



## Motorists Insurance Group Deploys Guidewire InsurancePlatform™ to Adapt and Succeed

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*Guidewire Core and Digital products implemented on time and on budget, helping multistate insurer embark upon business transformation and launch new company*

COLUMBUS, Ohio & FOSTER CITY, Calif.--(BUSINESS WIRE)--Aug. 22, 2017-- Motorists Insurance Group (Motorists) and Guidewire Software, Inc. (NYSE: GWRE), a provider of software products to Property and Casualty insurers, today announced that Motorists has successfully deployed Guidewire InsurancePlatform™ products to serve as the technology backbone for its new commercial lines company [Motorists Insurance](#), which was launched on May 1, 2017.

Motorists deployed Guidewire InsuranceSuite™, Client Data Management, Rating Management, Standards Based Templates, Quote and Buy Portal for Policyholders™, Account Management Portal for Policyholders, and Gateway Portal for Agents as part of an organization-wide initiative to support the company's vision and transform the way it does business. The company aimed to modernize its technology infrastructure and operations to better address the evolving needs of its agents and policyholders. In the first pilot of its implementation project, Motorists deployed the products across all of its commercial lines of business to agents in Michigan and Tennessee, with more pilot states to follow in the third quarter and a comprehensive state rollout throughout 2018. Eventually, InsuranceSuite and the Guidewire Digital products will be deployed across all of Motorists' commercial lines of business in all of the states where the company does business.

"Thanks to the 'one company, one solution, one experience' vision and leadership of our CEO David Kaufman, we adopted the mindset of an 85-year-old startup and took a greenfield approach, allowing us the unique opportunity to reinvent our business, IT and organizational structure," said John Kessler, senior vice president and chief strategy officer, Motorists. "In essence, it mitigated the need to integrate with disparate and antiquated systems and business processes being used by our various affiliates, and enabled us to create a brand new commercial lines company. We were able to collaborate effectively with Guidewire to facilitate a smooth implementation and complete the project on time and on budget," Kessler added.

"With the launch of Motorists Insurance, we are now able to offer one technology platform and a consistent set of processes and procedures to serve our independent agents and associates," said Todd Lawrence, vice president of Business Transformation, Motorists. "Internal and external stakeholder feedback has been positive, especially regarding our independent agents' experiences with the new portals. Overall, we are very pleased with the new platform."

InsuranceSuite and the Digital products are enabling Motorists to:

- Enhance operational efficiency, flexibility, upgradeability, and productivity throughout the organization by standardizing underwriting, policy administration, billing and claims management on a cohesive technology platform;
- Develop and execute best practices to deliver high levels of service to its independent agents and customers by empowering them with digital self-service claim, policy servicing and quoting capabilities;
- Make it easier for independent agents to acquire and service business more quickly and accurately;
- Reduce the time it takes to quote, change and bind a policy submitted by independent agents from 25-45 days to seconds;
- Offer straight-through processing for online sales, service and billing;
- Leverage ISO to provide coverages/restrictions that are current with what the marketplace expects; and
- Increase business agility and achieve lower total cost of ownership by being more nimble in reacting to changing business demands for new product sales and service models.

"We congratulate Motorists Insurance Group on its successful launch of Motorists Insurance to serve its commercial lines of business," said Alex Naddaff, chief customer officer, Guidewire Software. "We applaud Motorists' vision of ensuring the trust of its agents and policyholders and are humbled that our core and digital products are serving as the foundation for its transformation journey."

### About Motorists Insurance Group

Motorists Insurance Group, headquartered in Columbus, Ohio, consists of property and casualty, life insurance, and insurance brokerage companies with agents across the Midwest, Northeast and South. We strive to be the most trusted and responsive carrier in the independent agency system, and are rated A- (Excellent) by A.M. Best, the leading provider of insurer ratings. Learn more about Motorists Insurance Group at [motoristsinsurancegroup.com](http://motoristsinsurancegroup.com).

### About Guidewire Software

Guidewire delivers the software that Property and 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. More than 300 P&C 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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