



The Deloitte and Guidewire strategic alliance

Working smarter and faster to drive results, not just implement technology

Many systems integrators can stand up a new software system for you. Some stake their claim on doing it fast. But, speed without control is rarely enough to take your organization in a whole new direction or to realize the performance enhancements you set out to achieve. This is especially the case when the technology involved supports the core of your business as the Guidewire application suite does. That's why Deloitte's integrated approach to implementing Guidewire is different, and so effective. We bring deep industry knowledge, process experience, proprietary methods, business acumen, and technology insight to every

project. It's about combining these elements to focus on value, working smarter and faster to drive results.

What we're about

The Deloitte and Guidewire strategic alliance brings together Deloitte's deep experience in business transformation in the insurance industry with Guidewire's suite of core systems applications. Together, we help insurers realize their targeted business outcomes by transforming business processes that take advantage of the flexible capabilities in Guidewire software.

How we can help

Maybe your organization wants to develop the capability to launch new products with greater speed. Perhaps it wants to expand its distribution networks, empower its agents, or enhance customer service. Or, it could be focused on improving operational efficiency and reducing costs. Whether the objective is one or more of the above, or something else altogether, we know that your motivations are about driving business results, achieving competitive advantage, and not just about implementing technology.

To help you achieve the targeted business outcomes you seek, we bring four distinct components to a Guidewire engagement:

- 1. Depth and breadth of knowledge—**Our practitioners bring extensive insurance industry experience, rigorous analytical capabilities, bold ideas, and a pragmatic mindset to resolving your business challenges. Deloitte has a leading US insurance practice that allows us to address the people and process aspects of an implementation that are critical for realizing the full value of the technology. This includes insight into macro trends, local and global perspectives, product design, and innovation related to the insurance value chain. In addition, our property and casualty insurance product specialists/actuaries are well versed in designing profitable, refreshed or new lines of business. To achieve your business objectives whatever they may be, Deloitte insurance industry specialists work hand in hand with Deloitte technology practitioners who are experienced in agile, scalable Guidewire-enablement, including data analytics and digital engagement.
- 2. Cutting-edge, proprietary methods and tools—**Our business-focused approach to technology transformation incorporates leading practices and process know-how, along with time-tested methodologies and accelerators. These include our Guidewire Enterprise Value Delivery methodology, pre-configured templates, process flows, knowledge repositories, and flexible on-shore/offshore delivery models. Maintaining a focus on value, we link our cutting-edge proprietary methods to measurable goals to help you achieve competitive advantage.
- 3. An innovative approach to project configuration and execution—**Our innovative approach helps to reduce the overall timeline and costs of implementation. We emphasize client ownership and quick decision-making. We start by assembling a cross-functional, multi-disciplinary team that invites participation from business leaders, subject matter specialists, and often, offshore resources. Using demonstrated project-management methods, this team has the ability

to accelerate projects by doing the necessary upfront work and adapting quickly to developments as the project unfolds. The goal is to stay nimble—to bend, but not break, and to keep things moving.

- 4. Engagement team accountability—**The success of a core-systems transformation depends as much on business capabilities as it does on the technology. That's why we build accountability into the engagement structure, both in terms of hitting technical milestones and in terms of gaining business buy-in and getting users up to speed with the new system and processes. Simply going live with a technology upgrade isn't enough.

About our insurance and technology practices

Successfully transforming your business by upgrading your core systems requires both deep industry experience and broad technology delivery capability. Deloitte is one of the few consultancies that excels in both areas. Our global insurance practice comprises more than 5,000 professionals, with nearly 2,000 of those individuals in the United States. Our practitioners provide a spectrum of assurance and advisory, enterprise risk, tax, actuarial, regulatory and consulting services to a broad range of insurance companies. Our clients range in size from global to middle-market insurers, including life insurers, property and casualty insurers, reinsurers and brokers. In addition, financial services is an overarching area of focus for Deloitte. We have invested in the Deloitte Center for Financial Services, which provides timely insights on the most pressing issues facing the industry.

Deloitte is certified as a Guidewire PartnerConnect™ member, and we have one of the largest technology practices in the world. Through decades of experience in assisting companies with business technology transformation, Deloitte has developed innovative methodologies for application delivery as well as many tools and artifacts that can help accelerate implementation and reduce cost and risk. We work with well-established and emerging industry vendors to provide end-to-end system capability, including ongoing maintenance and support.

Innovative implementation techniques

Cookie-cutter implementations rarely produce the desired results. Every company has unique circumstances that must be addressed with more than just the standard approach. That's why Deloitte's experienced consultants create a distinct implementation plan for each client. This customized plan is designed to accelerate delivery and focus on what matters—bringing business value to the marketplace faster. It also incorporates innovative implementation techniques such as:

- **Decision velocity—**Quick and concise decision making— by the right people—is imperative to ensuring that timelines stay on track. We set up guiding principles at the beginning of the program to help ensure that the project doesn't become stuck in a swirl of consensus and analysis.
- **Cloud—**Implementing and utilizing cloud infrastructure allows our teams to spin up testing and development environments in near real-time, which is essential to remaining on pace in a quick-moving project.
- **Parallel tracks—**Traditional orthodoxy would dictate that certain core-system project components must be sequenced in a certain way. Working on product definition before configuration is a classic example. Unfortunately this can add significant time to a project launch. Deloitte has demonstrated that these delays are not necessary and it is possible to work in parallel, thus minimizing rework and helping to condense timelines.

To learn more

With the potential for industry disruption running high, today's insurance companies are being challenged to evolve their business models and improve profitability, while balancing the demands of regulatory change and shifting customer expectations. To learn more about how Deloitte can assist you in your efforts to transform your business by combining time-tested Guidewire delivery capabilities with insurance industry insight, please contact:

Missy Goldberg

Director
Deloitte Consulting LLP
+1 312 486 0084
megoldberg@deloitte.com

Amy Sherman

Principal
Deloitte Consulting LLP
+1 917 854 8822
amsherman@deloitte.com

Nicholas Frank

Specialist Leader
Deloitte Consulting LLP
+1 678 520 3284
nfrank@deloitte.com



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