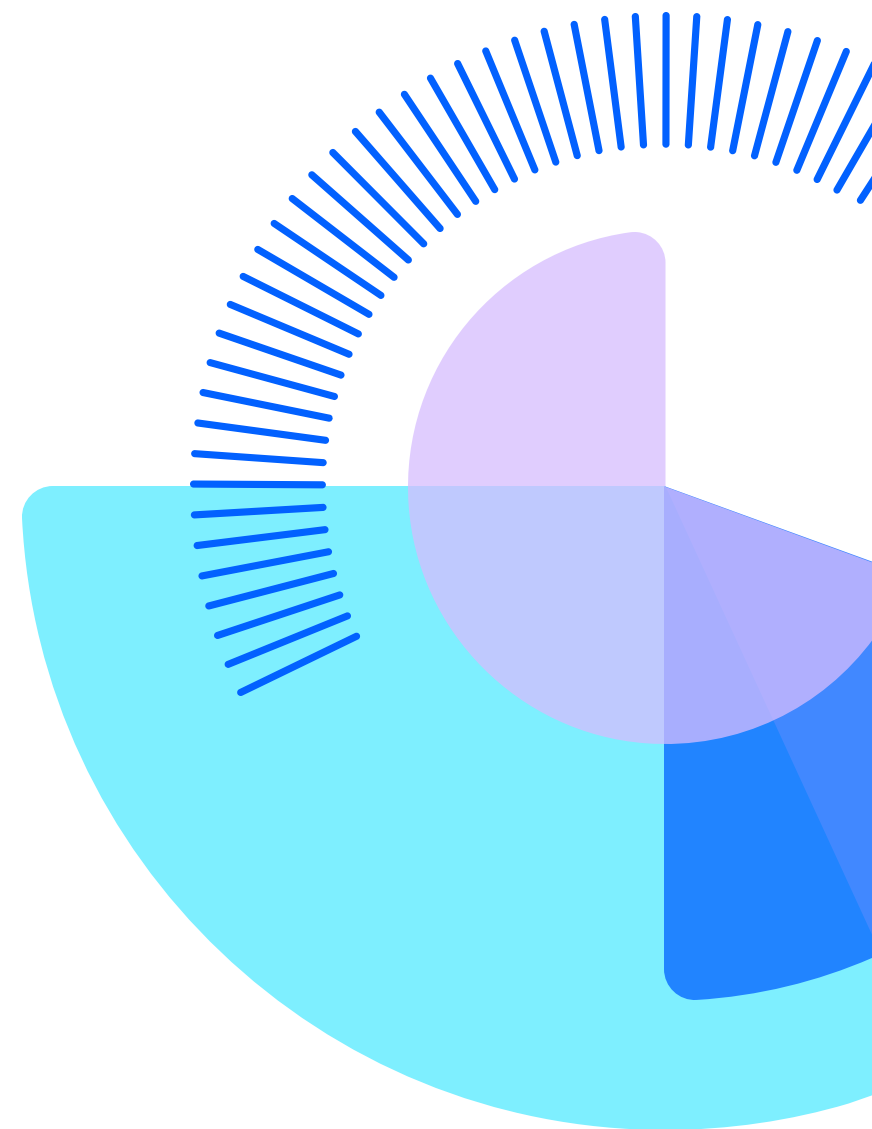




Ecosystem Partner Virtual Roundtable

October 8, 2025

verisk.com

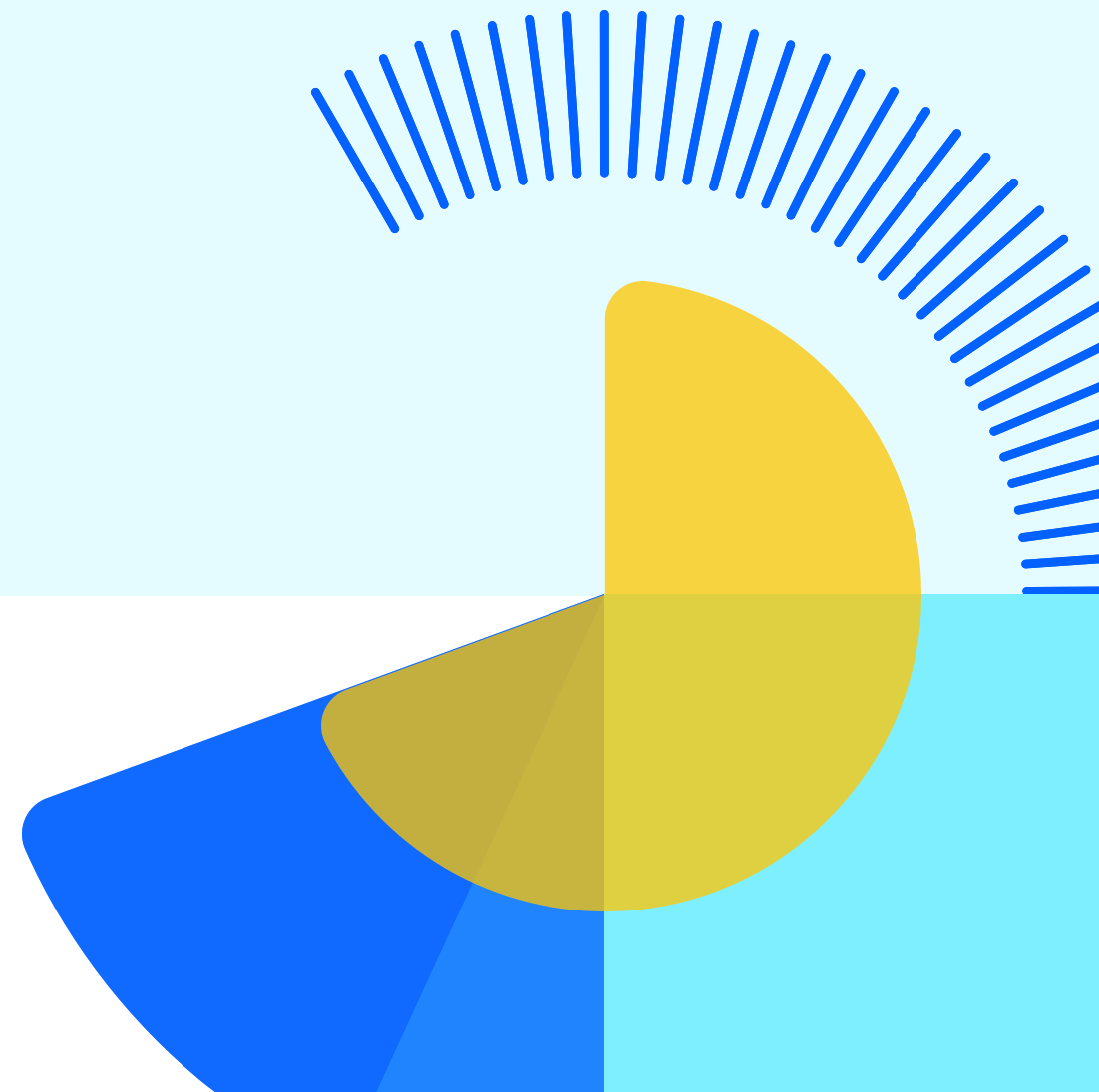


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1

Welcome

Jason Love
VP, Product – Property Estimation
Ecosystem



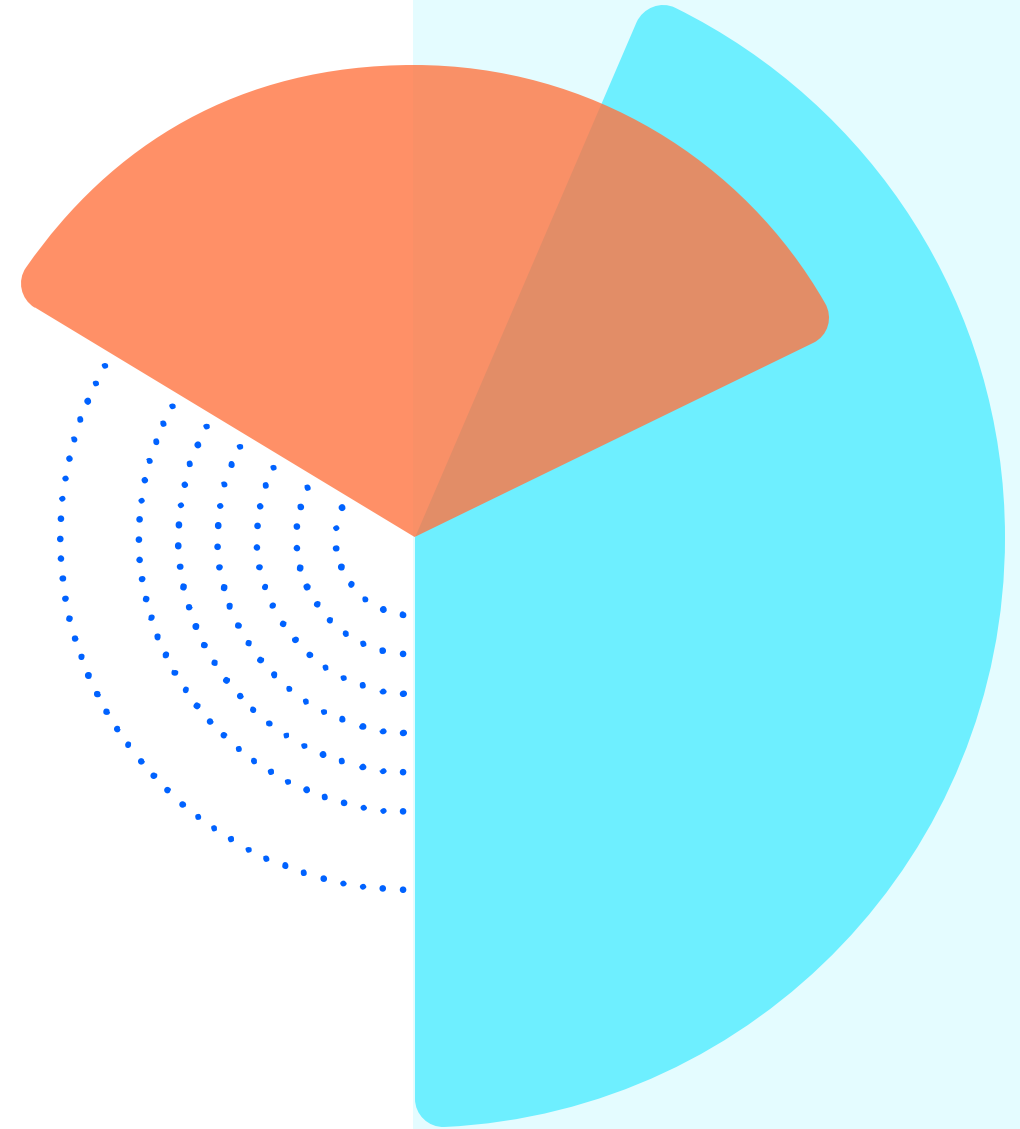
Verisk's Anti-Trust Statement

The purpose of this meeting is to update our ecosystem partners on our current progress and program updates. It is important to recognize that discussions both inside and outside of this meeting are subject to certain legal limits imposed by state and federal antitrust laws. These laws are designed to preserve and promote competition, and Verisk is firmly committed to compliance with the antitrust laws. No participant should discuss confidential business information relating to competition, including pricing, bidding, production, compensation, and any other competitively sensitive matters. Moreover, participants should not discuss any matter that violates the spirit of the antitrust laws or that could be perceived as doing so.

If at any point a member of this meeting feels that the course of the discussion is headed into an area that must be avoided under the antitrust laws, the member should interrupt the meeting and raise the issue immediately.

Today's agenda

- 1 **Welcome / Anti-trust Statement**
Jason Love - 5 mins
- 2 **Executive Update**
David Obert - 10 mins
- 3 **Marketing Update**
Brandon Clark - 15 mins
