



Farmers Edge and Palliser Insurance Partner to Connect Canadian Growers with Premium Crop Monitoring and Risk Management Solutions

Forming a seamless digital connection between growers and insurance professionals, this partnership establishes new levels of protection from the financial impact of hail

WINNIPEG, Manitoba — June 18, 2020 — [Farmers Edge](#), a global leader in digital agriculture, today announced a new partnership with Palliser Insurance, the leading provider of hail insurance in western Canada. This strategic alliance enables Palliser Insurance to simplify hail claims and provide superior coverage to growers using the industry’s most comprehensive risk management platform—FarmCommand®.

Combining the strengths of two Canadian agricultural powerhouses, this collaboration addresses one of the most fundamental risk factors in farming—weather—to better protect policy holders from the financial impact of hail. Under the terms of the deal, Palliser Insurance will gain access to Farmers Edge [InsurTech tools](#) and new [hail detection and reporting technology](#), increasing accuracy of claims management and lowering administration costs through automated detection, estimation, adjudication, and reporting. Additionally, Palliser Insurance growers can leverage access to a powerful crop monitoring solution from Farmers Edge to support in-season decision making, ensure timely identification of crop damage, and simplify management of all critical claim data. The solution makes it easy for growers to seamlessly form a digital connection with their insurer for near instant claim identification and faster processing times.

“Palliser’s core values are similar to those of Farmers Edge; delivering innovative products to support growers’ profitability is paramount to the root of our businesses,” said Wade Barnes, CEO and co-founder of Farmers Edge. “By bridging our technology with Palliser Insurance, we’re able to help growers better manage one of the most costly, unpreventable variables on the farm—hail. At the same time, we’re excited to bring insurers intelligent and transformative tools to augment their policies, automate their procedures, establish transparency across claims, and develop deeper connections with growers to ensure business growth.”

“As a trusted risk leader across Western Canada, we put the grower at the heart of everything we do,” stated Ken Doleman, Palliser President and CEO. “We’re pleased to launch these tools for growers who insure through a Palliser agent or direct through our new online channel, Compass Hail. This partnership broadens the range of innovative services and solutions we can provide to growers—to build deeper, value added relationships. Farmers Edge has a well-established reputation for innovation and service, and these shared values make it a natural fit for us and our policyholders.”

About Farmers Edge

Farmers Edge is a global leader in digital agriculture delivering cutting-edge solutions powered by a unique combination of field-centric data, artificial intelligence, and complete integration. Since 2005, Farmers Edge has transformed the industry with disruptive technologies, and strategic partnerships designed to enhance connectivity across the entire agricultural ecosystem. With the most comprehensive data management platform on the market—FarmCommand®—Farmers Edge is revolutionizing the way farmers, agricultural professionals, and agri-businesses interact with data. Moving at the speed of digital, with an elite team focused on innovation, machine learning, and IoT,



Farmers Edge is creating new opportunities for all stakeholders, shaping the future of agriculture worldwide.

To learn more about Farmers Edge, visit FarmersEdge.ca or FarmersEdgeUSA.com.

About Palliser Insurance

Palliser Insurance is a leader in the crop insurance industry and the largest private crop hail insurance company in Canada, with a broad agent sales network across the Prairies. Through its subsidiary Compass Hail, farmers are also able to manage their crop hail insurance and transact business using a stress-free, simple online tool. The company continuously invests in its professionally trained and experienced adjuster workforce—the most extensive in the industry. Built on the strength of deep relationships, trust, and family values, the principal families have been providing crop hail insurance and advice to the agricultural community in western Canada for over 100 years.

For more information, visit palliserinsurance.com or compasshail.com