



Guidewire Overview

Guidewire delivers the industry platform that property and casualty (P&C) insurers rely upon to adapt and succeed in a time of accelerating change. We provide the software, services, and partner ecosystem to enable our customers to run, differentiate, and grow their business. We are privileged to serve more than 350 P&C insurers in 30+ countries.

Guidewire InsurancePlatform: Software, Services, Ecosystem

Guidewire InsurancePlatform™ is the P&C industry platform that unifies software, services, and partner ecosystem to power our customers' business. InsurancePlatform provides the standard upon which insurers can optimize their operations, increase engagement, drive smart decisions, innovate quickly, and simplify IT.

- **Software:** Guidewire's software applications support the entire insurance lifecycle—from digitally engaging with customers to optimizing core operations to enabling smart decision-making.
- **Services:** Guidewire services include implementation, support, and operational services, including simplifying IT through cloud services to support our customers after go-live.
- **Partner Ecosystem:** Our partner ecosystem provides access to applications and content provided by established players and insurtechs, promoting insurers' ability to innovate quickly.

Helping insurers meet business and IT imperatives

Customer expectations keep rising. Many new insurance-relevant data streams and digitally native business models are emerging, sometimes from new entrants and non-insurance players. New areas of risks such as supply chain disruption and cyber terrorism represent new underwriting opportunities. InsurancePlatform is designed to help insurers achieve their business and IT imperatives.

Our Offerings

Guidewire Core

Support your core operations no matter the complexity of your business. With a comprehensive set of capabilities—underwriting, policy administration, billing, and claims management—our core systems cover the entire P&C insurance lifecycle while providing the deep functionality you need to meet your business goals.

Guidewire Data and Analytics

Get a full view of your data to enable and even automate the right decisions at the right time across the insurance lifecycle with Guidewire's data and analytics solutions.

Guidewire Digital™

Reach policyholders, agents, employees, and vendors where it's most convenient by supporting digital sales, service, and claims journeys.

Guidewire Cloud™

Guidewire delivers Software-as-a-Service (SaaS) solutions via Guidewire Cloud. Guidewire Cloud enables insurers to focus on business agility while transferring undifferentiating IT responsibilities to Guidewire, in exchange for a subscription fee that is adjusted for usage to increase the predictability of cost.

These imperatives include:

- **Optimize operations:** Vital core functions must enable agility through standardization and scalability, while also making incremental improvements to processes such as product definition, claims management, and customer service.
- **Increase engagement:** To meet rising expectations, insurers must offer personalized products and services for customers and agents and deliver a satisfying, consumer-grade, omnichannel experience.
- **Drive smart decisions:** Insurers are looking to gain actionable insights from the vast universe of available data by using more sophisticated analytical machine learning and predictive techniques.
- **Innovate quickly:** In response to changing competition and new entrants, insurers must have the ability to iterate quickly and leverage the vast insurtech innovations.
- **Simplify and de-risk IT:** Insurers are seeking a reduction in the complexity of IT work that can slow insurers down, thus providing the freedom for business and IT teams to form a strategic alliance to drive performance and innovation.

Our Credentials to Serve You

P&C focus: Serving P&C insurers exclusively, with a commitment that puts customer success above all else.

Customer community: 350+ insurers in 30+ countries. Community insight helps drive evolution of platform.

Cloud experience: 130+ customers using at least one of our products via Guidewire Cloud.

R&D scale: Largest team focused on P&C software: 700+ people. \$130m+ annually invested.

Track record: 500+ implementations completed successfully or in progress. Wide variety of project goals served.

Services scale: 800 consultants on Guidewire team; 7,000 professionals from consulting partners.

Our Core Values

Integrity: Truthful relationships with customers, prospective customers, partners, investors, and each other

Rationality: Communicating through clear arguments, building products of superior quality, and making decisions carefully on the basis of factual evidence

Collegiality: Working together as professional equals with a minimum of hierarchy

The Guidewire Difference

We consider ourselves to be part of the global P&C insurance community, serving insurers by building mission-critical software that helps our customers solve both large and small problems.

Prospective customers sometimes ask me, “What’s the number-one reason insurers choose Guidewire?” The answer is simple: our record. An international roster of leading insurers across all lines of business have selected us as their partner. More than 300 of our 350+ customers have gone live on one or more of our systems.

We’ve served a wide variety of project imperatives, including phased core system deployments, greenfield implementations, system deployments for new companies, digital system projects, and cloud deployments. Our record of implementation success is unmatched in the industry.

We view our association with P&C insurers as both a privilege and a responsibility. And we intend to be here for the long term, building a platform to last and conducting our business to build lifelong relationships with our customers. I hope our credentials earn us the right to serve you.

—**Marcus Ryu**, CEO and Co-founder, Guidewire Software