- 4 **Ecosystem Roadmap Update**
Ecosystem Team - 60 mins
- 5 **Partner Feedback Sessions**
Ecosystem Team - 30 mins

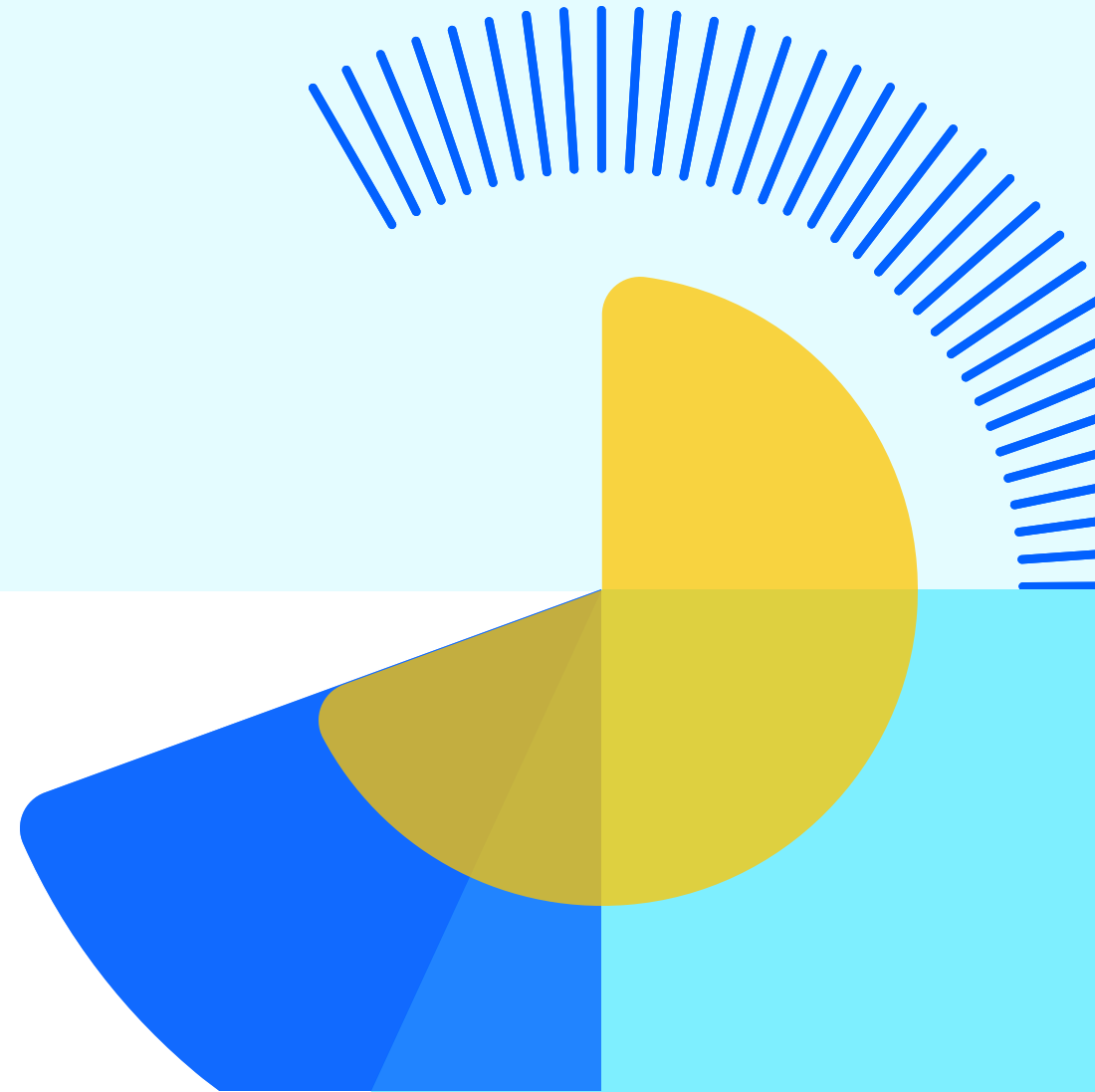


2 Executive Update

David Obert
Chief Product Officer

3 Marketing Update

Brandon Clark
Head of Partner Marketing



Partner Co-Marketing Toolkit

The Partner Co-Marketing Toolkit provides clear branding guidelines, messaging frameworks, and marketing resources to ensure consistent collaboration that strengthens both our brands.

Purpose:

- Align marketing efforts for maximum impact
- Maintain consistent brand representation
- Create compelling joint initiatives that leverage Verisk's market position

To Do & Not To Do

Do:

- Always co-brand with lead brand to lead brand.



Don't:

- Do not co-brand at the department, product or solution level/create a lock-up with the Verisk logo



Casualty
Solutions

"Get Started" Page

- Give users a clear understanding of how to setup the integration
- Page will be hosted on your own website
- Starting point and not a rigid template
- Due by November 14th

How to get the most from your "Get Started" page

1. Page title and introduction

Title: "Get Started with [Partner Product] + [Verisk Product] Integration"

Intro paragraph: Start with the challenge your users face every day. Then show them how your integration solves it and the specific value it brings to their business. Make the connection between their pain point and your solution clear.

