



Guidewire Achieves Optimized Status in IBM's PartnerWorld Industry Networks for Insurance

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Achievements demonstrate Guidewire's ongoing commitment to work closely with IBM to continue to deliver best-in-class, on demand solutions to insurance companies

SAN MATEO, Calif., May 19, 2005:

Guidewire Software®, a leading provider of solutions to property and casualty and workers' compensation insurers, today announced that it has strengthened its relationship with IBM to develop and deliver on demand solutions for customers in the insurance industry. As part of this effort, Guidewire has met the industry-optimized criteria in IBM's PartnerWorld Industry Networks program and joined IBM's ISV Advantage Initiative, a program designed to provide independent software vendors (ISVs) with technical and marketing support to help meet the specific information technology needs of small and medium business (SMB) companies.

Guidewire and IBM have an established record of working together to deliver best-in-class solutions to insurance companies.

- Consultants from IBM Business Consulting Services have been certified on Guidewire applications and are now working on implementation projects at Guidewire customer sites.
- Multiple insurance companies are deploying Guidewire applications in a hosted environment managed by IBM OnDemand.
- Guidewire applications have been integrated with IBM's Insurance Application Architecture for standards-based messaging between disparate systems.
- Guidewire and IBM are jointly developing an integrated solution suite to deliver accelerated claim handling capabilities to insurers of all sizes.
- Guidewire applications support a wide range of IBM platform software products, including WebSphere, DB2, and Tivoli.

"IBM is a trusted advisor and technology partner to many of our customers," said John Raguin, chief executive officer, Guidewire Software. "The expanded relationship enables both companies to provide broader, industry-specific solutions to our end customers and help improve the way insurers run their core operations."

"We are pleased that Guidewire has joined PartnerWorld Industry Networks and ISV Advantage, and are committed to IBM as a partner of choice," said Buell Duncan, general manager, ISV & Developer Relations, IBM. "Guidewire delivers powerful claims and policy solutions, and we are dedicated to working together to best serve our business customers."

IBM PartnerWorld Industry Networks

The IBM PartnerWorld Industry Networks provide ISVs with comprehensive business insight, technical resources, networking opportunities, and marketing and sales support designed to help them reach more customers and close deals faster. Participants in the PartnerWorld Industry Networks can team with IBM to bring on demand solutions to market more easily and to ensure these solutions meet specific industry needs, reflecting how customers buy technology today. ISVs who have attained one or more Industry Optimized competencies have successfully integrated with on demand IBM infrastructure software and hardware and demonstrated success with customers in the industries they note.

ISVs can sign up for PartnerWorld Industry Networks at www.ibm.com/isv.

IBM ISV Advantage

Enabling Guidewire ClaimCenter® and Guidewire PolicyCenter™ on IBM's WebSphere and DB2 product families will help Guidewire expand into the SMB market faster and more effectively than is possible with proprietary platforms.

The IBM WebSphere family includes products that are designed and priced specifically for small and medium businesses -- easy to install and manage, scalable to grow with a business, rich in functionality, and based on open standards to allow integration with existing software and hardware platforms. Guidewire will also work closely with IBM to expand its visibility in target vertical industries through various co-marketing and sales activities.

For more information, please visit ibm.com/isv.

About Guidewire Software

Guidewire Software is a provider of core system software to the global Property/Casualty (general) insurance industry. Designed to be flexible and scalable, Guidewire solutions give insurers the capability to deliver excellent service, increase market share and lower operating costs. Guidewire InsuranceSuite™, consisting of Guidewire PolicyCenter®, Guidewire ClaimCenter® and Guidewire BillingCenter® spans the key functional areas in insurance – underwriting and policy administration, claims management, and billing. Guidewire is headquartered in San Mateo, California, with offices in Beijing, Dublin, Hong Kong, London, Munich, Paris, Sydney, Tokyo, and Toronto. For more information, please visit www.guidewire.com.