

Excess and Surplus for Guidewire

Supporting your growth agenda

The Excess and Surplus Growth Agenda

Excess and Surplus (E&S) markets have shown consistent growth in the past decade, far exceeding commercial lines growth in the admitted market. At PwC, we see macro market trends continue to favor this growth – producing a unique opportunity to reinvent existing insurance markets, grow new distribution channels and leverage the flexibility E&S provides in serving the complex needs of insureds. And while the opportunity is great, we also observe several key differentiating capabilities necessary to deliver against this opportunity. Our Guidewire capabilities for E&S Markets in conjunction with our services can help deliver key technical capabilities to address this need.

PwC's Guidewire Capabilities for E&S Markets

- **Rating flexibility:** As part of the Guidewire PolicyCenter rating module, PwC has extended the platform to support common rate overrides by target premium, individual rate premium modifier (IRPM) or by individual exposures.
- **Manuscript forms:** Guidewire's manuscript forms capability has been extended to include greater control of underwriting authority, approval workflow and forms management.
- **Form / edition user interface enhancements:** Brokers and producers are familiar with negotiating submissions through designated policy forms and editions. PwC has extended the base PolicyCenter platform to include a dynamic display of the relevant inferred form(s) when selecting and managing policy coverages in the user interface.
- **Enhanced billing capabilities:** BillingCenter has been expanded to support additional agency bill features, new roles and permissions typically found in commercial financial management departments and commission overrides.
- **Pre-configured integrations:** API-based integration to common third party integrations for address localization, OFAC and payment management.

Why PwC and Guidewire?

Our Guidewire practice consists of over 2,000+ dedicated insurance professionals spanning the United States, India and China – meaning we can bring our global capabilities and scale to help obtain project success and predictable outcomes. With over 240 successful core transformation programs, PwC's breadth of experience spans Tier 1 through Tier 5 insurers, as well as personal lines and commercial lines insurers. Through our multi-disciplinary approach, PwC can help leverage the power of the Guidewire Cloud Platform to further enhance the benefits of the base platform, commercial product accelerators and localize commonly needed features into a market-specific capabilities for the Excess and Surplus market.

Flexibility

through enhanced premium override, premium targeting and commission management features

UX

enhancements based on frequently desired business capabilities including dynamically derived forms and editions on the user interface

#1

Guidewire system integrator in terms of Guidewire certifications and first to achieve the Cloud certification

Improved Flexibility

Realize new product flexibility, improved speed-to-market and pricing flexibility through the PolicyCenter and PolicyCenter rating platforms.

E&S-Based Workflow

Drive E&S-based workflows relevant to underwriting, coverage and manuscript approvals and risk acceptance – based on how you work.

Faster Project Mobilization

Helps accelerate your Guidewire-based program by utilizing Cloud-enabled capabilities developed by PwC.

PwC's Guidewire Capabilities for E&S

PolicyCenter

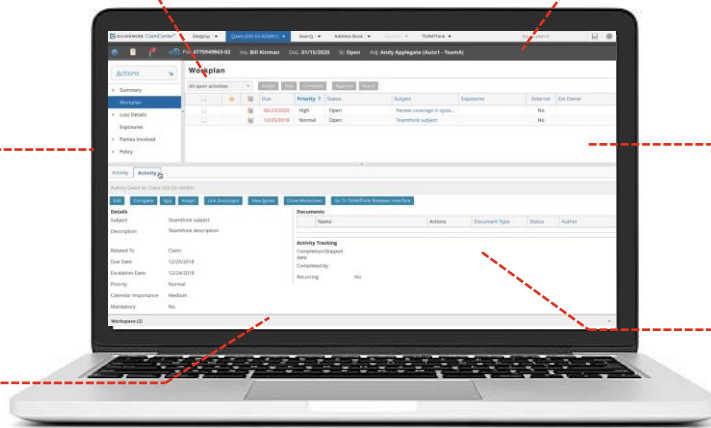
- Enhanced account / policy file for portfolio views
- Expanded new submission data capture and question sets
- Manuscript form data entry
- 51 state support

Rating

- Technical premium calculation based on GL7 ISO-like primary layer
- Premium override facility based on class, target premium or composite premium
- Commission override facility

BillingCenter

- Enhanced agency bill (statement bill)
- Expanded users, roles and permissions
- Expanded payment intake process



Forms

- Pre-built support for forms inference (20 forms)
- Manuscript form creation and mapping
- Manual renewal data entry

Integration

- Pre-built integration for: address assessments, document management, Experian (credit), payment processing, OFAC

Analytics

- Pre-built standard operational and management dashboards
- Data integration through Guidewire Cloud Data Access

PwC Concourse – Accelerating Program Management

Concourse, PwC's program management and execution tech-enabled asset helps enable Guidewire projects to rapidly mobilize, track and manage complex technology programs at scale. Cloud-native and able to integrate with your existing Jira instance, Concourse enables the program to help deliver value early and more often.

PwC Capabilities

Over 200 tech-enabled assets specific to Guidewire are available, ranging from pre-configured functional requirements to wireframes, workflow diagrams and pre-configured integration code.

- Product configuration:** common Guidewire APD-based products (mind maps) for typical personal and commercial lines of business can help accelerate initial product configuration.
- Third-party integrations:** industry standard integrations to commonly used data providers and regulatory bodies helps reduce integration development.
- Quality assurance:** re-usable QA test beds and data generation tools that help speed up test execution and produce broader testing earlier in the program.

Shift-Left Testing

Our "shift-left" methodology helps confirm that projects execute quality assurance earlier and continuously throughout the project development phase. By moving structured system integration testing into the development sprints, later stage testing can be performed quicker and with less late-phase defect discovery.

Innovation

PwC has developed a broad set of capabilities code that leverages the base Guidewire InsuranceSuite and selected Guidewire content to help meet the industry's innovation needs.

- Telematics based insurance:** Our telematics capabilities introduces new tech-related assets related to the initial term enrollment, behavioral based models and incentive programs.
- ESRI analytics:** Pre-configured integration to ESRI ArcGIS data feeds to help support risk assessment, pricing and near real-time underwriting workflow and decisioning.
- Parametrics:** IoT and third-party data-based capabilities that can leverage parametric-based policies and claims workflows for straight through processing and automation.