2. Integration benefits and key features

Focus on what matters most to your users. Real outcomes that drive their business forward:

- **What you enable them to accomplish**—specific capabilities that make their work easier
- **Why it delivers results**—direct impact on their efficiency, accuracy, and profitability
- **How it improves their daily workflow**—time saved, processes streamlined, errors eliminated

3. Requirements

Be upfront about what users need before they start. Eliminate future surprises and roadblocks:

- Technical requirements or system specifications
- Prerequisites like existing accounts or access levels
- Any preparation steps that ensure smooth implementation

4. Step-by-step instructions to enable integration

We strongly recommend screenshots or short videos to clarify each step. Walk users through the complete process:

- How to enable or request the integration
- Essential configuration steps in logical order
- Where they'll find and access the integration once it's active
- What success looks like at each stage

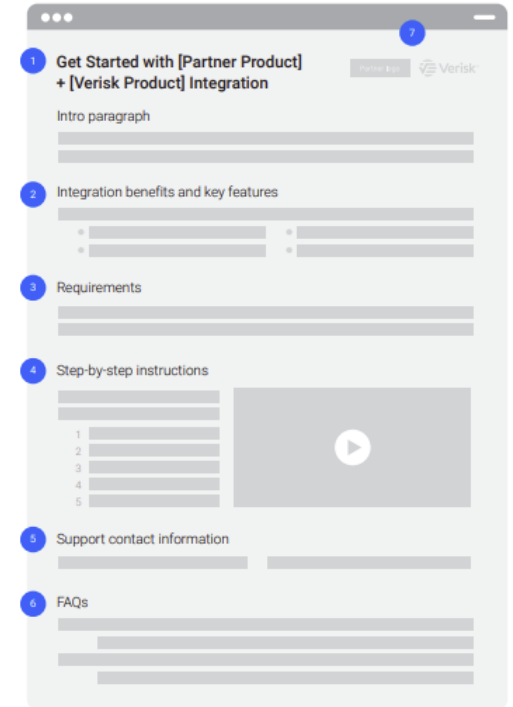
5. Support contact information

Make it easy for users to get help when they need it:

- Primary contact method (email, phone, or form link)
- Support hours and response expectations
- Self-service resources that solve common issues

6. FAQs or troubleshooting (optional)

Include this section when your integration involves multiple steps or addresses complex workflows. Focus on the questions that arise during implementation and that can derail success if left unanswered.



Page example

7. Branding elements

Required:

Your company logo

Optional:

Verisk logo to reinforce the collaboration.

See example below:



Equal Sizing/Spacing & Clear Space



Elevate 2026

February 9-12, 2026

- Attendee registration is now open
- Limited sponsor and exhibiting opportunities left
- Great opportunity to showcase your integration and services with our customers
- In-person roundtable
- Networking opportunities (Lake Effect, Jazz Game, Ecosystem specific happy hour)



Verisk Ecosystem Partner Badge

Why create a partner badge?

- Strengthen brand alignment
- Validate trusted integrations
- Provide partners with a visual "Stamp of approval"



Quick Poll!

