



## Guidewire Software Grows PartnerConnect Alliance Program – Benefitting Global Property/Casualty Insurer Community

November 2, 2014

*Program provides access to more than 30 trained consulting and complementary technology solution partners to better support insurer system deployments and business transformation initiatives*

SAN FRANCISCO--(BUSINESS WIRE)--Nov. 2, 2014-- At the Guidewire *Connections 2014* User Conference, Guidewire Software®, (NYSE:GWRE), a provider of software products to Property/Casualty insurers, today announced the launch of its enhanced [PartnerConnect](#) global alliance program. The invitation-only program, first launched in 2010, has been expanded to bring together under one umbrella our broad network of consulting service providers – including the addition of several new regional consultancies and third-party solution providers whose products or technology enhance, extend, and complement the capabilities of Guidewire products. Guidewire customers can leverage 32 PartnerConnect member providers spanning more than 25 countries. To date, PartnerConnect Consulting partners have assisted with 90, and led 60 implementations of Guidewire core systems.

New partners being announced at this time include:

Europe Middle East Africa (EMEA): BearingPoint, EPAM, IGATE, Jet Infosystems, and Technoserv Consulting

Asia Pacific (APAC): B-Prost and JIEC

Americas (AMER): Cynosure

Benefits of the Guidewire PartnerConnect™ program include:

- A formal framework to ensure global consistency in the training and certification of consultants assisting Property/Casualty insurers in the implementation of Guidewire InsuranceSuite™ products;
- Insurer access to complementary pre-integrated technology and data solutions that can further support their business transformation initiatives;
- Regional language and local support resources; and
- A new relationship building level (Select) that allows for the onboarding and ramping up of new partners.

Guidewire PartnerConnect currently comprises two categories of alliance partner: Consulting and Solution. Additionally, the program provides three tier-levels within each category (Premier, Advantage, and Select) designed to recognize individual partners based on their achievements and contributions, including insurance industry expertise, number of Guidewire certified employees, number of integration accelerators contributed, and number of customer successes.

**Guidewire PartnerConnect - Consulting** partners provide consulting services such as business transformation and strategy, implementation, as well as related delivery services. Complementing Guidewire services consulting resources, our consulting partners provide additional Guidewire trained and certified consultants. To date, Guidewire Consulting practices worldwide include more than 4,300 consultants who have been trained or are experienced on Guidewire products.

**Guidewire PartnerConnect - Solution** partners provide software, technology, and data solutions as well as insurance support services. Our solution partners help drive business value by developing and delivering additional integrations, extensions, and other complementary solutions for Guidewire Software.

“Bringing our system integration/consulting and solution provider programs together into one well-defined comprehensive redesigned PartnerConnect program allows us to most effectively serve the needs of our global customer base,” said Chris Elsmore, Guidewire Software vice president, Global Alliances and Business Development. “Our well-established partner network is an integral part of our customers’ success, our growth, and Go-to-Market strategy. We are excited to expand PartnerConnect to now include regional consulting and complementary solution partners to give our customers more options as they seek to execute on their business transformation objectives.”

Elsmore added, “We thank all of our partners for their support and work to date. We are grateful to have a number of long-term relationships and are pleased with the strength of the contributions these partners have made to our business and the value they have brought to our customers. We are excited to bring on board a host of newer relationships which we will aim to grow in much the same way.”

Guidewire is pleased to include the following partners in our [PartnerConnect](#) community:

<b>PartnerConnect – Consulting</b>	<b>PartnerConnect – Solution</b>
Adaptra	Agencyport
B-Prost	HP
BearingPoint	Hyland, creator of OnBase
Business Agility	LexisNexis
Capgemini	Mitchell
CastleBay Consulting	Perr&Knight
Centric Consulting	Thunderhead.com

CGI  
Cognizant  
Cynosure  
Deloitte Consulting LLP  
EPAM  
EY  
GFT Group  
HCL  
IBM  
IGATE  
Jet Infosystems  
JIEC  
PwC  
Sollers Consulting  
Stonebridge Consulting Group  
Technoserv Consulting  
Tenzing  
V-NEO

#### **About Guidewire PartnerConnect**

Guidewire PartnerConnect™ is a network of select partner companies that provide consulting services and solutions to enhance, extend, and complement the capabilities of Guidewire products. Our worldwide partner community helps contribute to the success of our mutual customers in the Property/Casualty insurance industry by delivering Guidewire software implementations, value-add solution & technology offerings, and guidance on insurance industry best practices.

Guidewire PartnerConnect is an invitation-only program. For more information about Guidewire PartnerConnect, please visit [www.guidewire.com/partners/](http://www.guidewire.com/partners/).

#### **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 180 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).

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