



## Guidewire PartnerConnect Solution Alliance Ecosystem Celebrates 100 Partner Milestone

January 27, 2021

*Guidewire's Solution Partner ecosystem surpasses 100 partner members and continues to expand the breadth of innovative integrations benefiting its global community of P&C insurers*

SAN MATEO, Calif.--(BUSINESS WIRE)--Jan. 27, 2021-- Guidewire Software, Inc. (NYSE: GWRE), the platform P&C insurers trust to engage, innovate, and grow efficiently, today announced that its global PartnerConnect Solution Alliance Program now includes over 100 Solution partners. Since its inception in 2013, the PartnerConnect Solution Program has continued to provide insurers easy access to a comprehensive, curated ecosystem of apps from trusted providers as well as the latest solutions from insurtech startups. This robust and vibrant ecosystem allows Guidewire's community of P&C insurers to deliver rich capabilities that elevate and differentiate their customers' digital experiences.

With over 100 partners and more than 155 *Ready for Guidewire* validated integrations currently available in the [Guidewire Marketplace](#), Guidewire's Solution ecosystem provides insurers with applications that enhance, extend, and complement the capabilities of the Guidewire platform. Guidewire's worldwide partner community equips insurers with the ability to accelerate their pace of innovation and drive business forward. The Solution program has shown increased momentum, doubling the number of partners who have joined over the past two years. Since the start of Guidewire's current fiscal year in August 2020, more than 10 new Solution partners have signed on to the program and over 30 partner integrations published to the Marketplace. Customer adoption has also flourished, with thousands of downloads from Guidewire Marketplace since its launch.

"We are extremely proud of our PartnerConnect program and of the first 100 Solution partners that comprise our global, unrivaled ecosystem specifically curated for P&C insurers," said Becky Mattick, vice president, Global Solution Alliances, Guidewire Software. "The achievement of this milestone is a testament of the shared and ongoing commitment of Guidewire and our Solution partners to empower insurers to unlock innovation within their organizations while growing their businesses efficiently."

As part of [Banff](#), Guidewire's November 2020 release of its market-leading cloud platform, the company announced [developer.guidewire.com](#), a new developer program that brings content and resources to the world-wide community of developers working on the Guidewire platform, enabling them to drive innovation and creatively address business objectives. Guidewire also announced the first partners and Marketplace apps for InsuranceNow customers, which will significantly reduce integration costs and provide new options for them to innovate and improve operational efficiency.

"Our industry-leading, global PartnerConnect Solution program is comprised of partners specifically selected for the value their solutions bring to our mutual P&C insurance customers," said Neil Betteridge, vice president, strategy, Guidewire Software. "Today we celebrate the contributions our first 100 Solution partners have made and the innovation and value we have jointly enabled insurers to realize."

"Strategic partnerships are vital to our business, and we're honored to be one of Guidewire's Premier Partners. Enhancing and extending Guidewire's powerful product suite with Hyland's content services platform enables insurers to solve technical and business process challenges, connect data and systems, and gain a complete view of customer information. We're proud of the collaborative approach we've taken in serving our shared customers, and we look forward to building upon the strength of this important partnership." -- *Bill Priemer, president and chief executive officer, Hyland*

"For over 10 years, Smart Communications and Guidewire have created a global alliance serving 90 joint customers, and the success of our partnership is founded on a shared commitment to customer success and a passion for innovation. The Guidewire Marketplace accelerates value for Smart Communications users who want to deliver smarter conversations at scale throughout the entire customer lifecycle. It is our goal to be *the* CCM vendor of choice for Guidewire customers and look forward to growing with Guidewire in 2021." -- *James Brown, chief executive officer, Smart Communications*

"From the very beginning, our longstanding partnership with Guidewire has always been rooted in our companies' mutual commitment to doing what is best for our customers. By listening to our customers, we continue to innovate and develop new tools to make the claims experience as seamless as possible for both insurance carriers and their insureds." -- *Mary Mahoney, vice president, replacement and leisure division, Enterprise Holdings*

"Guidewire has been a strategic technology partner for Exstream for more than 10 years. With over 60 joint customers, we've shown that the combination of our market leading products provides rapidly deployable solutions that improve internal process efficiencies, while enabling insurers to meet increased demands to deliver real-time, relevant customer communications from integrated policy, billing or claims applications." -- *Tony Wiley, vice president, software engineering, OpenText*

"Quadient's six-year partnership with Guidewire continues to provide a valuable addition to our insurance customer experience strategy. The Guidewire partner team is proactive in working with us on joint offerings and complementary product enhancements for our mutual customers. We are looking forward to even deeper strategic partner collaboration in 2021 and beyond." -- *Andrew Walker, vice president, strategic business and channel sales, Quadient*

For the full list of Guidewire PartnerConnect Solution partners, click [here](#). To discover what's next in the [Guidewire Marketplace](#), and keep up with the latest Insurtech ecosystem news, subscribe to the Guidewire Marketplace Newsletter [here](#).

### About Guidewire PartnerConnect ecosystem and *Ready for Guidewire*

Guidewire PartnerConnect Solution partners provide software, technology, and data solutions as well as insurance support services. Our Solution partners help drive business value and innovation for insurers by developing and delivering integrations, extensions, apps, and other complementary solutions for Guidewire products. All of our *Ready for Guidewire* partner solutions are validated for security, quality, and compatibility with Guidewire, and can be found on the [Guidewire Marketplace](#).

For more information about Guidewire PartnerConnect please visit <http://www.guidewire.com/partners>.

#### **About Guidewire Software**

Guidewire is the platform P&C insurers trust to engage, innovate, and grow efficiently. We combine digital, core, analytics, and AI to deliver our platform as a cloud service. More than 400 insurers, from new ventures to the largest and most complex in the world, run on Guidewire.

As a partner to our customers, we continually evolve to enable their success. We are proud of our unparalleled implementation track record, with 1,000+ successful projects, supported by the largest R&D team and partner ecosystem in the industry. Our marketplace provides hundreds of applications that accelerate integration, localization, and innovation.

For more information, please visit [www.guidewire.com](http://www.guidewire.com) and follow us on Twitter: [@Guidewire\\_PandC](https://twitter.com/Guidewire_PandC).

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