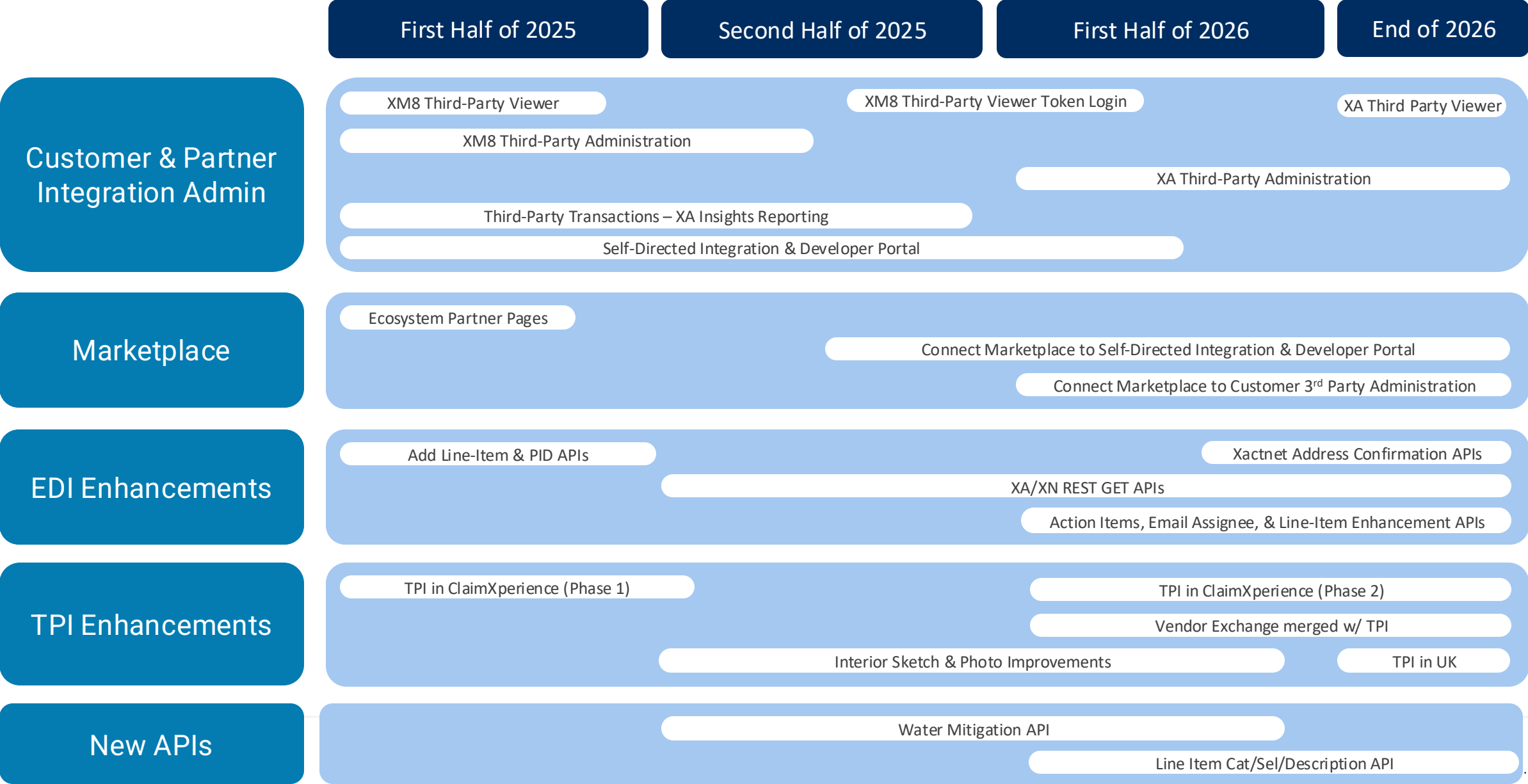


4

Roadmap Updates

Ecosystem Team

Ecosystem: 12-18 Month Roadmap

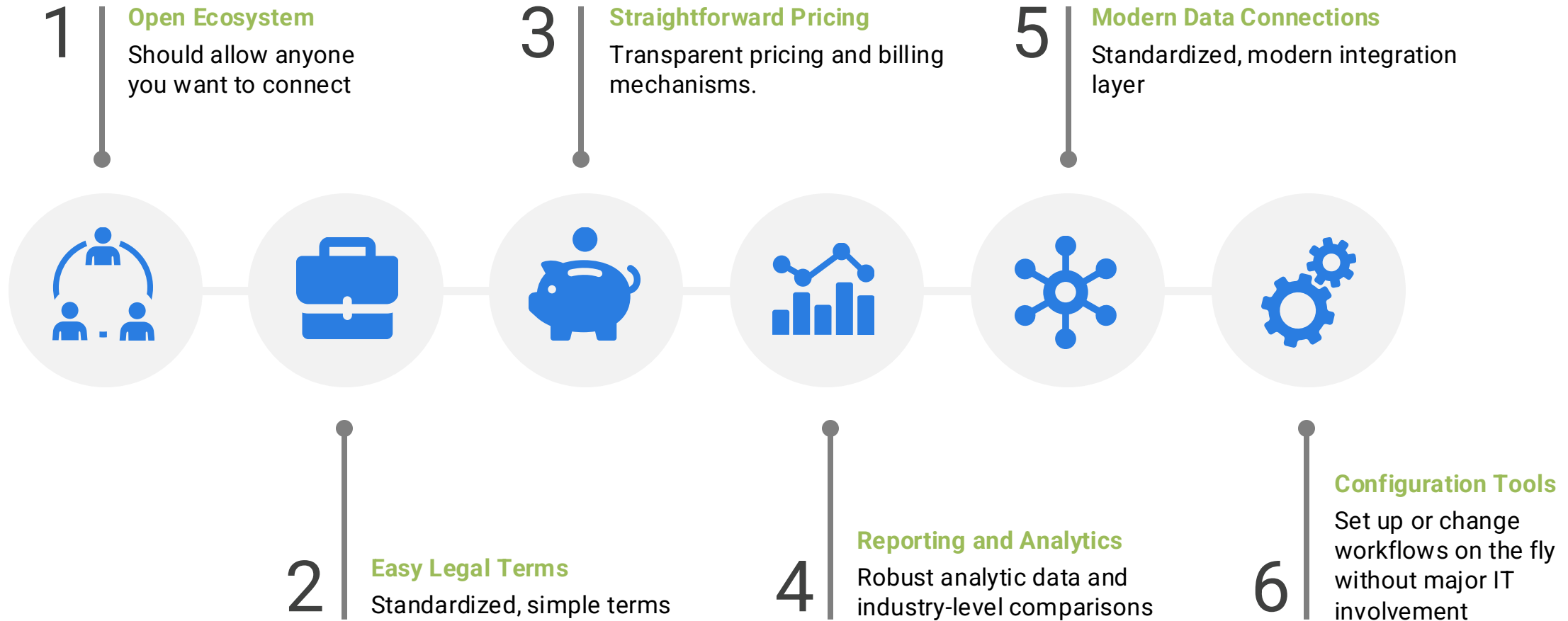


Ecosystem Updates

Tony Triola
Head of Ecosystem



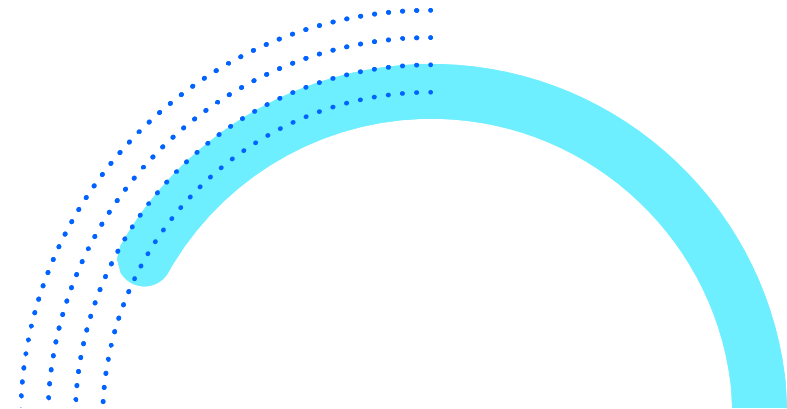
Building an Effective Ecosystem



Easy Legal Terms & Straightforward Pricing

Off-the-Shelf Workflows

- Claim Management System*
- Job Management System*
- Spatial Data Provider*
- Spatial Data Provider w/ Line Items
- Images or Reports Only
- Images or Reports Only
- Field Inspection
- Field Inspection w/ Line Items
- Water Mitigation
- Personal Property
- Third Party Pricing
- Quality Audit
- Quality Audit w/ Line Items
- Digital Repair Program



TPI Updates

Rachel Compton
Sr. Product Manager



Customer Integration Management

Xactimate Online Admin

Xactimate® Admin

Instances

Users

Profiles

Accounts

Internal

Help

Back to instances

Jason love

Preferences

Projects

Desktop updates

XactScope

Configuration

Statements

XactXpert

XactRebuild

Integrate

Q

Service provider	Enabled
 DIGSFACT	No
 EAGLEVIEW	Yes
 Encircle	Yes
 Geospan	Yes
 hosta AI	Yes
 Hover	Yes
 LOVELAND INNOVATIONS	Yes
 manicplan	Yes

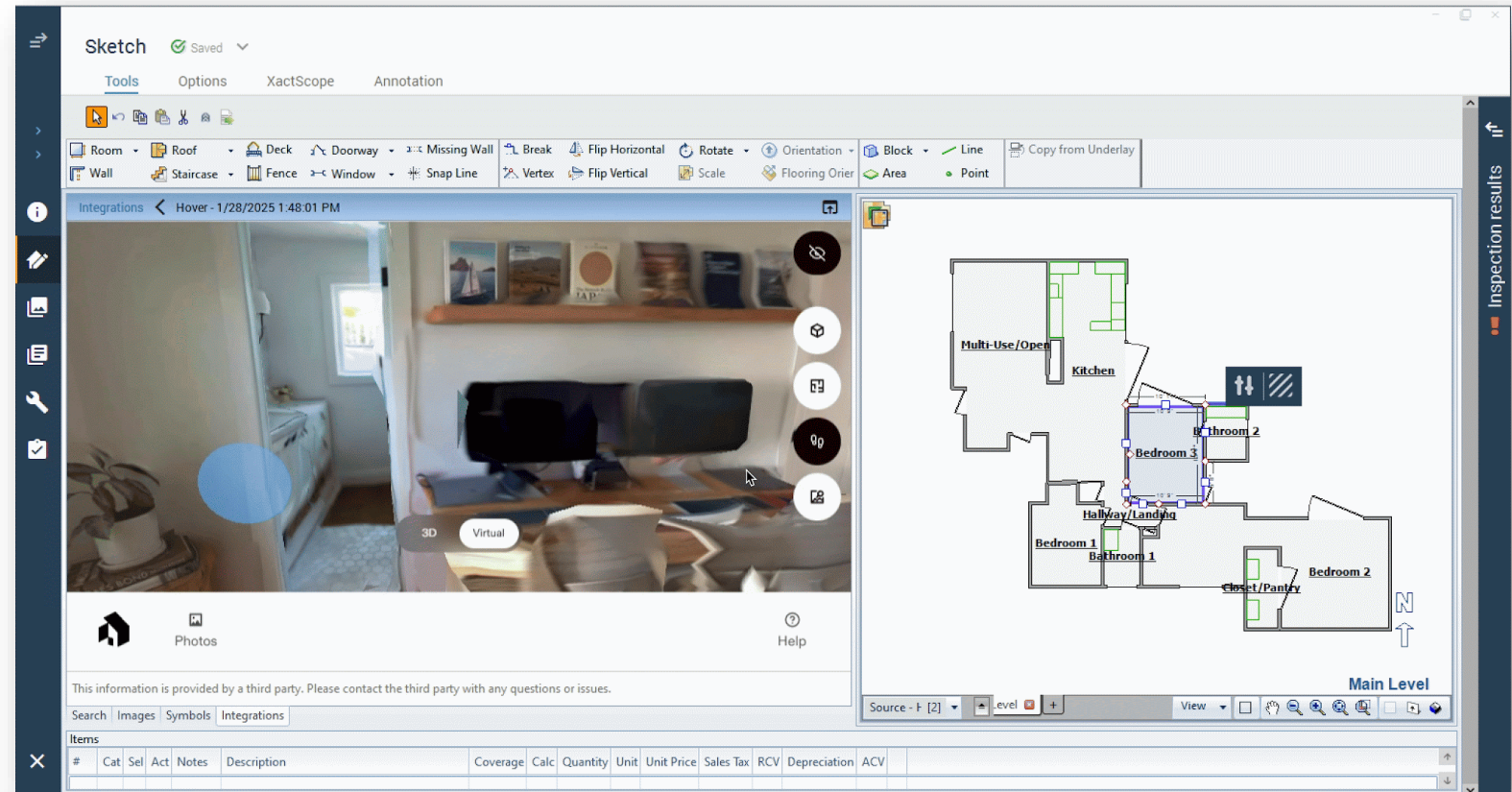
Rows per page: 25 1-14 of 14

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New TPI Capabilities

Xactimate Embedded 3rd Party Viewer

- A url is provided with Sketch payload allowing users to access project in the 3rd party portal
- Designed for 3D Walkthroughs provided by 3rd party
- Enhanced access to 3rd party data
- Adding authentication tokens for auto-login
 - ASIS-10296



TPI Line Item Updates – 2 years of Steady Progress

- Line-Item Notes
- Line-Item Details
- Price Over-rides
- MISC items
- Line Items without Measurements

Items																
#	Cat	Sel	Act	Notes	Description	Coverage	Calc	Quantity	Unit	Unit Price	Sales Tax	RCV	Depreciation	ACV		
					Carpeting											
6	FCC	AV+	-		Carpet - High grade	Dwelling	FLR_RMV	1511.03	SF	\$0.34	\$0.00	\$513.75	(\$0.00)	\$513.75		
7	FCC	PAD+	&		Carpet pad - High grade	Dwelling	F	1511.03	SF	\$1.04	\$81.07	\$1,652.55	(\$0.00)	\$1,652.55		
8	FCC	AV+	+	1	Carpet - High grade	Dwelling	FLR_RPL	1605	SF	\$5.83	\$571.34	\$9,928.49	(\$0.00)	\$9,928.49		
9	FCC	GD++	-		Glue down carpet - Premium grade	Dwelling	FLR_RMV	1511.03	SF	\$0.77	\$0.00	\$1,163.49	(\$0.00)	\$1,163.49		
10	FCC	GD++	+		Glue down carpet - Premium grade	Dwelling	FLR_RPL	1605	SF	\$4.62	\$459.63	\$7,874.73	(\$0.00)	\$7,874.73		
					Reordering Cabinets											
11	CAB	CUW24++	&		Custom cabinets - wall units - up to 24" tall - Prem grade	Dwelling	CABCUW24_0.LL	5.42	LF	\$436.80	\$145.96	\$2,513.42	(\$0.00)	\$2,513.42		
12	CAB	CUV++	&		Custom cabinets - vanity units - Premium grade- Modern	Dwelling	CABCUV_1.LL	6.67	LF	\$651.13	\$280.50	\$4,623.54	(\$0.00)	\$4,623.54		
13	CAB	CUV+	&		Custom cabinets - vanity units - High grade	Dwelling	CABCUV_0.LL	3	LF	\$396.00	\$73.03	\$1,261.03	(\$0.00)	\$1,261.03		

