GUIDEWIRE

Guidewire Software Adds DocuSign as Solution Alliance Partner

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DocuSign delivers first Ready for Guidewire accelerator for DTM and eSignature

SAN FRANCISCO & FOSTER CITY, Calif.--(BUSINESS WIRE)--Jan. 25, 2016-- Guidewire Software, Inc. (NYSE: GWRE), a provider of software products to Property/Casualty insurers today announced that DocuSign, Inc. (DocuSign®) has joined Guidewire PartnerConnect^{TM} as a *Solution* Partner. Additionally, DocuSign has successfully completed the *Ready for Guidewire* accelerator validation process for its Digital Transaction Management and eSignature accelerator for Guidewire PolicyCenter® 8.

DocuSign enables insurance organizations to accelerate contracts, approvals, and workflows by empowering employees, agents, and clients to complete transactions 100% digitally – anytime, anywhere, on any device with trust and confidence. DocuSign's bank-grade secure and carrier-grade reliable DTM platform and eSignature solution support legally-compliant eSignature processes tailored to meet global requirements with localization in 43 languages.

Available for insurers using PolicyCenter 8, DocuSign's DTM platform and eSignature solution enable agents and call center representatives to quickly, easily, and securely send, manage and track policy documents, like binding and policy modification agreements, to capture client approvals and signatures. The DTM and eSignature accelerator now makes all of these capabilities directly accessible from within PolicyCenter. DocuSign's DTM and eSignature solution will help increase close rates and decrease close times, freeing up agents' time to focus on new business rather than chasing paperwork. The result is a better experience for employees, agents, and clients by eliminating the need to print, fax, scan, and overnight paper documents to purchase new policies and maintain accounts.

The *Ready for Guidewire* validated DocuSign accelerator will also help reduce the overall project timeframe for insurers adapting to new digital policy business processes, contributing to a reduced total cost of ownership for the insurer.

"We look forward to bringing the power of DocuSign to Guidewire customers to empower them to take their business fully digital," said Glenn Griffin, vice president, business development, DocuSign. "Our joint solution will help customers automate insurance processes and document flows to deliver a world class experience for employees, agents, and clients alike."

"With the recent explosion of digital transactions, we welcome DocuSign to our PartnerConnect *Solution* program as our first e Signature and DTM partner," said Neil Betteridge, vice president, Strategy, Guidewire Software. "We look forward to working with DocuSign to help insurers deliver on policyholder expectations for seamless digital service while reducing the total cost of ownership of their Guidewire systems through pre-built solution integrations that reduce their project implementation timeframes."

DocuSign is now eligible to use the *Ready for Guidewire* validation mark, which designates that its accelerator has been through a rigorous review process. The company's DTM accelerator together with Guidewire PolicyCenter will enable insurers to increase the ease with which policyholders buy new policies and maintain their accounts by eliminating the need for manual signatures.

For more information on Guidewire, visit www.guidewire.com. For more information on DocuSign, visit www.docusign.com.

About DocuSign, Inc.

DocuSign® is changing how business gets done by empowering more than 100,000 companies and more than 50 million users in 188 countries to sign, send and manage documents anytime, anywhere, on any device with confidence. DocuSign replaces printing, faxing, scanning and overnighting documents with the easiest, fastest, most trusted way to make every approval and decision digital. Organizations of all sizes and industries are accelerating contracts, approvals and workflows with DocuSign's Digital Transaction Management (DTM) platform and eSignature solution. DocuSign keeps life and business moving forward.

For more information, visit www.docusign.com, call +1-877-720-2040, or follow us on Twitter, LinkedIn and Facebook.

About Guidewire PartnerConnect and *Ready for Guidewire*

Guidewire PartnerConnect^{TM} is a global 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 and technology offerings, and guidance on insurance industry best practices.

Ready for Guidewire accelerators developed by PartnerConnect *Solution* members have been rigorously reviewed by Guidewire, adhere to Guidewire software design principles, and meet established criteria. The accelerators are published on the Guidewire Resource Portal and are available for download by Guidewire customers at no charge.

Guidewire PartnerConnect is an invitation-only program. For more information about Guidewire PartnerConnect please visit www.guidewire.com/partners/.

About Guidewire Software

Guidewire delivers the software that Property/Casualty (P/C) insurers need to adapt and succeed in a time of rapid industry change. We combine three elements – core processing, data and analytics, and digital engagement – into a technology platform that enhances insurers' ability to engage and empower their customers and employees. More than 200 P/C insurers around the world have selected Guidewire. For more information, please visit www.guidewire.com. Follow us on twitter: @Guidewire_PandC.

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