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

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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 performance, high client retention, and strong carrier partnerships.

This acquisition marks the fifth in COVU's strategic rollout of agency partnerships designed to expand its AI-native servicing platform while offering agency owners flexible paths to scale or exit. Leland's operational discipline and seamless fit with COVU's hybrid model further solidify the company's foundation across California.

"Leland is a great example of a high-performing agency that fits naturally into the AI-native future we're building," said **Ali Safavi, CEO of COVU**. *"They're already running with the kind of discipline, service quality, and customer retention we value—and we're excited to carry that legacy forward through our platform."*

Built for Alignment, Not Disruption

Led by **Richard Herscowitz**, Leland Insurance Services brings a stable book of personal and commercial P&C business, with exceptional retention and strong carrier relationships. The agency's structure and service model align tightly with COVU's remote-first, AI-supported infrastructure—making the transition both efficient and customer-friendly.

This move is part of COVU's broader mission to **enable—not replace—agencies** by giving them access to powerful technology, operational support, and an AI-

native framework that enhances their ability to serve.

Carrier Strength and Book Stability

Leland partners with top national carriers including **Nationwide, Safeco, Progressive, and Travelers**, and maintains strong loss ratios across both personal and commercial lines. With consistent revenue growth and **102% year-over-year policy and revenue retention**, Leland adds immediate value to COVU's carrier strategy and California portfolio.

Post-acquisition, the agency will fully integrate into COVU's operating model—eliminating traditional overhead while preserving the client experience.

Enabling Growth, Respecting Legacy

COVU's acquisition approach honors the work and relationships built by agency founders while unlocking a future powered by AI, human support, and operational excellence. Whether agencies want to modernize, retire, or simply park their book, COVU provides a solution that balances efficiency with empathy.

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.

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COVU Continues Its Expansion with Seventh Acquisition: Aduna Insurance Agency Joins AI-Native Platform

SAN FRANCISCO--([BUSINESS WIRE](#))--COVU, Inc., the leader in AI-native customer servicing for the insurance industry, today announced the acquisition of Aduna Insurance Agency, a long-time partner agency based in Norwalk, California. Aduna becomes the seventh acquisition in...

COVU Continues Rapid Growth with Sixth Acquisition: Mitchell Insurance Agency Joins the Platform

SAN FRANCISCO--([BUSINESS WIRE](#))--COVU, Inc., the leader in AI-native customer servicing for the insurance industry, today announced the acquisition of Mitchell Insurance Agency, a respected family-owned business with deep roots in the California market and long-standing...

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

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—...

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