



ConTe.it Selects Guidewire Platform for Core Operations

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Admiral Group's Italian brand picks Guidewire Core products for improved speed to market and enhanced customer service

ROME, Italy and LONDON, UK, 10 October, 2016 – ConTe.it, a motor insurance provider, and Italian subsidiary of Admiral Group, and Guidewire Software, Inc. (NYSE: GWRE), a provider of software products to general insurers, today announced that ConTe.it has chosen Guidewire core operational products for its technology platform. They have selected Guidewire PolicyCenter® and BillingCenter®, as well as Guidewire Client Data Management™, for underwriting, policy administration, billing and client data management. The initial deployment will be across new policies and will aid customer support staff in relation to those policies.

ConTe.it means to maintain its track-record for innovation and ensure its ability to respond to changing market need. It chose the Guidewire platform to underpin this business momentum and its goal to grow market share with scalable and adaptable functionality. In addition, it sought policy and billing systems that would integrate and operate together easily and simply.

"As a first mover on the direct channel in Italy since 2008, our aim is to continue to develop innovative services for our customers," said Paolo De Toter, programme manager and business leader of the project, ConTe.it. "Our choice of Guidewire will allow us to ensure a flexible development process and speed to market now, and into the future with, of course, a focus on telematics. This is an important feature already in the Italian market, where more than 15% of policies are telematics based."

Guidewire software will enable ConTe.it to:

- Extend more effective customer service;
- Operate a full-feature billing system, making accounting operations easier and leaner; and
- Manage new and changing payment methods, in line with the market demand.

"We want the very best platform to assist us in responding faster and more efficiently to the varied and complex needs of our customers," commented Giuseppe Terzano, IT project management officer, ConTe.it. "PolicyCenter offers very valuable out-of-the-box features that will support us in this service. Moreover, and together with BillingCenter, it will help us in evaluating and deciding upon new business strategies."

"We appreciate ConTe.it's decision to choose Guidewire core systems," said Keith Stonell, managing director, EMEA, Guidewire Software. "The number of industry awards received by ConTe.it this year already, in regard to service levels, defines them for their high standards. We look forward to working with them as they continue to transform their business and take it to the next level."

About ConTe.it

Highlights

ConTe.it is the Italian brand launched by Admiral Group in 2008. It began with about 60 employees and 0 customers. At the end of 2015, only seven years after its launch, the company has a staff of more than 570 people and more than 300,000 customers.

Strategy

Compared to other players with a focus on motor insurance, ConTe.it has introduced to Italian market context some competitive advantages derived from the Admiral Group. These have made it possible to produce sustained growth already in the first three years of operation:

- Low acquisition costs
- Efficient claims handling
- Low Expense Ratio
- Customer Orientation

Culture

In addition, ConTe.it boasts a united and motivated team and a talented senior management, with a strong desire to create an internal culture that facilitates and promotes innovation, teamwork, and active participation in the management of the company. ConTe.it already has to its credit many awards and accolades: it has appeared in the Italian Best Places to Work List for eight consecutive years, reaching the second position in the "large companies list" in 2016; featured in the Top Ten List of Best Workstyle 2012; selected as a national finalist for the European Business Awards in from 2011 to 2016.

About Guidewire Software

Guidewire delivers the software that general insurers need to adapt and succeed in a time of rapid industry change. We combine three elements – core operations, data and analytics, and digital engagement – into a technology platform that enhances insurers' ability to engage and empower their customers and employees. 260 general insurers around the world have selected Guidewire. For more information, please visit www.guidewire.com.

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Contact:

Daniel Couzens/Susanna Woods
onechocolate Communications
+44(0)20 7437 0227
guidewire@onechocolatecomms.co.uk

Louise Bradley
PR & Communications - EMEA
Guidewire Software (UK) Ltd
+44 (0)7474 837 860
lbradley@guidewire.com

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