



Guild Insurance Selects Guidewire to Modernize Core Insurance Systems

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Guidewire products to help Australian insurer transform and strengthen customer-centric business model

VICTORIA, Australia and SAN MATEO, Calif., November 28, 2007:

Guild Insurance Limited, one of Australia's pre-eminent suppliers of property and casualty insurance products and services to niche markets, and Guidewire Software®, a leading global provider of solutions to property and casualty insurance and workers compensation companies, today announced that Guild Insurance has selected Guidewire to help modernize its core insurance systems. Upon deployment of this phased multi-year implementation, Guidewire's software will fully replace Guild's current end-to-end claims handling, policy administration, billing and reinsurance solutions. A significant percentage of these functions are performed manually today, so the implementation of the Guidewire solution will mark a fundamental change in the way Guild is able to operate its business. The implementation project will begin with claim system replacement which is currently underway and scheduled for deployment in late 2008.

"Guild is a very customer-centric organization; our current systems were hindering our ability to fully deliver on our strategic vision," said David Brown, General Manager, Guild Insurance. "Guidewire will enable us to transform and grow our business, operate and add new products more flexibly and above all, provide even better service to our clients."

With Guidewire, Guild will gain the ability to:

- Fundamentally change the way it does business through process flow automation and a flexible rules-driven architecture;
- Operate its business more in line with its founding customer-centric principles;
- Systemize and standardize its processes to gain efficiency and improved governance capabilities; and
- Readily integrate core systems to all associated applications.

"This is a significant enterprise-wide undertaking for Guild. To help us select the right vendor, we developed a 'Decision Selection Model' at the outset of our project. This model was invaluable in helping us judge the strength of prospective vendors in areas of Process (functionality), Architecture, and Partnership," said Robert Tepe, Chief Information Officer, Guild Insurance. "We selected Guidewire as our business partner – for the quality of its people, its strong corporate values, product robustness, and the flexibility of its architecture."

"Guild is addressing the challenge that many similar insurers face – the modernization of an 'all-in-one' legacy insurance system," said Ian Tavener, vice president, International Operations, Guidewire Software. "We are thrilled that Guild has selected Guidewire applications and our approach to hollowing out the old system in favor of a modern application. We are convinced that this offers the most promising path to breakthrough performance."

About Guild Insurance

Guild Insurance is one of Australia's pre-eminent suppliers of general insurance products and services to niche markets, particularly within the healthcare and childcare sectors. Guild serves individual professionals and their businesses with a comprehensive range of products and value-added services that are tailored to their needs. Guild works in close alignment with the relevant professional associations to meet the insurance needs of their members. Guild has 11 regional offices serving all of Australia and New Zealand. The company carries an A- (excellent) rating from A.M. Best. For more information, please visit www.guildgroup.com.au.

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.