

# Progressive® Insurance teams up with Zubie to reward safe drivers

## First of its kind partnership between an insurer and a connected car service

MAYFIELD VILLAGE, Ohio — September 4, 2014 — Progressive and Zubie are collaborating on an industry-first telematics solution to deliver savings to consumers for their safe driving. Customers of Zubie's connected car service can now earn discounts on their auto insurance from leading usage-based insurance provider, Progressive. This marks the first U.S. partnership for an insurer offering a safe driving discount from data collected by a third-party connected car service provider.

Zubie, the leading startup in the emerging connected car space, is focused on empowering drivers, improving auto safety, and making driving more affordable. Zubie drivers plug in the Zubie Key into their car's on-board diagnostic port and the program then provides feedback directly to the drivers' Android or iPhone device. The information provided helps consumers make safer, smarter decisions about their driving behavior. Through this partnership, Zubie offers customers the option of sharing their driver data with Progressive in order to earn a discount on auto insurance through Progressive's Snapshot® program.

"With Snapshot, we're always looking for ways to help more people participate in the program and save money on their auto insurance. Now Zubie customers can take advantage of this option using their Zubie Key," said Dave Pratt, general manager of usage-based insurance for Progressive. "By using the driving data that the customer is already sharing with Zubie, we make the process even easier for customers."

"Progressive and Zubie share the same vision of making the road safer by arming customers with the right tools to make smart decisions about their driving habits," said Zubie CEO Tim Kelly. "This partnership empowers consumers by providing valuable driving data and insights to help them both drive better and save money."

### *About Progressive*

The Progressive Group of Insurance Companies makes it easy to understand, buy and use auto insurance. Progressive offers choices so consumers can reach it whenever, wherever and however it's most convenient—online at [progressive.com](http://progressive.com), by phone at 1-800-PROGRESSIVE, on a mobile device or in-person with a local agent.

Progressive also offers insurance for personal and commercial autos and trucks, motorcycles, boats, recreational vehicles, as well as home insurance through select carriers. It's the fourth largest auto insurer in the country, the largest seller of motorcycle insurance and a leader in commercial auto insurance. Progressive also offers car insurance online in Australia at <http://www.progressiveonline.com.au>.

Founded in 1937, Progressive continues its long history of offering shopping tools and services that save customers time and money, like Name Your Price®, Snapshot®, and Service Centers.

The Common Shares of The Progressive Corporation, the Mayfield Village, Ohio-based holding company, trade publicly at NYSE:PGR.

### *About Zubie*

Zubie is a connected car service focused on making driving easier, safer and less expensive for consumers and businesses. The company was formed in 2012, and is headquartered in Charleston, SC, with operational offices in the Minneapolis area.

[drivers](#)