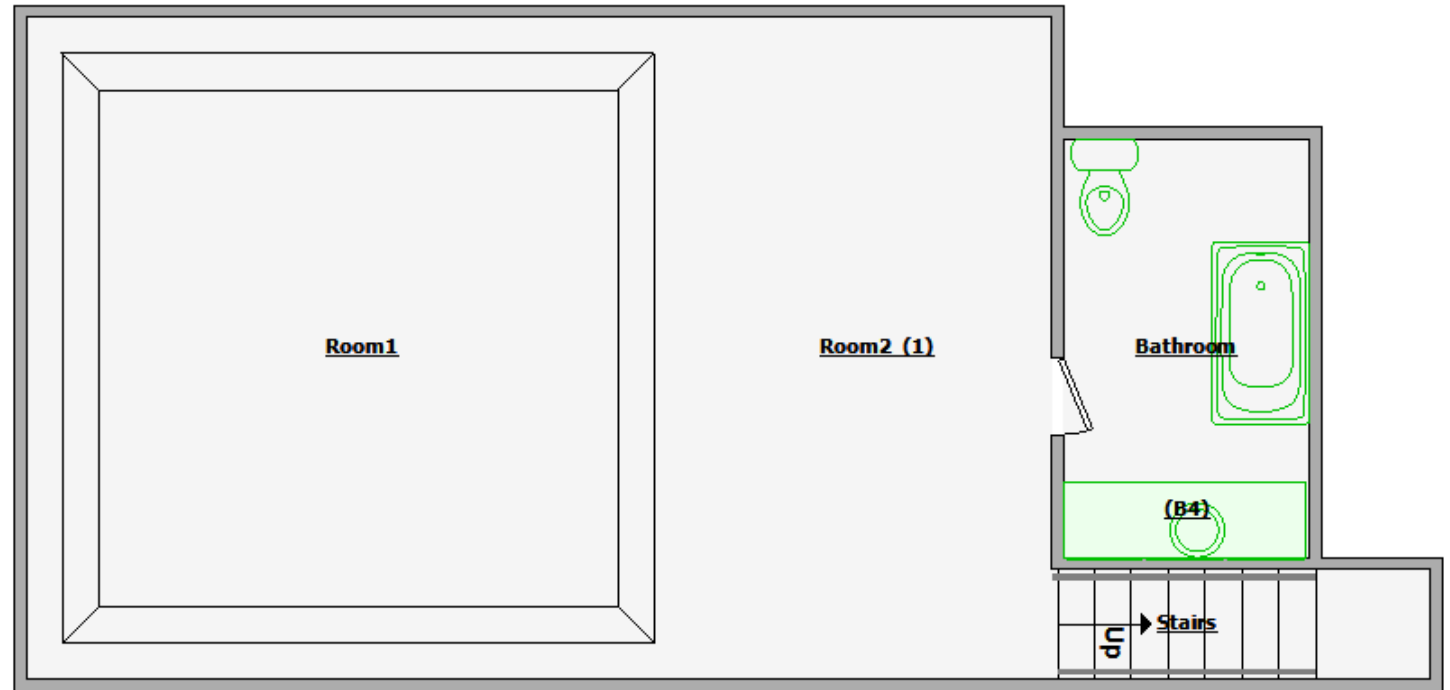
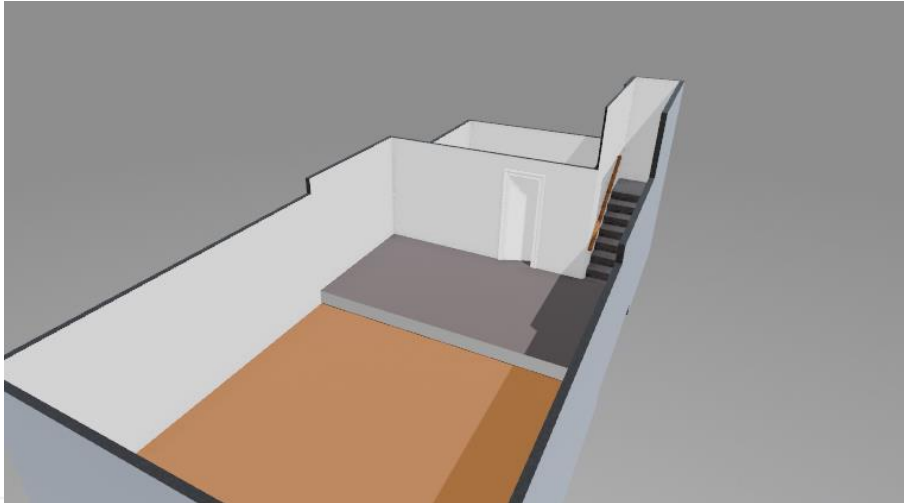
TPI Line Item Requests

- Support Note Grouping: ASIS-10511

Items																	
#	Cat	Sel	Act	Notes	Description	Coverage	Calc	Quantity	Unit	Unit Price	Sales Tax	RCV	Depreciation	ACV			
					Carpeting												
6	FCC	AV+	-		Carpet - High grade	Dwelling	FLR_RMV	1511.03	SF	\$0.34	\$0.00	\$513.75	(\$0.00)	\$513.75			
7	FCC	PAD+	&		Carpet pad - High grade	Dwelling	F	1511.03	SF	\$1.04	\$81.07	\$1,652.55	(\$0.00)	\$1,652.55			
8	FCC	AV+	+	1	Carpet - High grade	Dwelling	FLR_RPL	1605	SF	\$5.83	\$571.34	\$9,928.49	(\$0.00)	\$9,928.49			
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10	FCC	GD++	+		Glue down carpet - Premium grade	Dwelling	FLR_RPL	1605	SF	\$4.62	\$459.63	\$7,874.73	(\$0.00)	\$7,874.73			
					Reordering Cabinets												
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12	CAB	CUV++	&		Custom cabinets - vanity units - Premium grade- Modern	Dwelling	CABCUV_1.LL	6.67	LF	\$651.13	\$280.50	\$4,623.54	(\$0.00)	\$4,623.54			
13	CAB	CUV+	&		Custom cabinets - vanity units - High grade	Dwelling	CABCUV_0.LL	3	LF	\$396.00	\$73.03	\$1,261.03	(\$0.00)	\$1,261.03			

TPI Sketch Updates – 2 years of Steady Progress

- Room Subgrouping
- Staircases and Staircase Walls
- Ceiling Types
- Floor Heights
- FIF Validation (200 vs 201)



Sketch Backlog Requests

- ASIS-10485: Double Doors
- ASIS-10430: TPI Import Selection Details
- ASIS-10354: Image Folder Organization
- ASIS-9778: Arced walls, wall railing, and curved stairs
- ASIS-9779: Roof Grouping for Wireframe Roofs
- ASIS-9761: Image icon and vector in Sketch

TPI Updates & Requests

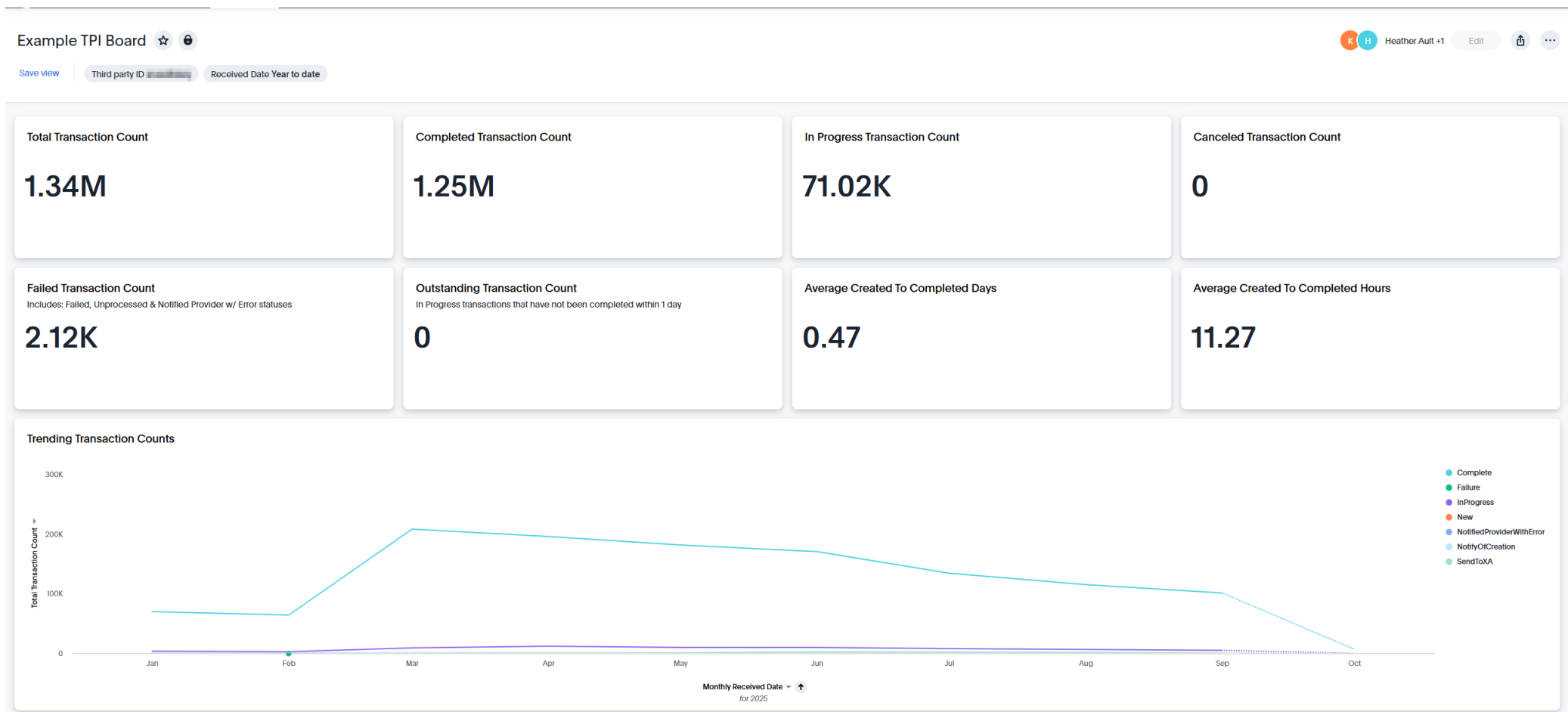
- QC Workflow (individual)
 - Push Data Workflow
 - Sending Links
 - Adding Statuses – in XM8
 - 201 Validation
-
- QC workflow (Multiple)
 - Exporting FIFs

