

Corporate Overview

Guidewire Software, Inc. is a leading provider of flexible core systems that enable property/casualty insurers to deliver insurance the way they want to. Guidewire builds high quality software that consistently works as promised. Designed for maximum flexibility and scalability, Guidewire solutions give carriers the capability to deliver excellent service to policyholders and agents and increase market share – while lowering operating costs. The Guidewire InsuranceSuite™, consisting of Guidewire PolicyCenter®, Guidewire BillingCenter®, and Guidewire ClaimCenter®, spans the entire insurance lifecycle – underwriting, policy administration, billing, and claims management.

The Insurance Industry Today

P&C insurance companies face a number of core business challenges. However, their core operations are widely constrained by aging, inflexible technology platforms, often dating from the 1980s or earlier. As a result, insurers suffer from many known and costly issues in underwriting, claims, and billing, including:

- Manual, costly processes that extend process lifecycles and reduce responsiveness
- Difficulty complying with changing regulatory requirements
- Inability to define and enforce best practices
- Lack of visibility into core operations
- Failure to identify and prosecute potential fraud or recovery opportunities
- Ineffective interaction with producers, hampering efforts to bring in more business at lower costs
- Inability to improve underwriting consistency to improve profitability

The Guidewire Solution

Guidewire provides an integrated suite of core applications designed to address the specific operational needs of insurance companies.

- **Guidewire ClaimCenter** is a comprehensive claims system that manages the end-to-end claim process, from new loss entry through investigation, settlement, and recovery. ClaimCenter has been the leading claims system on the market since 2003.
- **Guidewire PolicyCenter** is a complete policy administration system that helps organizations improve overall underwriting accuracy and efficiency, increase premium revenues at lower loss cost and lower expense, and respond flexibly to business opportunities.
- **Guidewire BillingCenter** is a complete billing system that enables insurers to implement more flexible billing models, increase billing accuracy and reduce leakage, and optimize float, while streamlining the overall billing process.

Benefits to Insurers

Guidewire applications enable insurance organizations to run their business more efficiently, providing better services to their customers at lower cost. Guidewire applications are designed to give insurers detailed control over their core processes. Customers can define their unique processes in business rules, allowing the system to automatically monitor and enforce those processes. In addition, insurers can easily refine those processes as their needs change or new opportunities evolve.

Guidewire applications save money for insurance carriers and related organizations by providing:

- An intuitive desktop environment that increases productivity throughout the organization
- Real-time managerial visibility to identify and address problems before they grow out of control
- Flexible business rules to enforce operational best practices, minimizing errors and reducing costs
- A modern technology platform that reduces ongoing integration and maintenance costs, while providing a migration path away from expensive legacy systems.

Why Guidewire?

- Guidewire solutions are flexible and easy to configure to meet customer needs.
- Guidewire projects are delivered on-time and on-budget, with an unparalleled level of customer success.
- Guidewire has been the leader in claims systems in North America since 2003, with more selections than any competitor among carriers of any size.
- Guidewire delivers customer solutions with lean, high-performance implementation teams – ranging from 2 to 5 people on site – vastly reducing an insurers' implementation costs.

Company Information

Guidewire's customers include regional carriers such as Hastings Mutual Insurance Company, line-of-business specialists such as Canal insurance, leading commercial lines carriers such as CNA, leading personal lines carriers such as Amica, and compensation specialists such as Employers Direct Insurance Company.

Guidewire's team includes executives and professionals with deep experience in both insurance and technology at companies including The Hartford, AIG, GEICO, McKinsey, Oracle, Siebel, Motorola, Ariba, and Kana.

Guidewire was founded to meet the needs of the P&C insurance industry. The company is headquartered in San Mateo, California, with offices in Beijing, Dublin, Hong Kong, London, Munich, Paris, Sydney, Tokyo, and Toronto, in addition to a geographically-dispersed team of sales and services staff. Guidewire is owned by its employees and investors, including U.S. Venture Partners and Bay Partners.

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