

FastEstimate Pilot — Baseline Snapshot

Lightweight build for small pilots. Carrier fills the yellow fields with their best estimate or known number. We don't need exact figures — we need a credible 'before' picture.

1. Pilot Info

Carrier		Legal entity name
Pilot kickoff date		First day FastEstimate goes live
Pilot end date		Typically 90 days from kickoff
Pilot scope		Peril + states + # of adjusters + est. claim count
Completed by		Name + role + date

2. What we ask the carrier (baseline guesses are fine)

Approx W/H claim volume (per year)		Order of magnitude — exact number not needed
Current avg cycle time FNOL → payment (days)		Their best guess. Industry benchmark is 44+ days per J.D. Power 2025.
Current supplemental rate (% of W/H claims w/ ≥1 supp)		Their best guess. No public benchmark — even directional helps.
# of adjusters in pilot scope		How many will use FastEstimate during the pilot
Top 2 states in pilot scope		For state DOI prompt-pay context
What does 'success' look like to you?		Open-ended — capture their words verbatim to mirror back in readouts

3. What Seek Now auto-captures (no carrier lift)

FastEstimate generation time (per claim)	auto-captured	Proves sub-60-second speed claim
Inspection → FE draft delivery time	auto-captured	Our cycle time contribution
Field cycle time + structured data points captured	auto-captured	Seeker network speed + scope completeness
% of FE drafts exported to Xactimate	auto-captured	Usefulness signal — did the adjuster actually use it
Adjuster review time in FE UI (per draft)	auto-captured	Validates the time-savings claim
Per-adjuster adoption (who's using, who isn't)	auto-captured	Surface targeted training opportunities
Volume + frequency by claim, by adjuster, by	auto-captured	Operational throughput patterns

4. Monthly carrier data exchange (3 fields per closed claim)

Format the carrier prefers		CSV email, shared Google Sheet, SFTP — whatever is easiest
Cadence		Default: monthly. Can also be on-pilot-end only if simpler.
Carrier data contact + email		Person sending the monthly file
Seek Now recipient		Who imports the data on our side

5. Optional — if relationship supports it

Anonymized \$ paid per claim		Strongest accuracy proof if shareable. Usually needs NDA addendum.
15-min mid-pilot interview with claims VP/ops director		Single scheduled call. Captures qualitative voice for readout.

Becomes Appendix A to the Pilot Charter. Carrier signs the Charter; the baseline numbers here anchor the readouts.