GUIDEWIRE
PARTNERCONNECT
Consulting Advantage

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Achieving Peak Velocity with Guidewire

As insurance companies go all out to accelerate speed-to-market and improve customer, agent, and employee experiences, CIOs have an urgent decision to make — how to upgrade existing systems to become more competitive, stay relevant, and attract and retain more customers.

The existing systems have served the insurance industry well for decades. However, most do not offer the agility, efficiency, and security that digitized scenarios demand. Modern cloud-based systems have the capabilities to help insurers meet these changing market requirements.

Insurance companies continue to rely on traditional systems because they are reluctant to invest money and time in a massive back-office transformation. But they can no longer afford to postpone moving to the cloud – it is the only way to stay ahead.

Can you relate to these scenarios?

- You have already deployed Guidewire but not the modern version
- You have deployed Guidewire, but the supporting architecture is still on legacy systems
- You have implemented Guidewire, but some lines of business are still on legacy systems

At Zensar, we understand that modernizing core systems is not as easy as it sounds. After interacting with hundreds of insurers, we have understood that most face at least one of the above mentioned challenges, which inhibits them from achieving speed-to-market. While many insurers try to work around their disparate systems by implementing point solutions, it often doesn't end well.

Although the benefits of upgrading to a modern, cloud-based system are immense, choosing the right system, approach, and partner is an overwhelming task.

Zensar can help you migrate efficiently from on-premise systems to the cloud. We have years of experience in Guidewire and can deliver the right expertise, accelerators, and tools to enable a smooth transition.

Where are you in your modernization journey?

You could currently be:

Guidewire on-prem:
Apps are hosted on-premises and managed by Enterprise IT

Guidewire hosted on a self-managed cloud:
Apps are hosted on the cloud

Guidewire Cloud or software-as-a-service (SaaS):
Apps are provided as services

If you are on-prem or self-managed, Zensar is ideally positioned to help you modernize your core systems. And if you are already on Guidewire SaaS, Zensar is the best fit with our 15+ years of experience in Guidewire Cloud. Our teams know exactly how to leverage the power and potential of SaaS for you.

Guidewire is encouraging its on-prem and self-managed customers to be cloud-compliant. You can take the approach that best suits your business goals and budget, but migrating to the cloud is a strategic priority for your business.

Here are some common and proven approaches to Guidewire Cloud migration:

Enhance/upgrade:

You can migrate Guidewire on-prem servers to the latest version. However, you need to accommodate code changes, if any.

Gradual but sure shot:

You can move in phases – first to self-managed and later to Guidewire Cloud (SaaS). This phased approach will help you conveniently manage pace, budgets, and maturity.

How Zensar helps you navigate the cloud migration journey

Having spearheaded over 100 Guidewire implementation and upgrade projects, we are best positioned to help you drive business velocity across your cloud migration journey.

Our teams have executed 150+ Guidewire engagements for 35+ clients across the US, Europe, and South Africa, including implementations and upgrades for InsuranceSuite, Guidewire Digital, DataHub, and InfoCenter for on-prem as well as Guidewire Cloud

Currently a Consulting Advantage Partner, we aim to achieve Guidewire Global Premier Partnership by the end of 2022

Out of 500+ employees across the practice, over 190 are Guidewire-certified

More than 40 percent of our practice comprises Guidewire Cloud migration and implementation initiatives

