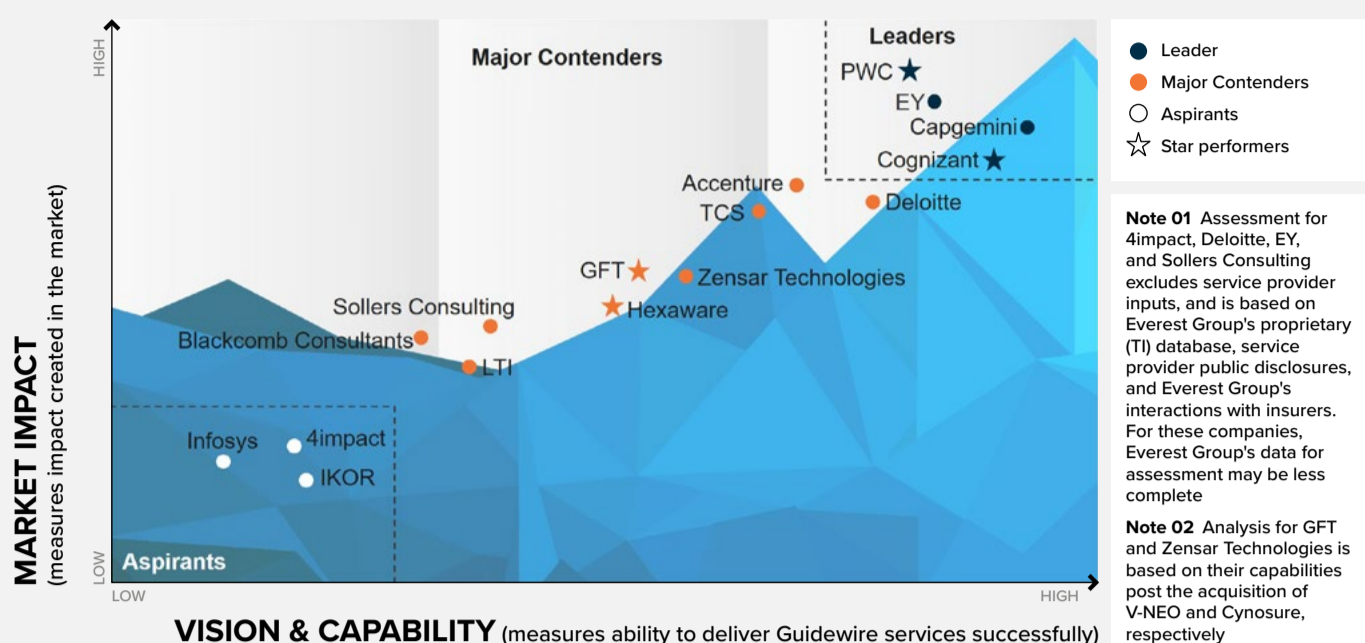


# GFT profile

## Major Contender and Star Performer on Everest Group PEAK Matrix® for Guidewire Services Assessment 2020

### Everest Group Guidewire Services PEAK Matrix® Assessment 2020



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### Everest Group has identified GFT as one of the four 2020 Guidewire Services Star Performers!



GFT has been designated a Star Performer for demonstrating best-in class revenue growth, in addition to the multiple new specialisations on Guidewire products for the EMEA market and the meaningful investments to expand delivery scale across multiple onshore/nearshore regions

### Acquisition of V-NEO has helped GFT to enhance its market positioning in the Guidewire Services market



GFT has received recognition from the Everest Group as a Major Contender in the Guidewire Services PEAK Matrix® Assessment 2020. Among other strengths, GFT has been recognised by its clients for serving as a strategic partner to drive innovation.

**Measure of capability**  
○ high ○ low

- Market adoption
- Portfolio mix
- Value delivered

**MARKET IMPACT**

OVERALL

**Overall evaluation of GFT's Market impact and Vision & capability**

- Vision & strategy
- Scope of services offered
- Innovation and investments
- Delivery footprint

**VISION & CAPABILITY**

OVERALL

- Synergistic gains from the acquisition of V-Neo, a niche Guidewire consulting partner, have helped GFT to significantly grow its client base and delivery capabilities
- Focused investments in expanding Guidewire delivery centres (including Canada, Poland, and Spain), building accelerators for data migration and faster implementations, backed by its focus on taking a domain-first approach to implementation position it well to tap into growth pockets in the European Guidewire services market
- In Q4 2019, GFT was awarded multiple specialisations (including InsuranceSuite, PolicyCenter, BillingCenter, ClaimCenter, and Digital products) for the EMEA market which have helped it to improve competitive positioning
- Clients have appreciated GFT's ability to partner with insurers on strategic initiatives, knowledge about Out-of-the-Box (OOTB) Guidewire features, and guidance on business strategy to drive innovation

### Large number of Guidewire specialisations in EMEA

Guidewire PartnerConnect status

Specialisation	Policy Center	Claim Center	Billing Center	Digital	Data Hub	Insurance Suite	Insurance Suite Integration	Partner Services Engagement	Partner Go-to-Market
Advantage	EMEA	X	X	X		X			

### Over 25 Guidewire services engagements in 2019

N° of Guidewire services engagement in 2019	<2	2-5	5-10	10-25	>25
N° of engagements by Guidewire product					
PolicyCenter					>5
BillingCenter					>5
ClaimCenter					>5
InsuranceNow	<2				
Digital		2-5			
DataHub		2-5			
N° of engagements by Line of Business (LoB)					
Personal					>5
Commercial					>5
Speciality				2-5	