Third Party Reporting

Karla Day
Partner Success Manager



New Third Party XactInsights Reporting



Water Mitigation API

Beth Goodman
Sr. Product Manager



Water Mitigation Services Link to Xactimate

- Equipment setup
- Ambient conditions Surface moisture levels
- Dry standards
- Runtime & performance



Digitally track water damage

API tracks exactly what equipment was used, where it was placed, and for how long.



Updated FIF file

Capture rooms, zones, surfaces and link them to psychrometric data for water mitigation jobs



Automate field reporting and reduce manual paperwork

Data connection to Xactimate centralizes data collection, estimation, billing, and reporting.



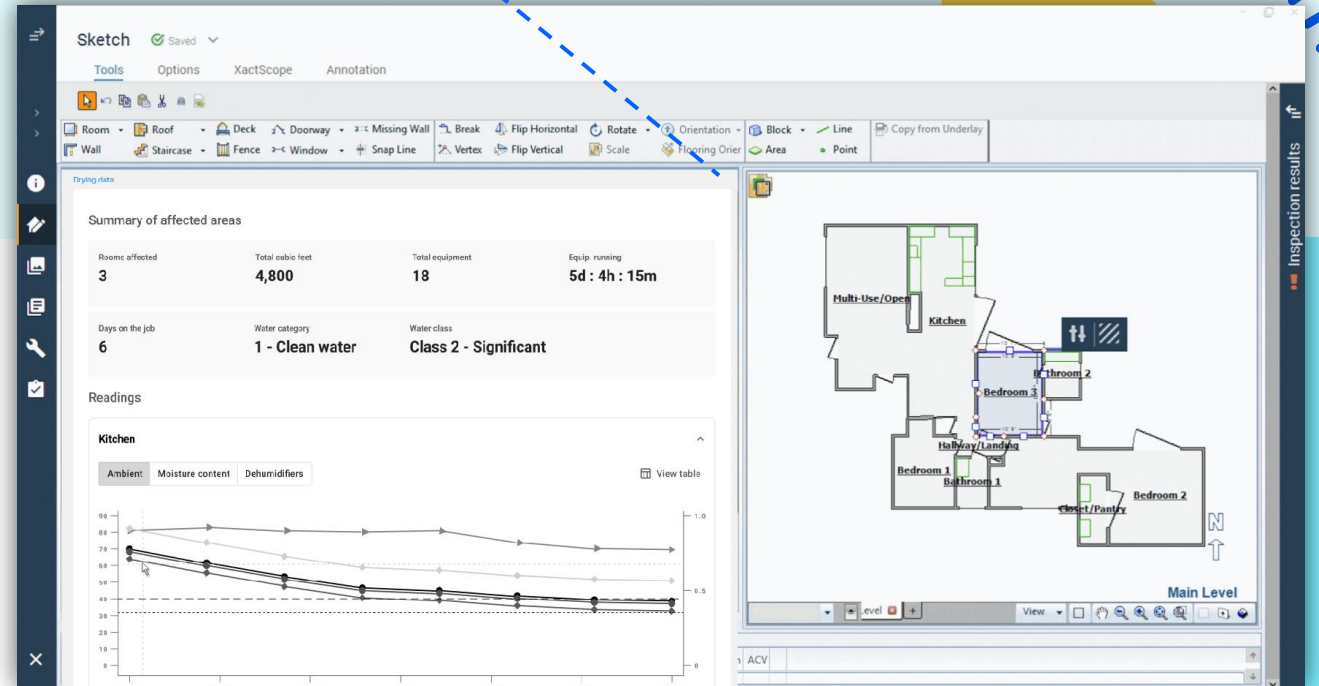
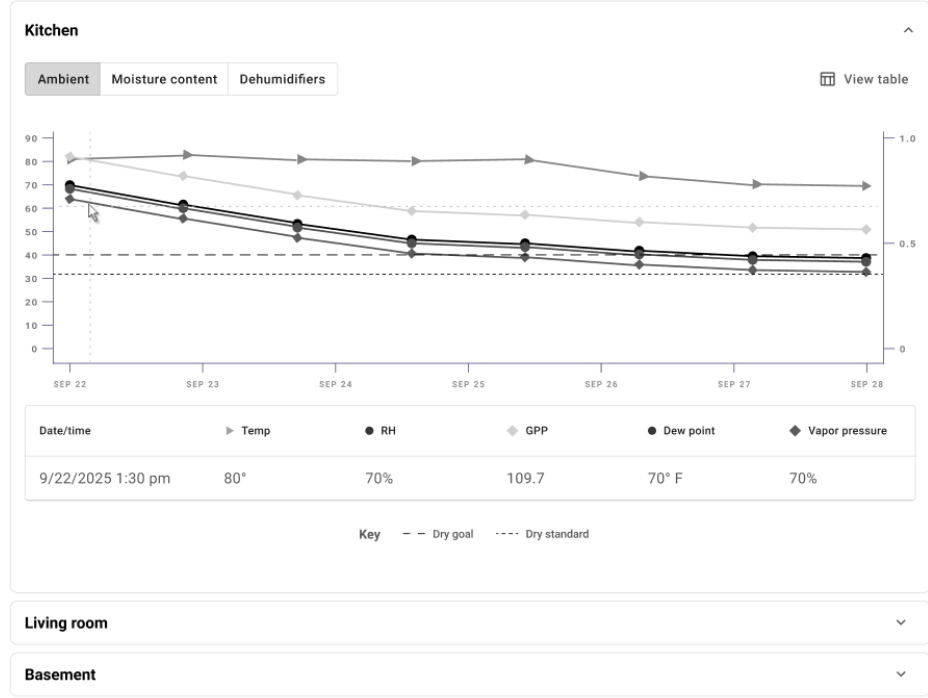
Run XactXpert rules on psychrometric data

Real-time XactXpert rules allow users to streamline workflows and prevent mistakes.

Summary of affected areas

Rooms affected	Total cubic feet	Total equipment	Equip. running
3	4,800	18	5d : 4h : 15m
Days on the job	Water category	Water class	
6	1 - Clean water	Class 2 - Significant	

Readings



XactAnalysis

- Water Mitigation Data can be uploaded to XactAnalysis
- Enabled at the dataset level

Assignments

Reports

Administration

Help

Leon Drenth

Safe Haven

Policy Number - Quick Search

SEARCH

Recently Viewed

XactAnalysis > Level 2 > Level 3 > Level 4

Detail Summary

Insured Name
Leon McKringleberry

Claim #
588611935717

Data Set
Safe Haven - Staff

Third Party
N/A

Internal ID
59238457

Assigned to
Pat Hawkins - ABC Adjusting

Enterprise ID
12345

Type of Loss
FIRE

Estimate Total
\$100,000.00

Job Type
General

CAT Code
N/A

Business Unit
Unit 4

Status
Correction uploaded

Returned

Delivered

Notified

Assigned out of the queue by Wendy Williamson - Safe Haven (wwilliamson@safehaven.com)

Created SWA

Line Item Advisories
10/200

Advisory Percentage
5%

Advisory Value
\$10,000.00

Percent of total
10%

Select an Action

GO

DETAILS

CLIENT/POLICY

MAP

ACTION ITEMS (5)

NOTES (5)

DOCUMENTS (5)

PHOTOS (5)

VIDEOS (5)

INVOICES (5)

