

Stiilt relies on Qover's orchestration platform for its car subscription embedded insurance

- Stiilt has chosen Qover as its insurance orchestration partner for its car subscription insurance program. Wakam will be the insurer providing capacity.
- With an adapted insurance approach, Qover supports Stiilt in their effort to shift behaviours from car ownership to car usage.

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Stiilt, a fast-growing French car subscription platform, has partnered with Qover and Wakam to build an embedded motor insurance program which ensures that customers are adequately insured when taking out a car subscription contract from Stiilt.

The innovative insurance model developed by Qover and Wakam enables Stiilt to ensure that all its vehicles offered through car subscription are properly insured. Thanks to a simplified pricing approach, Stiilt can then easily forecast and embed the insurance cost within the overall subscription fee paid by the customers. From a customer perspective, having insurance embedded enables peace of mind and really position Stiilt car subscription as a simple and hassle-free service.

The transition from car ownership to 'mobility-as-a-service' creates rising demand for car subscriptions. However a key success factor for car subscription is to have a well developed digital infrastructure to support operations. It uses a largely automated platform to integrate all car subscription core activities and run strategic and back-office functions such as financing, reporting and insurance. Fleet insurance management can be a very time consuming process when manual, but Qover's API based fleet Tech enabled successfully Stiilt to automate all insurance processes through API integrations. Overall, Qover fleet digital Tech enables Stiilt to reduce its operational hurdles related to insurance, and therefore reduce the total cost of the insurance program.

Commenting on the partnership, CEO of Stiilt, **Anthony Novarese** said: *"Stiilt's partnership with Qover and Wakam aims to provide a seamless car subscription experience with tailored insurance coverage. By integrating Qover's technology, we can offer our customers a more flexible solution while reducing costs and increasing scalability. This collaboration brings tremendous value to our customers, simplifying their car ownership experience. We are excited to bring this integrated solution to our customers."*

Commenting on the partnership, CEO of Qover, **Quentin Colmant** said: *“At Qover, we are dedicated to helping new mobility businesses succeed by providing innovative insurance solutions that address the unique needs of this rapidly evolving industry. As Stiilt’s insurance partner, we are proud to support their mission of shifting customer behaviour from car ownership to mobility as a service. Together, we are confident that we can revolutionise the way people move, while providing a seamless and secure experience for Stiilt’s customers.”*

About Stiilt

Stiilt is a French company specializing in automotive financing. With a monthly all-inclusive subscription model, Stiilt is committed to simplifying its customers’ lives by offering a practical and flexible financing solution.

Stiilt’s offer allows customers to drive a vehicle of their choice, without worrying about buying, insuring or maintaining it. Thanks to an all-inclusive subscription, they have access to a fully functional vehicle, without surprises or hidden costs.

At Stiilt, we are convinced that mobility should be accessible to everyone, which is why we have designed a simple, transparent, and economical financing offer. We are committed to offering our customers a serene and enjoyable driving experience, with a responsive customer service available at all times.

About Qover

Qover is an InsurTech that adds completely tailored cover to a company’s digital experience, increasing its opportunities to grow and decreasing the cost of insurance as the business scales.

Since it was founded in 2016, Qover’s co-founders had a clear vision of the future of insurance: it must be simple, transparent and accessible across borders – a global safety net.

Qover’s pan-European embedded insurance orchestration provides seamless digital insurance experiences to over 2.5 million users across 32 different countries, and works with longstanding partners like Revolut, Deliveroo, Canyon, Monese, Cowboy and many others.

About Wakam

Wakam is a B2B2C insurance company that creates white-label insurance solutions via its Play&Plug® technology platform for more than 150 distribution partners and over 8 million policyholders. With a foothold in 32 countries and a 2021 turnover of €455 million, the majority of which was generated outside France, Wakam is the European leader in digital and embedded insurance. The company is profitable and has been growing rapidly for more than seven years. Strongly committed to social responsibility, Wakam is a mission-driven company dedicated to “enabling transparent and impactful insurance”.

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