



## Guidewire Welcomes GuideOne, 50th PolicyCenter Customer

October 3, 2013

*Leading national insurer of churches, GuideOne selects Guidewire PolicyCenter® to improve speed to market and flexibility*

FOSTER CITY, Calif.--(BUSINESS WIRE)--Oct. 3, 2013-- Guidewire Software, Inc. (NYSE: GWRE), a provider of software products to Property/Casualty (P/C) insurers, today announced that GuideOne Insurance, a leading national insurer of churches, has become the 50<sup>th</sup> insurer choosing to run its mission-critical policy administration and underwriting operations on Guidewire PolicyCenter®. GuideOne also selected Guidewire for Rating Management, Standards Based Templates and Client Data Management. GuideOne has already successfully deployed Guidewire ClaimCenter®.

"GuideOne is pleased to be the company to help Guidewire reach this milestone," said Lee Pallardy, vice president of Commercial Lines, GuideOne. "Our decision to go with PolicyCenter for our new Commercial policy administration system was a clear choice due to Guidewire's proven track record, as well as having already completed a successful implementation with ClaimCenter at GuideOne."

From day one, Guidewire has been focused on enabling insurers to replace their legacy core systems and transform their business. Policy administration systems are at the heart of this transformation journey. "These systems are the most complex to build and the most critical to implement," said Marcus Ryu, chief executive officer, Guidewire Software. "We applaud the journeys our customers are taking and we celebrate their successes. We are especially pleased to welcome GuideOne as a repeat customer and we thank them for putting their trust in Guidewire."

"Steady customer growth speaks volumes about a technology provider's ability to deliver business value and establish a reputation for doing so over time," according to Karen Pauli, Research Director, CEB TowerGroup. "Repeat customers are evidence that a technology provider is a partner and can be trusted to understand and support an insurer's business and IT goals. There is a good deal to celebrate in both instances."

"Guidewire and PolicyCenter have come a long way since we first launched the product in 2006," said Ken Branson, director, Product Strategy, Guidewire Software. "Our early customers deserve a lot of credit for taking a chance on an unknown product from a relatively young company, at the time." Branson added, "We are grateful for the collaboration and support from all of our PolicyCenter customers over these past seven years. It is because of their guidance that PolicyCenter has grown into the widely adopted product that it is today."

"We take great pride in building sustainably architected products such as PolicyCenter that enable our customers to meet their objectives," said Jeremy Henrikson, vice president, Development, Guidewire Software. "We are humbled by the overwhelming support that we have received from our customers and value their ongoing feedback as we work to continuously enhance our products."

Guidewire has PolicyCenter customers in nine countries (plus Puerto Rico): USA, Canada, Australia, New Zealand, Japan, Peru, UK, South Africa, and Poland. Insurers of all sizes have selected PolicyCenter, from Nationwide at the tier one level, to those at the smaller end of the scale, like emerging insurer Elephant Insurance, including all sizes and lines of business in between.

[Guidewire PolicyCenter®](#) is a flexible underwriting and policy administration system that enables Property/Casualty insurers to grow business profitably by improving efficiency, while responding with agility to market opportunities and enhancing relationships with agents and customers. Designed to support both commercial and personal lines, PolicyCenter helps insurers streamline front and back office processes, from new business submission and quoting through policy renewals. PolicyCenter is available as a standalone system or as part of Guidewire InsuranceSuite™, and can be integrated to an insurer's existing systems and third party applications.

Guidewire was recognized as the only vendor to receive a "Strong Positive" – highest possible rating – in the Gartner MarketScope for North American Property and Casualty Insurance Policy Management Modules report.

*Gartner "MarketScope for North American Property and Casualty Insurance Policy Management Modules" by Jeff Haner, February 10, 2013.*

### **About the MarketScope**

Gartner does not endorse any vendor, product or service depicted in our research publications, and does not advise technology users to select only those vendors with the highest ratings. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

### **About GuideOne Insurance**

Founded in 1947 and headquartered in West Des Moines, Iowa, GuideOne Insurance is one of the nation's largest church insurers, with about 43,000 church policyholders. GuideOne also insures private schools and colleges, as well as senior living communities. In 1999, the company created the [GuideOne Center for Risk Management®](#) in order to help churches and faith-based organizations safeguard their ministries. This effort was expanded in 2008 with the launch of [SafeChurch®](#), the most comprehensive church risk management resource available. GuideOne's personal lines products include auto and homeowners insurance. GuideOne is licensed to do business in all 50 states and markets its products and services through nearly 1,600 independent and career agents. The company carries an A "Excellent" rating from A.M. Best.

### **About Guidewire Software**

Guidewire builds software products that help Property/Casualty insurers replace their legacy core systems and transform their business. Designed to be flexible and scalable, Guidewire products enable insurers to deliver excellent service, increase market share and lower operating costs. Guidewire

InsuranceSuite™ provides the core systems used by insurers as operational systems of record. Additional products provide support for data management, business intelligence, anytime/anywhere access and guidance and monitoring. More than 150 Property/Casualty insurers around the world have selected Guidewire. For more information, please visit [www.guidewire.com](http://www.guidewire.com). Follow us on twitter: [@Guidewire\\_PandC](https://twitter.com/Guidewire_PandC).

NOTE: Guidewire, Guidewire Software, Guidewire ClaimCenter, Guidewire PolicyCenter, Guidewire BillingCenter, Guidewire InsuranceSuite, Guidewire PartnerConnect, Guidewire SolutionConnect, Guidewire Live, Live Inside, Before & After, Claim Canvas, Viewpoint, Deliver Insurance Your Way, and the Guidewire logo are trademarks, service marks, or registered trademarks of Guidewire Software, Inc. in the United States and/or other countries.

Source: Guidewire Software, Inc.

Guidewire Software, Inc.  
Diana Stott, +1-650-356-4941  
Director, Communications  
[dstott@guidewire.com](mailto:dstott@guidewire.com)