SKETCHES

ACTIVITY LOG

CLAIMSEARCH

WATER MITIGATION

Mitigation Audit Report

<

Level Name - Zone Name

Level Name - Zone Name

Level Name - Zone Name

Level Name - Zone Name

Level Name - Zone Name

Level Name - Zone Name

>

Overview

Water Category	Zone Room Count	Total Cubit Feet	Air Movers Placed	Dehumidifiers Placed	Air Scrubbers Placed
1	4	5000.25	5	5	5
Water Class	Total Area	Affected Ceiling Area	Air Mover Operation Time (Days)	Dehumidifier Operation Time (Days)	Air Scrubber Operation Time (Days)
2	500 sf	100 sf	16	16	16
	Total Area Affected	Affected Floor Area			
	200 sf	100 sf			

Atmospheric Readings

Day	Room	Temp (F)	Relative Humidity	GPP
Day 1	Kitchen	65°	50	75
	Pantry	65°	50	75
	Living	65°	50	75
	Laundry	65°	50	75
Day 2	Kitchen	65°	50	75
	Pantry	65°	50	75
	Living	65°	50	75
	Laundry	65°	50	75
Day 3	Kitchen	65°	50	75
	Pantry	65°	50	75
	Living	65°	50	75
	Laundry	65°	50	75
Day 4	Kitchen	65°	50	75
	Pantry	65°	50	75
	Living	65°	50	75
	Laundry	65°	50	75

Saturation Readings

Day	Location-Material	Saturation	Material Surface Temperature
Day 1	KitchenWall1Wood	50	50
	KitchenWall2Wood	50	50
	LivingroomwallDrywall	50	50
	LaundryfloorTile	50	50
Day 2	KitchenWall1Wood	50	50
	KitchenWall2Wood	50	50
	LivingroomwallDrywall	50	50
	LaundryfloorTile	50	50
Day 3	KitchenWall1Wood	50	50
	KitchenWall2Wood	50	50
	LivingroomwallDrywall	50	50
	LaundryfloorTile	50	50
Day 4	KitchenWall1Wood	50	50
	KitchenWall2Wood	50	50
	LivingroomwallDrywall	50	50
	LaundryfloorTile	50	50

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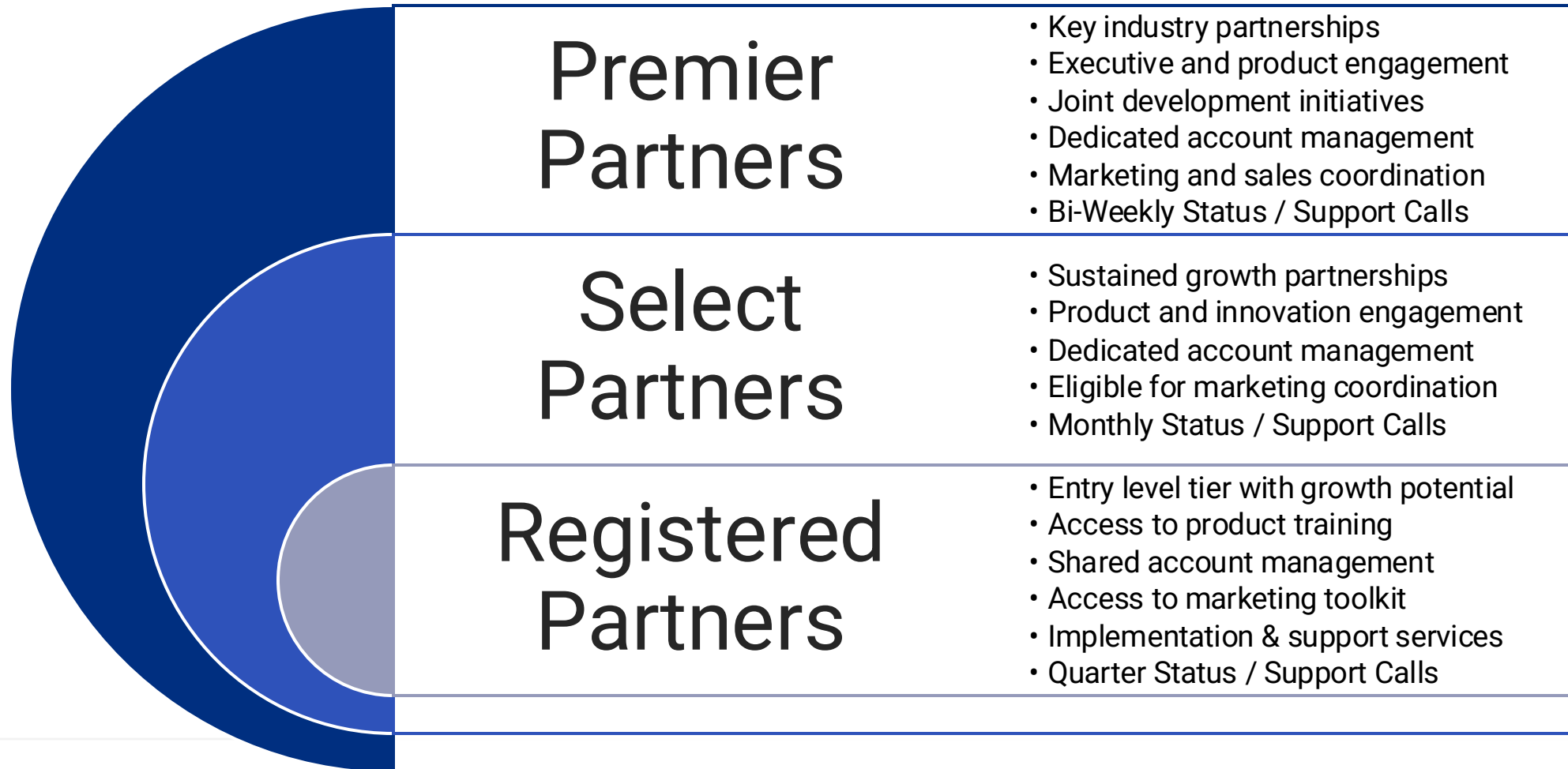
Service Delivery Model

Odom Wu
Director of Strategic Partnerships



Tiered Partner Program

A service oriented and scalable approach



Program Benefits



Verisk's Ecosystem Partner Program

Benefits that grow with your business

Partnership built around your growth

The insurance industry is under intense pressure. Natural disasters are increasing. Regulatory demands are growing. Your customers expect more.

That's why your partnership with Verisk grows with you, giving you the right support at every stage so you can focus on delivering real value when your customers need it.

Partner tier levels are determined by revenue share, shared clients, and integration across multiple Verisk products.

+++

Premier partner tier

Complete strategic collaboration for industry leaders

- Executive engagement and joint development initiatives
- Dedicated account management with full marketing and sales coordination
- Access to senior leaders and exclusive development hours

++

Select partner tier

Expanded support for growing partnerships

- Product and innovation engagement with dedicated account management
- Marketing coordination and co-selling opportunities
- Sustained growth partnerships designed for your success

+

Registered partner tier

Essential foundation with clear growth potential

- Product training and shared account management to get you started
- Marketing toolkit and implementation support
- Entry-level benefits that scale as you grow

Complete benefits comparison

Benefits	Registered	Select	Premier
Customer success			
Customer support	•	•	•
Shared account management	•		
Implementation services	•	•	•
Dedicated account executive		•	•
Dedicated account management		•	•
Senior leadership access			•
Product and development			
Product training	•	•	•
Product management access		•	•
Joint innovation eligibility		•	•
Custom development hours			•
XactXpert™ rules bundle eligibility			•
Marketing collaboration			
Marketing toolkit	•	•	•
Newsletter mention or opt-in email	•	•	•
Press release quote		•	•
Use of Verisk trademarks in your marketing	•	•	•
Website listing	•	•	•
Case study eligibility		•	•
Speaking engagement eligibility		•	•
Marketing resource collaboration		•	•
Quoted content (whitepaper, video, etc.)		•	•
Social media promotion	•	•	•
Verisk event participation eligibility		•	•
Verisk joint press release eligibility			•
Customer event support eligibility			•
Event sponsorship eligibility			•
Webinar eligibility			•
Sales coordination			
Co-selling eligibility		•	•
Joint customer events			•
Pipeline and opportunity review			•
Contract negotiations			
Negotiable contract terms		•	•

Your partnership with Verisk grows as your business grows.

We're here to help you accelerate innovation and deliver even more value to your customers.

Contact your Verisk representative to learn more about your partnership tier and what's next for your business.



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Continuous Feedback



Hi Jon,

We really, really do read all your responses!

Please take just a moment to tell us what you like and how we can do better. Please share your feedback on your recent implementation with our partner success manager Odom Wu. This survey will take just a minute to complete. Thank you in advance!

It would be greatly appreciated if you provide us the feedback using below button.

Start Survey

Odom Wu

Director, Strategic Partnerships

Ecosystem Partner Success Team

[Survey Support](#). [Privacy Policy](#). [CCPA Privacy Notice](#).

This survey invitation will expire on December 07, 2025 at 6:35 AM.

[Unsubscribe](#)



→ Required

Overall, how satisfied are you with the service that your Verisk Ecosystem Partner Success Manager, Odom Wu provided to you?

