Seibels Selects Guidewire InsurancePlatform to Help Grow its BPO Business

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Guidewire InsurancePlatform™ to help BPO solution provider enhance operational efficiencies and improve business agility

COLUMBIA, S.C. & FOSTER CITY, Calif.--(BUSINESS WIRE)--Oct. 19, 2016-- The Seibels Bruce Group, Inc. (Seibels), an insurance services provider of Business Process Outsourcing (BPO) solutions, and Guidewire Software, Inc. (NYSE:GWRE), a provider of software products to Property/Casualty (P/C) insurers, today announced that Seibels has expanded its relationship with the selection of additional Guidewire core operations, data and analytics, and digital engagement products. The company is implementing these products for its current Property and Casualty lines of business in all states in which it operates, and plans to implement these products for its future Workers' Compensation lines of business. Seibels will also use the Guidewire platform to power the products it offers its BPO customers.

By standardizing its offerings on Guidewire's modern software technology platform, Seibels, a Guidewire preferred BPO provider, is able to strengthen its position in the marketplace as a best-in-class insurance services provider of BPO solutions. This foundation will enable Seibels to:

- Provide exceptional customer service by offering clients access to technology powered by Guidewire. Guidewire was identified as a leader in the January 2016 Gartner "Magic Quadrant for P&C Insurance Policy Management Modules, North America[1]";
- Bring new products and product enhancements to market more quickly;
- Provide enhanced data and analytics to better understand results and drive business decisions;
- Provide a full featured multimedia agency portal; and
- Provide unmatched self-service capability to customers and their agents and policyholders.

To meet its objectives, Seibels selected Guidewire PolicyCenter® as its new underwriting, rating, and policy administration system and Guidewire BillingCenter® to manage its billing operations, including agency and direct bill and commission calculations. These products will replace the company's internally-developed policy administration and billing management systems. With these selections, Seibels will be able to expand its BPO offering to provide the benefits of Guidewire InsuranceSuite™ to its customers.

Seibels selected Guidewire DataHub™ and InfoCenter as its new data warehouse and business intelligence solutions, and Guidewire Gateway Portal for Agents™ to provide agents with more self-service functionality and greater collaboration capabilities. The company also selected Smart Communications™ for customer communications management[2]. Guidewire PartnerConnect Consulting member, Cynosure, a boutique global consulting firm specializing in the implementation of Guidewire InsurancePlatform™ products, will lead the implementation.

"Guidewire's long-term commitment to its products was attractive to us," said Nan Brunson, Vice President of Business Development, Sales and Marketing, Seibels. "Selecting these additional Guidewire products will provide us with improved growth opportunities and increased functionality, credibility, and reliability."

Dallas Covington, Vice President of Project Management Office, Seibels, said, "Together, ClaimCenter, PolicyCenter, and BillingCenter provide the core system foundation on which Seibels will be able to grow our business efficiently and provide innovative, best-in-class products to our customers."

"We are honored that Seibels has entrusted us with their Guidewire product implementations," said Anupam Mittra, Senior Director & Co-founder, Cynosure. "We look forward to helping them transform their business and succeed in the rapidly-changing insurance market."

"We appreciate Seibels' vote of confidence in Guidewire InsurancePlatform and all it offers," said Ken Shapiro, Group Vice President, Americas Sales, Guidewire Software. "Seibels is well positioned to become an agile, efficient, and technologically advanced solution partner for their customers and we are excited to be a key part of their BPO offering."

About Seibels

The Seibels Bruce Group, Inc. (Seibels) offers the insurance industry a suite of business process outsourcing (BPO) solutions powered by Guidewire technology. Streamlined operations, improved efficiencies and predictable, managed costs are just some of the benefits clients receive when working with Seibels. By leveraging a strong combination of insurance experience and industry-leading technology, Seibels best-in-class insurance services allow risk managers to simplify business processes and maximize opportunities so they can focus on growth and development. Since its founding in 1869, Seibels has recognized the value of quality customer service, strong client relations, continuous innovation and integrity. For more information, please visit www.seibels.com. Follow us on twitter: @SeibelsITS.

About Cynosure

Based in Jacksonville, Florida, Cynosure is a team of Guidewire InsurancePlatform™ experts focused on simplifying core system transformation for insurers. Cynosure was founded with the objective of helping Guidewire Software® customers lower their total cost of ownership. Leveraging its deep understanding of Guidewire products, Cynosure delivers speed and efficiency to its clients' business operations. For more information about Cynosure, visit CynosureInc.com or call (630) 481-7739.

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 operations, data and analytics, and digital engagement – into a technology platform that enhances insurers' ability to engage and empower their customers and employees. 260 P/C insurers around the world have selected Guidewire. For more information, please visit www.guidewire.com. Follow us on twitter: @Guidewire_PandC.

[1] Magic Quadrant for Property and Casualty Insurance Policy Management Modules, North America; Published: 25 January 2016 ID: G00273868, Gartner, Inc.

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[2] Guidewire is a reseller of Smart Communications, a Guidewire PartnerConnect™ Solution and Ready for Guidewire program member.

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