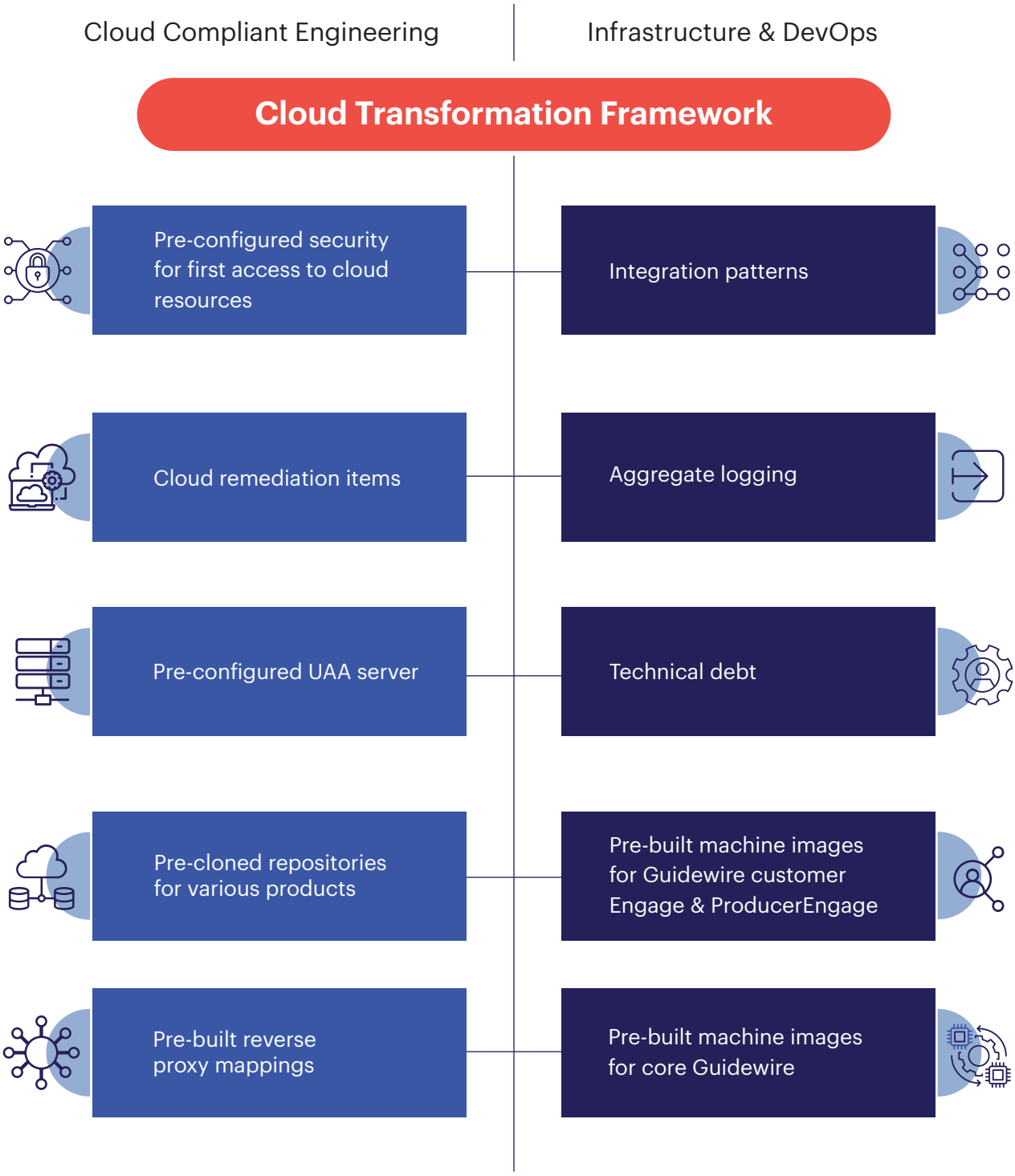
Zensar is the only SI –

- To do all four transitions – Guidewire Classic/Guidewire Cloud Fresh Implementation/Guidewire Transitions led by us/SI-led Guidewire Implementations
- With early access to Guidewire's future product features and functionalities

Proven methodology to assess your cloud readiness and help in choosing the right cloud strategy

Faster speed-to-market

Guidewire Cloud Value Proposition



Zensar: Helping clients scale into the future

Why you should migrate to Guidewire Cloud

Your customers' needs are changing, and you will lose them if you cannot cater to their demands.

