

Consolidation of Different Operations

The Challenge

A longtime client of our sister company, Founder Shield, created a tech platform to facilitate liquor delivery. This liquor tech company merged with a large cannabis delivery and retail company creating a new parent company that owned the majority stake in all of the underlying entities.

This created a unique situation as the organization had two operations in highly regulated industries. The client's end goal was to consolidate as much of the coverage as possible into a single comprehensive program.

The Solution

Through a number of negotiations with carriers across the lines of coverage the insured needed, we were able to come up with a consolidated program that covered the entire organization under a singular set of policies for each line of coverage.

The largest hurdle was on the general liability / product liability side of coverage. Through a market relationship (where we were granted access to a limited launch) we were able to cover the full scope of their operations.



Project Statistics



~\$30M
Revenue

Multiple Cannabis retail locations, with delivery in multiple cities



40+
Liquor delivery in 40+ cities