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The Digital Workforce for Insurance Distribution

NVIDIA Inception Program

February 2026

$1.1M
ARR

12
Customers

15
Team Size

$1.9M
Seed Raised

First generative AI insurance acquisition in the industry

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Insurance Distribution Is Broken

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Insurance distribution is stalled by a massive friction gap. Carriers have strategic appetite trapped behind slow, manual processes. Staff are drowning in administrative drudgery — COIs, billing, renewals, data entry. The consequence: lost revenue that current human-only teams cannot physically capture.

70% Underwriting capacity wasted on non-productive work	**30%** Efficiency rate at $100M MGAs due to admin burden	**2-3 wks** Average response time on submissions	**50%+** Quote loss rate from slow manual processes

The Consequence

This friction represents billions in lost revenue that current human-only teams cannot physically capture. Insurance carriers, MGAs, and brokers need a digital workforce that understands the complex logic of insurance and works alongside human teams.

AI Associates That Drive Revenue

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We deploy specialized AI Associates — generative AI agents that work alongside human teams across chat, voice, and email. Our platform delivers four business outcomes through composable, insurance-native Skills.

Revenue Engine
24/7 quoting & binding, eligibility triage, agent portal support

Retention Engine
Churn defense, cross-sell identification, lapse prevention

Efficiency Engine
Service automation, underwriting guardrails, knowledge search

Control Engine
No-code agility, distribution analytics, human-in-the-loop governance

Channels

Web Chat   Voice (Bilingual)   Email   Web Operators

Technical Differentiators

- Insurance-native AI pre-trained on binding authority & surplus lines
- Composable Skills architecture — reusable, measurable capabilities
- Human-in-the-Loop safety net for compliance in regulated environments
- ~60 days from contract to production deployment

Proven in Production

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> ### Landmark Achievement
> First generative AI insurance acquisition in the industry — Jewelers Mutual (112-year-old mutual insurer) acquired our AI-native MGA for $1.835M plus a $300K SaaS contract.

$1.1M	**12**	**15**	**$1.9M**
ARR	Customers	Team Size	Seed Raised

Customer Results

EventGuard / Jewelers Mutual
330% YoY premium growth
10x conversion vs. webforms, 95% automation rate

GIC Underwriters
53% AI resolution rate
Up from 19% at launch, deployed in 7 days

INSURICA
3.7x revenue expansion in 5 months
$24K '$89K TCV, 18-96x faster processing

Union General
96%+ reduction in response time
2-3 weeks '2-3 minutes, $100K+ annual savings

NVIDIA Technology Alignment

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Indemn's AI Associates perform real-time reasoning and natural language generation during live conversations with insurance professionals and customers. As we scale, GPU-accelerated infrastructure becomes critical to maintaining the low-latency, high-throughput performance our production voice and multi-channel agents demand.

Voice AI Inference

Our production bilingual voice agents require low-latency inference for real-time conversations. NVIDIA GPUs enable sub-second response times critical for natural voice interactions with insurance customers.

Real-Time Agent Reasoning

AI Associates perform complex reasoning — eligibility triage, compliance validation, cross-sell detection — during live conversations. GPU-accelerated inference enables these capabilities at production scale.

Multi-Channel Scale

As we scale from 12 to 75+ customers, concurrent AI agent sessions across voice, chat, and email will demand high-throughput GPU infrastructure for consistent performance.

Growth Trajectory

12	**75+**	**3,000**
Customers Today	Target 2026	Agents (3-Year)

Team & Funding

Leadership

Kyle Geoghan
CEO / Founder

Deep insurance industry relationships, fundraising lead

Cam
Operations / Business

Series A narrative, investor relations, strategic positioning

Craig Certo
Technical Partner

Platform architecture, AI-first operating system

Ganesh Iyer
Engineering Lead

Platform development, team leadership

Funding

$1.9M seed
Raised

12+ months
Runway

$10M Series A in progress

Goals

- $3M ARR target for 2026
- 75 new customers
- SOC-2, HIPAA, PCI compliance
- 3,000 AI agents deployed (3-year)

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Making Insurance a Conversation