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COVU Completes 4th Acquisition with Ford Insurance Agency, Cementing Leadership in AI-Native Insurance Servicing

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SAN FRANCISCO--([BUSINESS WIRE](#))--COVU, Inc., the leader in AI-native customer servicing for the insurance industry, today announced the acquisition of Ford Insurance Agency, a 100+ year-old, family-owned business based in Maine. This marks the **4th strategic acquisition**—building the foundation for a national platform that gives agencies the ability to scale or exit on their terms.

With this milestone, COVU affirms its mission to empower independent agencies through flexible, AI-native solutions that protect customer relationships, deepen carrier value, and elevate operational performance—without replacing the human touch.

“Now that we have COVU’s support, I think the moon is the limit. The growth potential is huge. If we keep it going the way it’s going, it’ll be a very good company,” said Gary Lonsinger, former owner of Ford Insurance Agency. “We chose to sell to COVU because they were the only buyer that offered a stock sale while preserving our brand and legacy, which gave us the confidence that our customers—and our agency’s name—would continue on with the same care and reputation we built over generations.”

A Century of Trust Meets a Platform for the Future

Founded over 100 years ago and operated by the Lonsinger family, Ford Insurance Agency is one of Maine’s most trusted independent providers of commercial and personal lines coverage. With relationships across Progressive, Safeco, The

Hartford, Travelers, CNA, and others, Ford is known for high retention (101% policy retention, 105% revenue retention) and an exceptional loss ratio record.

COVU will transition Ford's operations to its digital-first platform while retaining key service personnel—preserving the agency's relationship-based culture while eliminating unnecessary overhead.

Four Acquisitions, One Unified Vision

With the completion of its fourth deal, COVU has now acquired:

- **CIII Insurance Services (CA)** – premium book, VIP servicing
- **Lords Insurance Agency (CA)** – community-based agency with Vietnamese client base
- **Uno Insurance Services (TX)** – culturally fluent, fast-growing agency with M&A experience
- **Ford Insurance Agency (ME)** – century-old agency with elite retention and brand trust

These acquisitions allow COVU to aggregate scale, deepen carrier relationships, and deliver consistent, high-quality customer service through AI + human expertise—whether through agency partnerships or full integration.

Enabling the Future of Insurance Servicing

COVU's dual-path platform gives agencies the flexibility to evolve or exit. For those seeking growth, COVU provides modern infrastructure, top-tier staff, and AI-native workflows. For those ready to step away, COVU offers a seamless transition that maintains customer care and brand integrity.

"We're not just acquiring agencies—we're building the best servicing platform in insurance," said Ali Safavi, CEO of COVU. "We're here to be the best customer manager for everything risk and insurance, through our partners."

About COVU

COVU is a transformative platform designed to revolutionize the insurance servicing industry through AI-native solutions combined with human support. The company is dedicated to enhancing customer experiences and operational efficiency for insurance agencies while providing flexible servicing models to meet the demands of modern consumers.

To watch the full interview with Gary Lonsinger, former owner of Ford Insurance agency, visit: https://youtu.be/LO6rlznB_RA

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The logo for COVU, featuring the word "COVU" in a bold, black, sans-serif font, centered within a light gray square.

COVU, INC.

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COVU Announces Fifth Acquisition with Leland Insurance Services, Expands Operational Strength Across California

SAN FRANCISCO--([BUSINESS WIRE](#))--COVU, Inc., the leader in AI-native services for insurance agencies, today announced the acquisition of Leland Insurance Services, a well-established California-based independent agency known for its consistent financial...

COVU Acquires Lords Insurance Agency, Strengthening California Expansion and Community Ties

SAN FRANCISCO--([BUSINESS WIRE](#))--COVU, Inc., the leader in AI-native services for insurance agencies, today announced the acquisition of Lords Insurance Agency, a Southern California-based independent agency with a 40+ year history serving local families and...

COVU Acquires Uno Insurance Services, Extends AI-Native Roll-Up Into Texas Market

SAN FRANCISCO--([BUSINESS WIRE](#))--COVU, Inc., the leader in AI-native customer servicing for the insurance industry, today announced the acquisition of Uno Insurance Services, a fast-growing Texas-based agency with a stronghold in Houston's Spanish-speaking communities...

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