



## Guidewire Software Names Tenzing Its 2012 Regional 'Partner of the Year' for Asia Pacific

October 22, 2012

*Awards recognize excellence in delivery of Guidewire InsuranceSuite™ solutions and commitment to Guidewire and its clients*

FOSTER CITY, Calif.--(BUSINESS WIRE)--Oct. 22, 2012--

Guidewire Software, Inc. (NYSE: GWRE) a provider of flexible core system software to Property/Casualty (General) insurers and Tenzing, a New Zealand based Management and Technology Consulting company, today announced that Tenzing has been named the Guidewire PartnerConnect™ 2012 *Partner of the Year for Asia Pacific*. This recognition highlights Tenzing's contributions to Guidewire's business success - and the implementation successes of our mutual insurance customers across the Asia Pacific region over the past year.

PartnerConnect, Guidewire's global alliance program, supports the business transformation projects of General (non-life) insurers. This year Tenzing is one of three partners being honored. Together, these 2012 *Partners of the Year* have led or assisted with 28 projects in the past year.

Growing numbers of General insurers in the Asia Pacific region and globally are replacing their aging core systems with Guidewire InsuranceSuite™ solutions. Guidewire works with and relies on a [trusted network](#) of system integrator and regional consulting partners to help implement core system replacement projects, in collaboration with our mutual insurance customers. Trusted partners like Tenzing are key to helping Guidewire meet the growing demand for qualified and dedicated resources to enable successful implementations.

As a 2012 PartnerConnect *Partner of the Year*, Tenzing has demonstrated:

- Successful implementations, including Lumley Insurance;
- New implementations, including FMG which is in progress;
- Creation and growth of a focused Guidewire practice with increasing numbers of trained and certified Guidewire resources; and
- Broad insurance industry experience and comprehensive regional subject matter knowledge.

"Guidewire is focused on delivering the best software and services to our Property/Casualty customers, and we are pleased to have Tenzing on our partner team," said, John True, senior vice president, Field Operations, Guidewire Software. "We wish to acknowledge the dedication of all of our PartnerConnect alliance members and in particular Tenzing, an alliance member since 2011, for its contributions to the success of our mutual customers across Asia Pacific and for its commitment to Guidewire over the past year."

"We are honored to receive this award, and we thank Guidewire for recognizing our efforts," said Chris Day and Suri Bartlett, co-owners and joint managing directors, Tenzing. "For a number of years, we have worked closely with Guidewire to help our mutual customers implement their systems. From day one, we found the Guidewire team to be easy to work with due to their focus on helping customers achieve success through their core system replacement projects. With Tenzing's expertise and the support of Guidewire, we look forward to continuing to enable the best possible results for our mutual customers."

### About Guidewire PartnerConnect

Guidewire PartnerConnect members provide a wide range of services to the Property/Casualty (general) insurance community, including: business transformation consulting and strategy, and IT related services. To date, world-wide, Guidewire practices include 2,700 consultants, more than 1,200 of whom are functional and technical consultants certified on Guidewire products. PartnerConnect member benefits include: a close working relationship with the Guidewire team, senior executive sponsorship, training discounts, and Guidewire product strategy previews. For more information, visit [PartnerConnect](#).

### About Tenzing

Tenzing has a history of over 20 years of consulting expertise in New Zealand. Our name and ethos is linked to Sherpa Tenzing Norgay - we work collaboratively to assist and achieve the aspirations of our clients.

Our unique blend of Management and Technology Consulting Services allows a one-stop shop for delivery of solutions to our insurance customers. Since 2007, Tenzing has provided Guidewire implementation services / resources and integration specialists to major insurers in NZ across the suite of Guidewire products. For more information, visit [www.tenzing.co.nz](http://www.tenzing.co.nz).

### About Guidewire Software

Guidewire Software is a provider of core system software to the global Property/Casualty (general) insurance industry. Designed to be flexible and scalable, Guidewire solutions give insurers the capability to deliver excellent service, increase market share and lower operating costs. Guidewire InsuranceSuite™, consisting of Guidewire PolicyCenter®, Guidewire ClaimCenter® and Guidewire BillingCenter® spans the key functional areas in insurance - underwriting and policy administration, claims management, and billing. Guidewire is headquartered in Foster City, California, with offices in Beijing, Dublin, Hong Kong, London, Munich, Paris, Sydney, Tokyo, and Toronto. For more information, please visit [www.guidewire.com](http://www.guidewire.com).

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