



## Guidewire Software Announces Addition of Affecto to PartnerConnect Program

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*Affecto to support Property/Casualty Insurance customers implementing Guidewire InsuranceSuite™ systems in Nordic Region*

HELSINKI & FOSTER CITY, Calif.--(BUSINESS WIRE)--Jun. 19, 2013-- Affecto PLC, a fore-runner in the field of Enterprise Information Management and Operational Solutions in Northern Europe, and Guidewire Software, Inc. (NYSE: GWRE), a provider of core system software to general insurers, today announced that Affecto has joined Guidewire PartnerConnect™ as an Affiliate member. PartnerConnect is Guidewire's global, invitation-only program for strategic System Integrators (SI) and affiliate consulting alliance partners. Affecto has agreed to add Guidewire products in the portfolio of systems and competences it provides to customers in the Nordic region.

Affecto is considered a market leading implementer of core insurance solutions in Northern Europe with more than 100 people focused on this work, strong local insurance domain knowledge, and over 15 successful implementations on three continents. Affecto's practice provides a global set of standards, including implementations using Agile Scrum methodology. The company has local domain specialists, supported by nearshore delivery centers in the Baltics and Poland. Affecto understands its clients' businesses and how IT can help improve their processes and reduce time to market, delivering on the key business drivers required for success in today's insurance world.

"Ensuring the success of each customer implementation is priority number one for us at Guidewire. We are therefore very pleased to welcome Affecto to our alliance ecosystem; strengthening the scope of our delivery capabilities throughout the Nordic and Baltic regions," said Priscilla Hung, Guidewire's senior vice president, Operations and Corporate Development. "The regional and industry expertise Affecto brings to the partnership will allow us to grow our business and continue delivering exceptional service to our mutual customers."

Pekka Eloholma, Affecto's Group CEO, said, "Offering our customers the best solutions and services in the market is Affecto's primary objective. We look forward to extending and strengthening our offering in the Nordics with Guidewire's state-of-the-art insurance systems, which have been designed specifically for property/casualty insurance companies."

Christian Pedersen, sales director, Affecto said, "Guidewire has one of the most flexible, innovative and functionality rich solutions available globally and it is truly exciting to now be able to offer these solutions to clients through our insurance practice; a team with more than 12 years of experience implementing core insurance solutions."

### About Guidewire PartnerConnect

Guidewire [PartnerConnect](#)™ members provide a wide range of services to the general insurance community, including: business transformation consulting and strategy, and IT related services. To date, worldwide, Guidewire practices include over 2,700 consultants, more than 1,900 of whom are functional and technical consultants certified on Guidewire products. Guidewire PartnerConnect is comprised of Strategic and Affiliate level members. The Affiliate level member is a partner that is in the process of building depth in its Guidewire sales and implementation practice while gaining overall experience with Guidewire products.

### About Affecto

Affecto is the forerunner in the field of Enterprise Information Management in Northern Europe. Our solutions help organisations improve productivity and competitiveness with superior use of information in decision making and execution. Within insurance our offerings are supported by a global Insurance vertical. This vertical has the unique experience of implementing core insurance applications and all related challenges around total IT transformation projects at insurance clients. Affecto's head office is in Finland and we have subsidiaries in Finland, Sweden, Norway, Denmark, Estonia, Lithuania, Latvia and Poland. Affecto's net sales were approx. 133 million euro in 2012 and the company has over 1100 employees. For more information, please visit [www.affecto.com](http://www.affecto.com).

### 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, Toronto, and Warsaw. For more information, please visit [www.guidewire.com](http://www.guidewire.com).

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