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Hearsay Systems Joins Guidewire PartnerConnect Solution Alliance Program

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Hearsay to offer a streamlined experience that helps agents take client interactions to a new level

SAN FRANCISCO & SAN MATEO, Calif.--(BUSINESS WIRE)--Oct. 10, 2019-- Hearsay Systems, the trusted leader in compliant digital communications and workflow solutions for the financial services industry, and Guidewire Software, Inc. (NYSE: GWRE), provider of the industry platform Property and Casualty (P&C) insurers rely upon, today announced that Hearsay has joined Guidewire PartnerConnect™ as a *Solution* partner.

Hearsay offers innovative, compliant solutions designed to reinvent the client experience across the financial services industry. These advances help drive productivity, empowering insurance agents to more effectively cultivate new prospects as well as retain and expand relationships and product portfolios with existing clients. Hearsay solutions also increase operational efficiency by facilitating meaningful connections between agents and clients.

The company's open and extensible APIs allow insurers to seamlessly integrate Hearsay with the foundational elements of their ecosystems, enriching their CRMs, deepening their analytics capabilities, and enabling multi-channel client journeys. Hearsay's planned integration with Guidewire BillingCenter™ is a natural progression as Guidewire InsurancePlatform™ unifies software and services with its extensive partner ecosystem to provide access to leading third-party solutions, including insurtechs, to help power its customers' businesses.

"This partnership will enable our joint customers to get the most out of both companies' solutions, making it even easier for agents to be successful," said Eugene Lee, Vice President of Solutions at Hearsay Systems. "Guidewire's comprehensive ecosystem embraces insurtechs, and Hearsay will add value to InsurancePlatform by integrating our digital communications tools and compliant workflow solutions."

"Insurers and their agents need access to the best products - be they from established solution providers or insurtechs - to help them gain an advantage and enable them to succeed in today's competitive market. It is our focus to make the tasks of finding, testing, and integrating these solutions easier for P&C insurers," said Neil Betteridge, Vice President, Strategy, Guidewire Software. "We are pleased to welcome Hearsay as a new Guidewire PartnerConnect *Solution* partner and look forward to them contributing to the Guidewire Marketplace."

About Hearsay Systems

Hearsay Systems is reinventing the client experience in wealth management, property and casualty, and life insurance with compliant digital communications and workflow solutions. Over 170,000 advisors and agents at the world's largest financial services and insurance firms leverage Hearsay to engage with customers and build stronger relationships to grow their business.

With Hearsay Cloud for financial services, advisors and agents provide real-time, personalized and seamless client experiences across the right channel – social, texting, and mobile – at the right moment. Automated, pre-built industry workflows for insurance and wealth management provide one-click actionable suggestions for targeted engagement. Built for the enterprise, Hearsay Systems connects data and every client interaction to corporate CRM systems and digital marketing programs – all on a secure, compliant enterprise-ready platform.

Hearsay is headquartered in Silicon Valley with locations throughout North America, Europe, and Asia. Connect on Facebook, Twitter, LinkedIn, and the Hearsay blog.

About Guidewire PartnerConnect

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

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

About Guidewire Software

Guidewire delivers the industry platform that general insurers rely upon to adapt and succeed in a time of accelerating change. We provide the software, services, and partner ecosystem to enable our customers to run, differentiate, and grow their business. We are privileged to serve more than 350 companies in 34 countries. For more information, please visit www.guidewire.com and follow us on twitter: @Guidewire_PandC.

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Source: Guidewire Software, Inc.

Carmen Mantalas for Hearsay Systems
+1 503 997-5987

carmen@gmkcommunications.com

Diana Stott
Director, Communications
Guidewire Software
+1 650 356-4941
dstott@guidewire.com