Since Guidewire offers several new functionalities in its SaaS model and not in on-prem or self-managed versions, the direct total cost of ownership (TCO) will increase for clients who choose to stay self-managed. Also, the cost of moving to the cloud will increase with widening functionality gaps between on-premises and the cloud.

Fifty-six percent of insurers are planning to transition to the cloud due to cost benefits.

Beyond cost savings, cloud migration will also help accelerate time-to-market, improve claims efficiency, create a differentiated customer experience, and allow for better use of data.

Notably, support for older environments, including on-prem and self-managed, will most likely be withdrawn gradually. Just as the support for Guidewire InsuranceSuite version 8 was terminated in 2020, 2022 might see the end of support for older environments.

Finally, by transitioning to Guidewire SaaS, you will take advantage of and stay current with Guidewire's latest technology and capabilities, which will enhance your business continuity and mitigate security risks.

How insurers are benefitting from the cloud

A leading life insurance carrier in the US is using desktop cloud to provide offshore developers with secure access to its development environment to reduce IT development costs.

A provider of wealth management and retirement products is using the desktop cloud to provide a common desktop for the entire enterprise, ensuring a secure and stable environment while providing an efficient method to update applications.

Why choose Guidewire software-as-a-service?

Guidewire's software-as-a-service offering:

- Helps insurers eliminate complexity around software upgrades
- Boosts agility and fast-tracks time-to-market
- Enhances the user experience, enabling employees to focus on business-critical tasks
- Empowers insurers to leverage the broader ecosystem of value-add applications

How do I leverage the new cloud platform?

We understand that this is not a trivial or straightforward decision. Most insurers fail in their cloud ambitions because their teams are not prepared for change, and their existing business operating model is incompatible.

The list of prerequisites is long, including:

- Proven operating model
- Stakeholder accountability
- Skilled teams
- Cloud-smart attitude
- Continuous-improvement DNA
- Cloud-ready roadmaps for dependent systems

Relax. We've got you covered.

After a thorough evaluation, Guidewire has chosen Zensar, the right partner with the right skill set, to support you with Guidewire Cloud.

Zensar teams have the experience, expertise, and attitude to help Guidewire clients migrate from on-prem and self-managed systems to the cloud.

Zensar is the right partner to help insurers become cloud-smart with Guidewire SaaS.

The Zensar-Guidewire partnership

Zensar has been supporting insurance companies in their transition to cloud/SaaS-based solutions. In our experience, most insurers reported more efficient processing, a reduction in IT spending, and faster close cycles compared to on-prem solutions. Their employees were happier because the upgrade allowed them more time to analyze data. Also, integrated cloud-based systems increased accuracy in claims processing with minimal/zero human interaction.

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Guidewire and Zensar are proud of our clients' success!

Case study #1

US Midwest carrier

Improved cloud-compliancy and upgraded to Guidewire Cloud, enabling the carrier to realize faster feature deployments and enhanced scalability.

Case study #2

US East carrier

Implemented greenfield Guidewire Suite + Digital, allowing the carrier to offload several IT functions, focus on improving customer experience, and capture new markets.

Case study #3

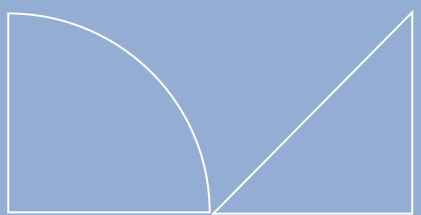
South African insurer

Upgraded Guidewire Suite to version 10 and addressed technical debt impeding its path to the cloud, allowing the carrier to achieve speed-to-market and increase global expansion.

Move seamlessly to the cloud with Zensar

Moving to the cloud may seem too expensive or tedious, but it is the future.

If you are interested in migrating to the cloud but are unsure how to start, we offer complimentary consultations to help insurers bridge the gap from business requirements to design and deployment.