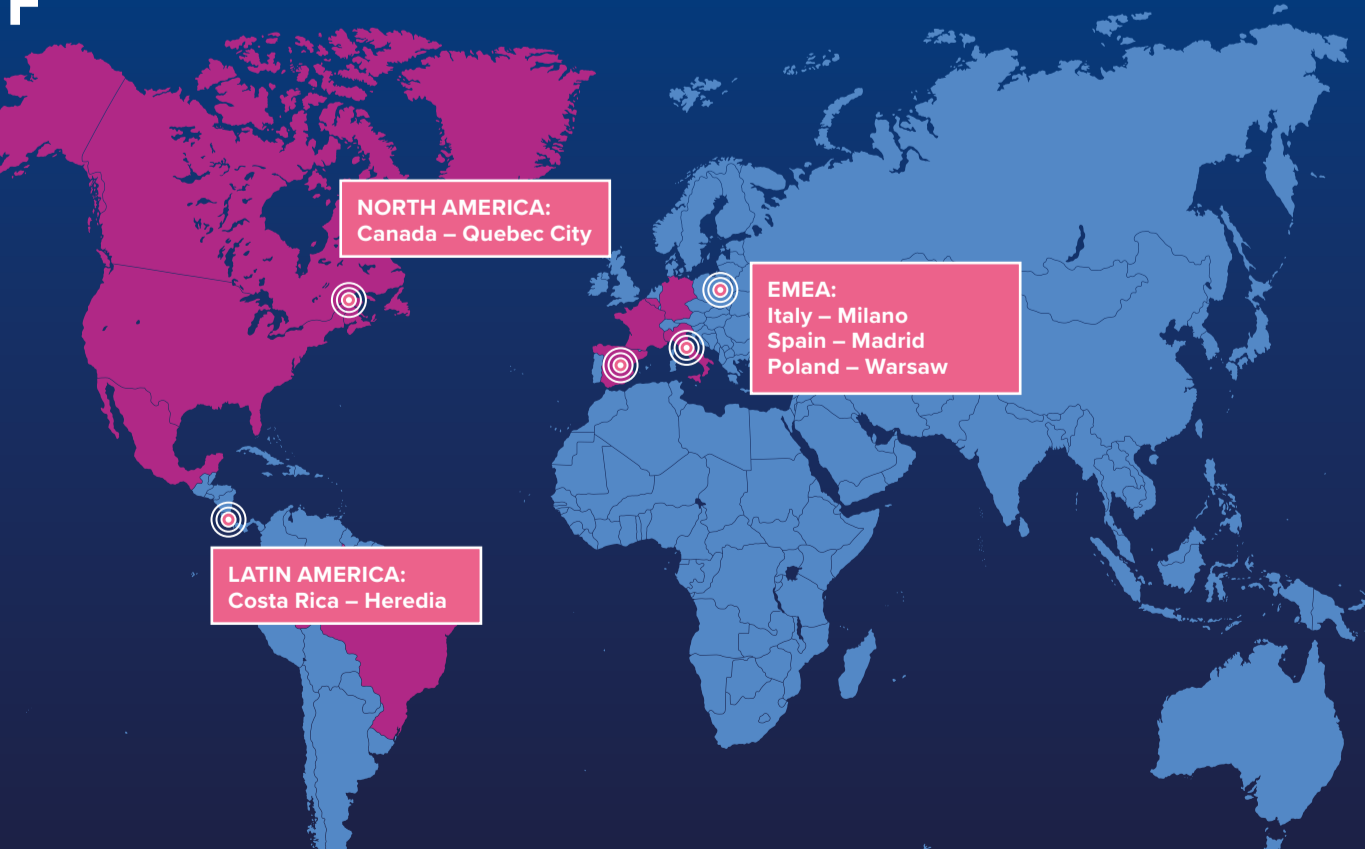
### Key solutions and investments

Key solutions developed internally to deliver Guidewire services (proprietary IP, accelerators, frameworks, tool, etc.)		
Solution name	Details	
ClaimCenter Data Migration Acc.	Accelerator to increase speed and reduce risks of ClaimCenter upgrades	
Antifraud solution	Real time scoring integrated with ClaimCenter & PolicyCenter with investigation tools	
Acc. & implement. Frameworks	Accelerators and implementation frameworks for faster implementations	

Key investments (acquisitions, employee certifications, partnerships, Centers of Excellence, etc.)		
Investment name	Type of investment	Details
Guidewire delivery center	Expansion of CoE	GFT expanded the centers of excellence in Canada (Quebec), Poland (Warsaw), Spain (Madrid) and Costa Rica (Heredia). These centers can now serve clients globally.
Training	Employee certifications	Increased the total number of Guidewire-certified resources in North America and Europe to 200
Insurance Innovation Lab	AI Workshop	Teaming up with AI experts in a facility in Barcelona, GFT developed Artificial Intelligence (AI) insurance lab and customer journey immersion lab

### Delivery locations



Source of all infographics: Group PEAK Matrix® for Guidewire Services Assessment 2020

For more information about GFT's Guidewire expertise and capabilities, visit

<https://landing.gft.com/did-you-know/>

The full Everest Group PEAK Matrix® for Guidewire Services Assessment 2020 report can be purchased at Everest Group website.

[www.everestgrp.com](http://www.everestgrp.com)