Not At All SatisfiedExtremely Satisfied

0

1

2

3

4

5

6

7

8

9

10

Please tell us the reasons for your score.

→ Required

On a scale of 0-10, how satisfied are you with the following aspects of this implementation?

Not At All SatisfiedExtremely SatisfiedNA

How satisfied are you with Odom Wu's accessibility?

0

1

2

3

4

5

6

7

8

9

10

How satisfied are you with Odom Wu's response time?

0

1

2

3

4

5

6

7

8

9

10

How satisfied are you with Odom Wu's knowledge of your company's needs and workflows?

0

1

2

3

4

5

6

7

8

9

10

I feel confident that the integration will be successful

0

1

2

3

4

5

6

7

8

9

10

→ Required

Would you like to speak to us? (If yes, please provide your email)

Yes

No

Submit

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[Survey Support](#) [Privacy Policy](#) [Cookie Policy](#)



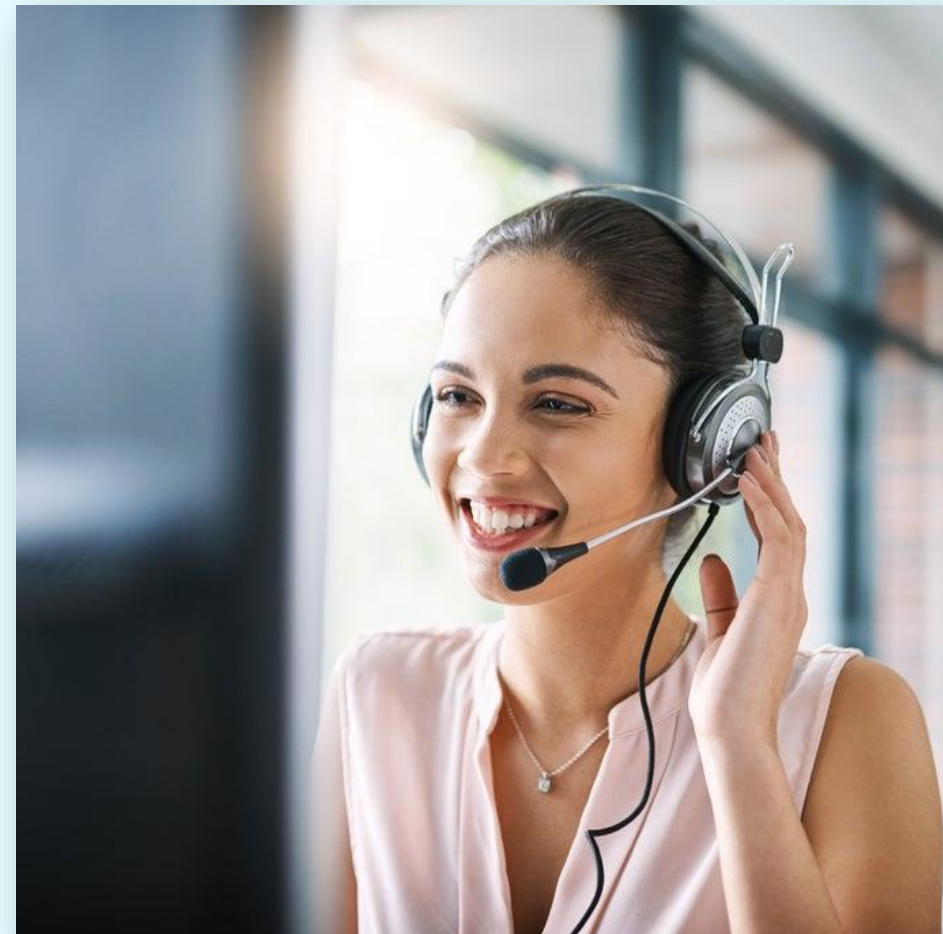
Tech Support

Reminder on how to get responsive support and troubleshooting issues

 Customer Support – eservice.xactware.com

 Escalation – Partners Success

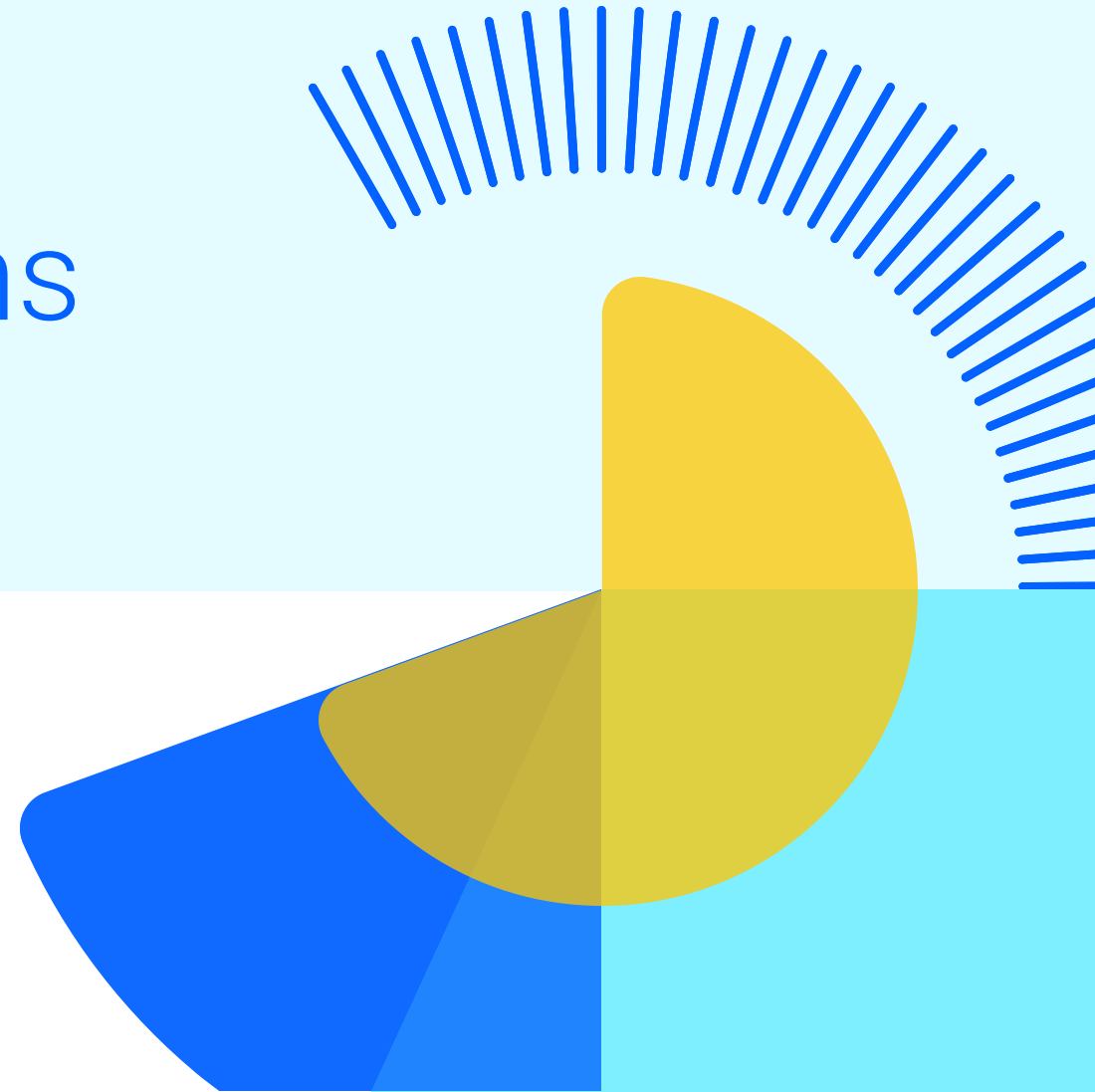
 New email – partnersuccess@verisk.com



5

Feedback Sessions

Breakout Rooms





Partner Feedback

1. What can the Partner Success team Start/Stop/Continue to help you succeed?





Partner Feedback

1. What can the Partner Success team Start/Stop/Continue to help you succeed?
2. What improvements to our APIs can be made to support your organizations and our mutual customers?



Partner Feedback

1. What can the Partner Success team Start/Stop/Continue to help you succeed?
2. What improvements to our APIs can be made to support your organizations and our mutual customers?
3. How are we doing in our communication with you as an ecosystem partner?



Partner Feedback

1. What can the Partner Success team Start/Stop/Continue to help you succeed?
2. What improvements to our APIs can be made to support your organizations and our mutual customers?
3. How are we doing in our communication with you as an ecosystem partner?
4. What additional events and activities would you like to see at Elevate 2026?



Partner Feedback

1. What can the Partner Success team Start/Stop/Continue to help you succeed?
2. What improvements to our APIs can be made to support your organizations and our mutual customers?
3. How are we doing in our communication with you as an ecosystem partner?
4. What additional events and activities would you like to see at Elevate 2026?
5. What are your thoughts on our ecosystem roadmap?





Closing

Thank you for participating in our Verisk
Ecosystem Partner Roundtable

October 8, 2025

