



Raymac Surveys Ltd.

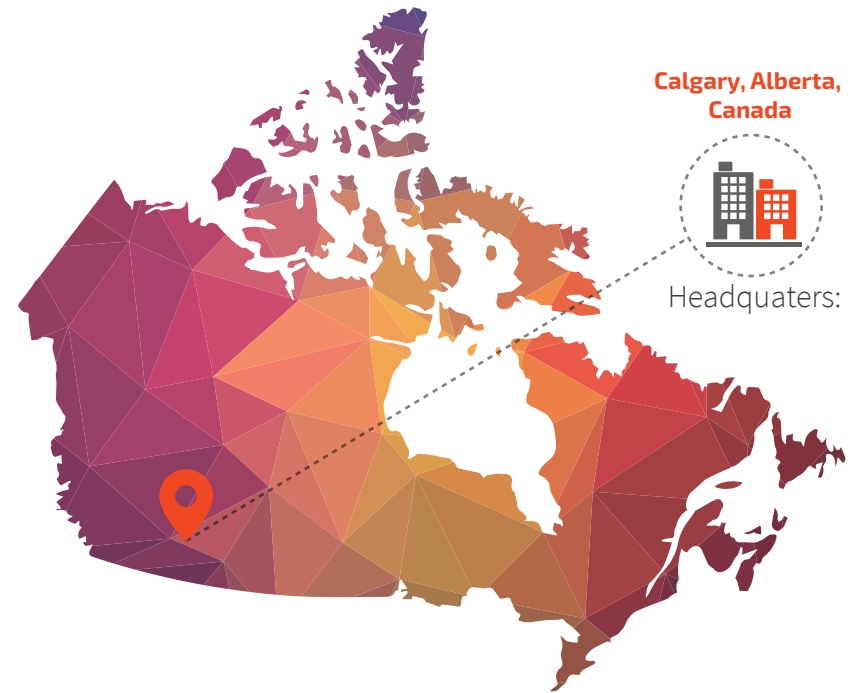
Raymac Surveys Saves on Insurance, Expands Visibility with Avetta

OVERVIEW

Raymac Surveys was finding it difficult to find the right insurance coverage for the company's business activity. With its small staff, the company had limited ability to negotiate insurance rates, leading to high costs and poor documentation which was often time-consuming and complicated. To find the right insurance for protecting its business as well as the business of its client, Raymac Surveys teamed up with Avetta. After registering with the Avetta Marketplace platform, the company saved 40% in premium costs for employee health insurance, besides finding the right insurance coverage for current and future needs.



About Raymac Surveys



Domain
Land Surveying



Services
Seismic surveys /
Mapping for the oil,
gas, and potash
industries



Legacy
41 years

Business Challenge

To protect its employees, business and customers, Raymac Surveys needed proper insurance coverage, especially because it was engaged in specialized and potentially dangerous jobs such as surveying to locate underground utilities. Before joining the Avetta supplier network, Raymac Surveys spent significant time searching for insurance companies that understood the needs of the surveying business. For example, it is not unusual for one of the company's clients to require adjustments to general liability amounts. It was time-consuming for Raymac Surveys to secure these one-off adjustments from its insurer. The company also had to invest time to obtain appropriate and cost-effective professional indemnity insurance, commonly known as errors and omissions insurance.

In addition, Raymac Surveys' staff was continually answering supplier questionnaires and providing insurance information and other documentation to clients. The company needed to streamline this activity and free up its staff to focus on more productive work. Over and above, the company also wanted to obtain cybersecurity insurance to protect its business activity well into the future.



Insurance Coverage

Finding the right insurance coverage



Negotiation

Limited ability to negotiate insurance rates



Complex Documentation

Time-consuming and complicated insurance documentation



Avetta Advantage

Raymac Surveys discovered Avetta when its longtime insurance company was acquired and the new parent company joined the Avetta Marketplace. By registering with Avetta, Raymac Surveys was eligible to take advantage of the exclusive benefits found in the Avetta Marketplace. Through Avetta's partnerships with insurance providers, Raymac Surveys was able to see a significant reduction in its insurance premiums.

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Lower healthcare premiums really free up the company's cash flow, and it means a little more money in employee paychecks. It's also nice to have the supplier documentation tracking in Avetta. You enter your information once, and then all your clients have easy access to it

*Mark Erion, President
Raymac Surveys Ltd.*



Supplier Platform

With its company information and documentation uploaded to the supplier platform, Raymac Surveys is visible to the construction and utility companies that use Avetta to manage their suppliers. As part of the supplier registration process, Avetta verified Raymac Surveys' insurance policies, safety record, certifications, and other requirements relevant to the company's target industries and projects. Now, with just one process, the company's requirements documentation is available to multiple clients and prospects — no need to repeat the process for each individual company.

Our membership in the Avetta supplier network gives prospective customers easy access to all of our information. Companies can quickly get a clear picture of what we're about without having to do a lot of research and having us fill out a lot of questionnaires — all that work is done in advance.

Mark Erion, President, Raymac Surveys

Avetta Marketplace

The Avetta Marketplace provides business resources and discounts for suppliers registered on the Avetta platform. Avetta helps identify leading insurance providers that understand the construction and maintenance industries, as well as the specialized needs of high-risk or difficult-to-insure companies. Raymac Surveys used the Marketplace to find an insurance provider that meets its needs. A new employee health insurance policy was one benefit Raymac Surveys identified through the Marketplace. The Avetta Marketplace also gives Raymac Surveys and its employees access to resources for safety-related services and products and work clothing, with exclusive discounts and other purchase offers.



Supplier Benefits

As a registered supplier on the Avetta platform, Raymac Surveys is visible to companies on the Avetta network. Instead of providing information such as services, insurance coverage, and other supplier details to each individual company, Raymac Surveys enters its information once, and that information is stored on the Avetta platform. It is viewable by companies on the Avetta network, so the company no longer needs to complete questionnaires for each company. Apart from this, collaborating with Avetta, helped Raymac Surveys achieve the following:



The company saved 40% in premium costs for employee health insurance.



The Avetta Marketplace helps Raymac **find insurance coverage for current and future needs.**



Raymac Surveys employees **save money with discounts** on safety products and clothing.



Prospective clients can **easily view information on Raymac Surveys'** services, insurance coverage, and other supplier details.





About Avetta

Avetta connects leading global organizations with more than 85,000 qualified suppliers, contractors, and vendors across 100+ countries. We support the sustainable growth of supply chains through our trusted contractor prequalification, supplier audits, insurance monitoring, robust analytics and more. With real results in helping companies reduce TRIR, our highly configurable solutions elevate safety and sustainability in workplaces around the world—helping workers get home to their families each night.

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