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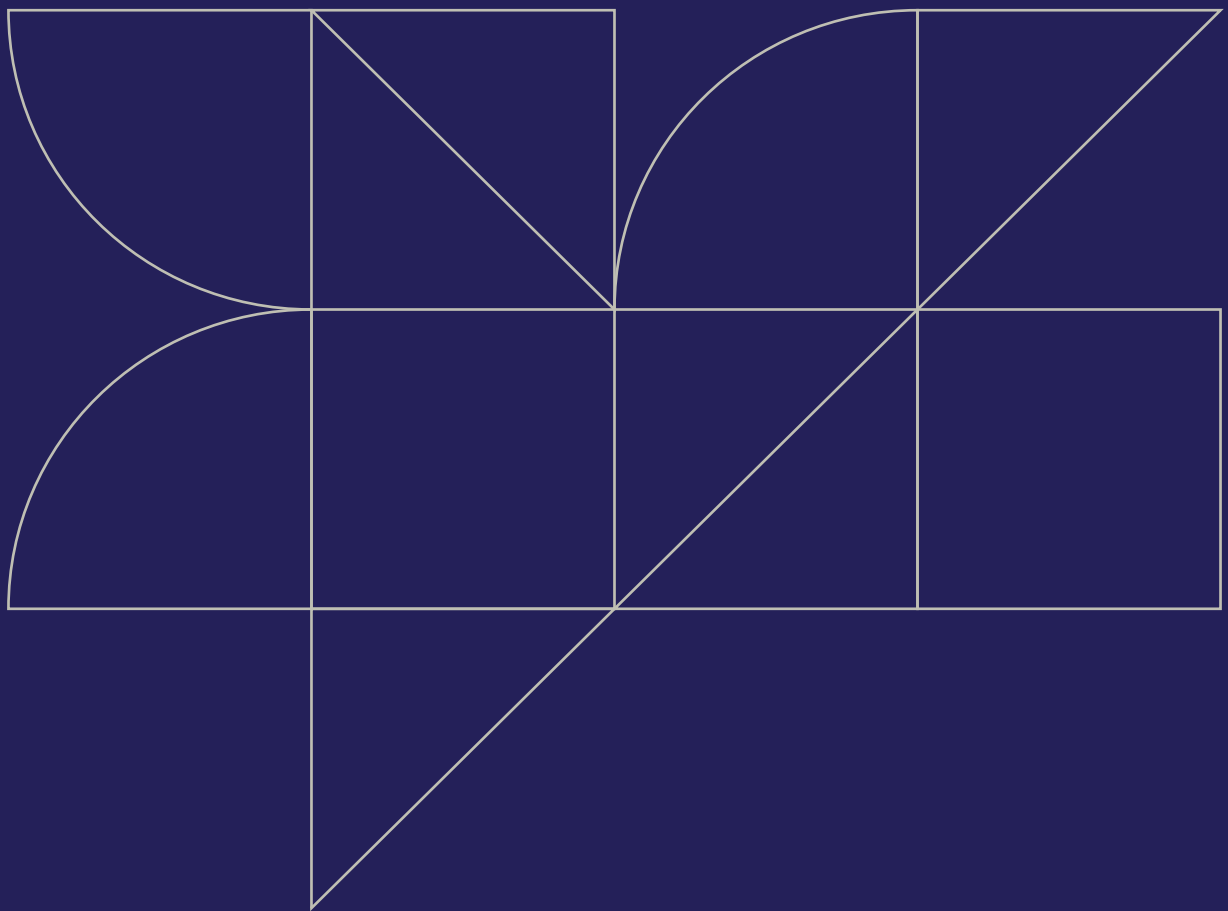
An RPG Company

We conceptualize, build, and manage digital products through experience design, data engineering, and advanced analytics for over 145 leading companies. Our solutions leverage industry-leading platforms to help our clients be competitive, agile, and disruptive while moving with velocity through change and opportunity.

With headquarters in Pune, India, our 11,500+ associates work across 30+ locations, including Milpitas, Seattle, Princeton, Cape Town, London, Singapore, and Mexico City.

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