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

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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 **Uno Insurance Services**, a fast-growing Texas-based agency with a stronghold in **Houston's Spanish-speaking communities** and a track record of revenue growth through **targeted acquisitions**.

This marks **COVU's second acquisition** and the company's **first major acquisition in the Texas market**. The move demonstrates the **scalability of COVU's platform** to serve both urban and culturally diverse populations, without compromising on its core mission of **empowering independent agencies to evolve or exit on their terms**.

*"Uno is a great example of what modern agencies look like—community-driven, acquisition-savvy, and customer-first," said Ali Safavi, CEO of COVU. "By combining Uno's local relationships and cultural fluency with COVU's AI-native infrastructure, we're expanding the ways we can serve diverse customers while supporting the next generation of agency growth."*

### Built for Growth, Grounded in Community

Led by principal **Eddie Vitale**, **Uno Insurance Services** has grown revenues an average of **26% over the past three years** by **acquiring and integrating small local agencies** throughout the **Houston area**. The agency has a **loyal, primarily Spanish-speaking customer base**, and strong carrier relationships including **Progressive, Southern Vanguard, and Allstate**.

Uno's historical **EBITDA margins** and consistent **customer retention (111% revenue retention)** make it a compelling addition to **COVU's national platform**—contributing both **cultural strength** and **operational efficiency**. As part of the transaction, **COVU plans to retain Eddie as a strategic consultant** to support **additional acquisition opportunities in Texas and beyond**.

*"The biggest area of anxiety for most business owners or agents is staffing. During the initial service period with COVU, a lot of that stress was relieved as part of their due diligence process. I knew my clients were being taken care of, and that was a huge relief," added Vitale. "Both my team and I are incredibly excited about this partnership. They now have access to better benefits than I could provide, opportunities to work on a national scale, enhanced career paths, and the flexibility to work from home if they choose. It's a game-changer."*

## Supporting Every Agency's Path Forward

**COVU's acquisition of Uno** underscores its commitment to **giving agency owners the tools to scale**, the option to **step back**, or the freedom to **exit entirely**.

Whether an agency is **growing aggressively** or simply wants a **seamless succession plan**, COVU provides the **servicing backbone** to **preserve their book**, **protect their client relationships**, and **unlock value**.

*"If I could go back, I would do it again and sell to COVU. Absolutely. I'm very glad to be partnering with COVU and being part of this growing ecosystem," said Eddie Vitale.*

## 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.

Watch the full interview with Eddie Vitale [here](#).

## Contacts

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