

AxisPointe Launches Custom Builder and Trade Partner QA Program



Tennant Special Risk to be the First Insurer to Provide Bundled QA Services for its Clients Nationwide using Innovative Software Platform

June 22, 2016—AxisPointe® has developed the industry’s first insurance-approved QA/QC and safety program for custom home builders and specialty contractors, announced today at the 2016 PCBC Builders Conference in San Francisco. Tennant Special Risk will include the \$400 per-home software and related services to its clients free of charge. The program will be rolled out to TSR’s more than 2,500 home builders and artisan trade contractors across the USA.

AxisPointe’s HomeProfile™ enterprise software is cloud-based and integrates with their InSite Mobile® smart phone app, which won the PCBC Innovation Award for 2015. According to AxisPointe’s CEO Stan Luhr, builders can be enrolled and start using these tools to reduce defects in as little as five minutes, saving builders and their insurers from costly defects and litigation risks.

“By using our free tools and software, builders will have the same risk management and documentation tools that were once only available to the largest home builders,” Luhr said.

Brad Tennant, President of Tennant Special Risk, saw the value of bundling AxisPointe’s software for his custom builders, particularly since in the past the cost of providing QA and loss control support to this diverse group was a challenge. “When I first saw what AxisPointe is providing to builders on their mega projects, I knew we could find a way to leverage this technology to benefit my insureds. I am excited about our involvement with AxisPointe.”

The new Practice Policy Program (PPP) offered by AxisPointe and Tennant Special Risk includes digital homeowner maintenance guides offered online for every new homebuyer, unlimited mobile app usage to manage jobsite quality and safety risks, document sharing

and archiving, post-construction warranty service and work order tracking, and access to AxisPointe's team of forensic experts for guidance. Builders can tag certain photos and documents for immediate sharing to an AxisPointe professional and get support within minutes. Another unique feature of InSite Mobile® allows anxious home buyers to watch their home being built as workers answer important tasks and take photos of the work in progress.

As a strategic partner, Tennant Special Risk receives valuable loss control data for each account, including an AxisPointe Builder Riskscore™, which is akin to a credit score that Luhr developed and patented in 2005. Insurance underwriters can use the risk score to evaluate the sophistication of a builder's quality assurance processes and set premium discounts or other incentives for those exceptional builders.



Luhr says that the new program will change the way smaller home builders and artisan trade contractors are insured, much like how the industry changed after the construction defect era of the 1990's. Building on his forensic experience of investigating thousands of defect claims, Luhr created the industry's first QA and risk programs, which were eventually adopted by nearly all insurers by 2003. Since 1994 Luhr's QA programs have been deployed on over 500,000 new homes resulting in risk savings to the industry of over \$9 billion.

“We are excited to be teaming up with AxisPointe to provide our clients with these great tools,” said Tennant. He added, “Our feedback from builders so far has been very promising since they look to us to provide value above and beyond the competition.”

About AxisPointe

Since 2002 AxisPointe has provided home builders and contractors with technology solutions to eliminate construction risk and improve efficiency. AxisPointe's HomeProfile® document management solution has been employed on thousands of homes by leading builders. Contractor and Builder support services include risk management services, quality assurance and job schedule management, project quality assurance and control systems, project document storage and archiving, customer service management, work order ticket assignment, insurance certificate management, and post-warranty claims support. AxisPointe's InSite Mobile® iPhone app empowers builders to eliminate defects and document the construction quality to avoid claims. AxisPointe SRS services are completely hosted, eliminating storage and backup overhead for builders of all sizes.

About Tennant Special Risk

Brad Tennant and his team of underwriters have been providing builders the innovative risk solutions to help them succeed for over 15 years. Tennant Special Risk provides the building and construction community a wide array of risk solutions and assists builders from small custom builders and specialty trades to production developers. TSR has over 220 years of combined underwriting expertise to develop cost-effective risk solutions for the industry.